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Master Negative Storage Number

PSt SNPaAg170

CONTENTS OF REEL 170

1) The Tobacco world, v. 31, 1911
MNS# PSt SNPaAg170.1

Title: The Tobacco world, v. 31

Place of Publication: Philadelphia, Pa.

Copyright Date: 1911

Master Negative Storage Number: MNS# PSt SNPaAg170.1

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008 ENT: 980724 TYP: d DT1: 19uu DT2: 19uu FRE: m LAN: eng
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090 20 Microfilm D344 reel 153.1-190.5 $cmc+(service copy, print master, archival master) $s+U22V1X1902-U22V20X1902+U22V22X1902-U22V33X1902+U22V35X1902-U22V51X1902+U22V53X1902-U24V42X1904+V24V44X1904-U25V44X1905+U25V46X1905-U26V42X1906+U26V44X1906-U26V48X1906+U26V50X1906+U27V1X1907-U28V11X1908+U28V13X1908-U63V6X1943+U65V1X1945-U65V12X1945
130 0 Tobacco world (Philadelphia, Pa.)
245 14 The Tobacco world
260 Philadelphia, [Pa. $bs.n.]
300 v. $bill. $c38 cm.
310 Monthly $bApr. 1936-
321 Weekly $b<1902>-1909
321 Semimonthly $bJan. 1910-Mar. 15, 1936
500 Description based on: Vol. 22, no. 1 (Jan. 1, 1902); title from caption
500 Published by Tobacco World Corp., Philadelphia, Pa., <19__>-
500 Some combined issues
500 "Devoted to the interests of importers, packers, leaf dealers, tobacco and cigar manufacturers and dealers."
500 Occasional missing and mutilated pages
515 Vol. 22, no. 38 (Sept. 17, 1902) mismarked as v. 22, no. 37; vol. 52, no. 14 (July 15, 1932) mismarked on cover as v. 54, no. 14
533 Microfilm $mv.22,no.1 (1902)-v.22,no.20 (1902),v.22,no.22 (1902)-v.22,no.33 (1902),v.22,no.35 (1902)-v.22,no.51 (1902),v.22,no.53 (1902)-v.24,no.42 (1904),v.24,no.44 (1904)-v.25,no.44 (1905),v.25,no.46 (1905)-v.26,no.42 (1906),v.26,no.44 (1906)-v.26,no.48 (1906),v.26,no.50 (1906),v.27,no.1 (1907)-v.28,no.11 (1908),v.28,no.13 (1908)-v.63,no.6 (1943),v.65,no.1 (1945)-v.65,no.12 (1945) $bUniversity Park, Pa. : $cPennsylvania State University $d1998 $e38 microfilm reels ; 35 mm. $f(USAIN state and local literature preservation project. Pennsylvania) $f(Pennsylvania agricultural literature on microfilm)
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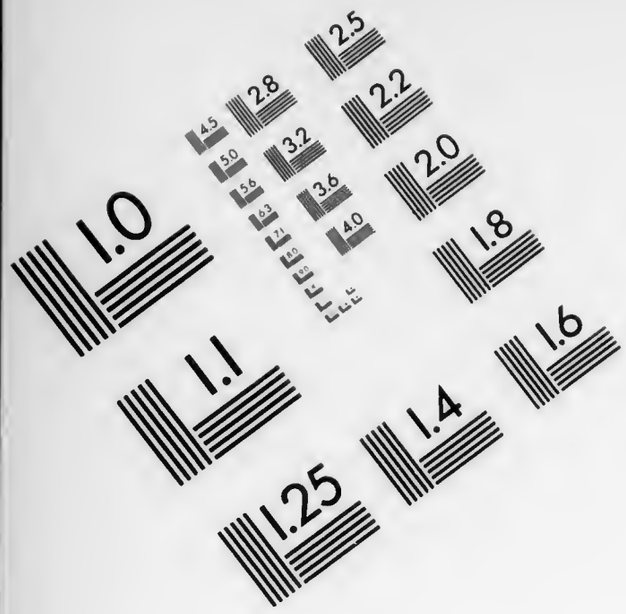
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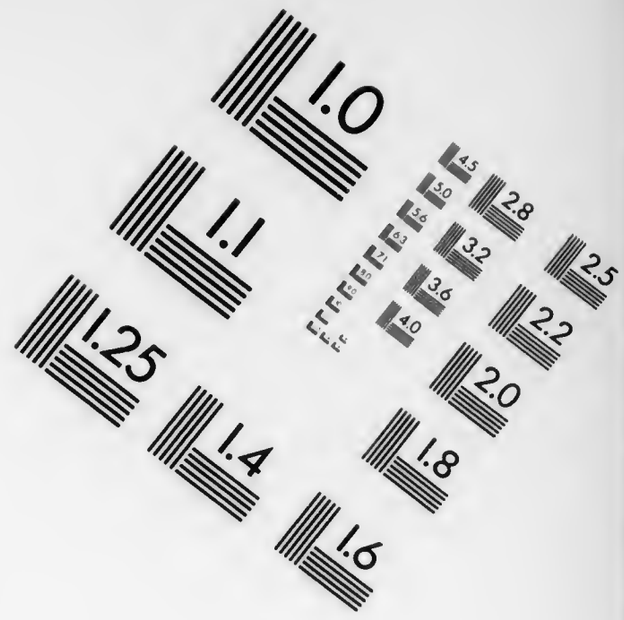
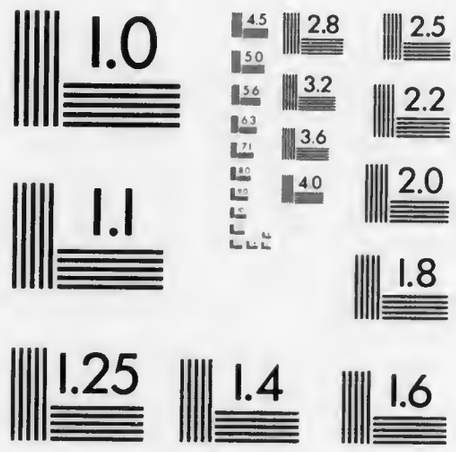
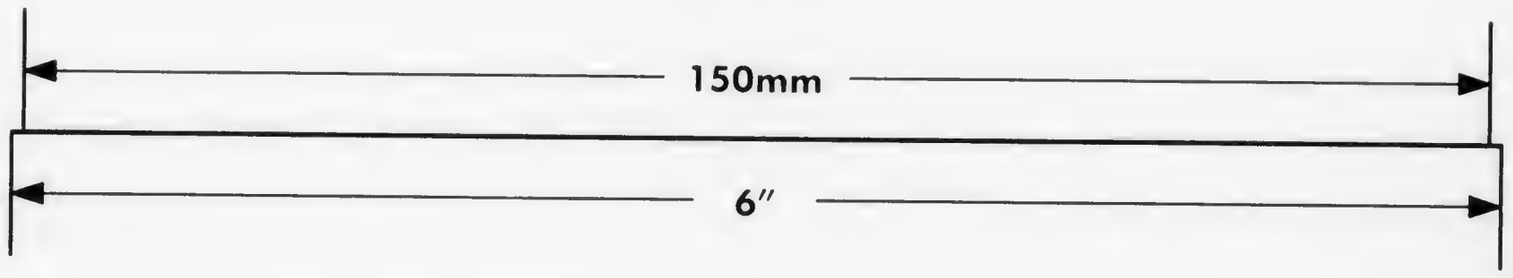
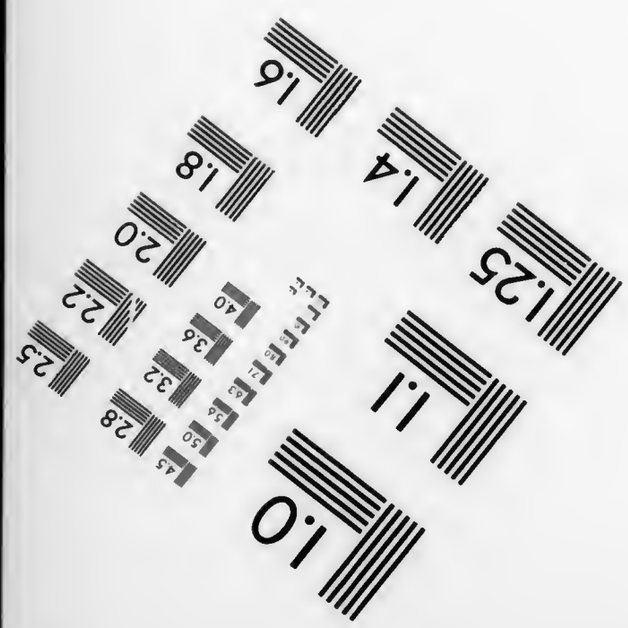


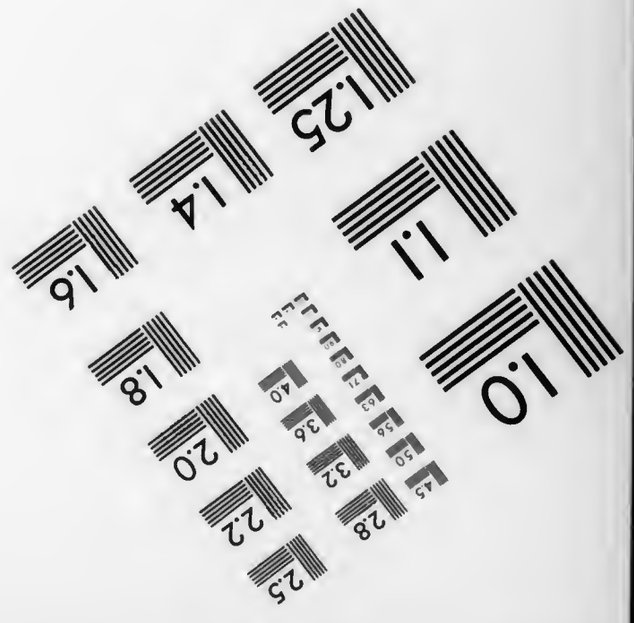
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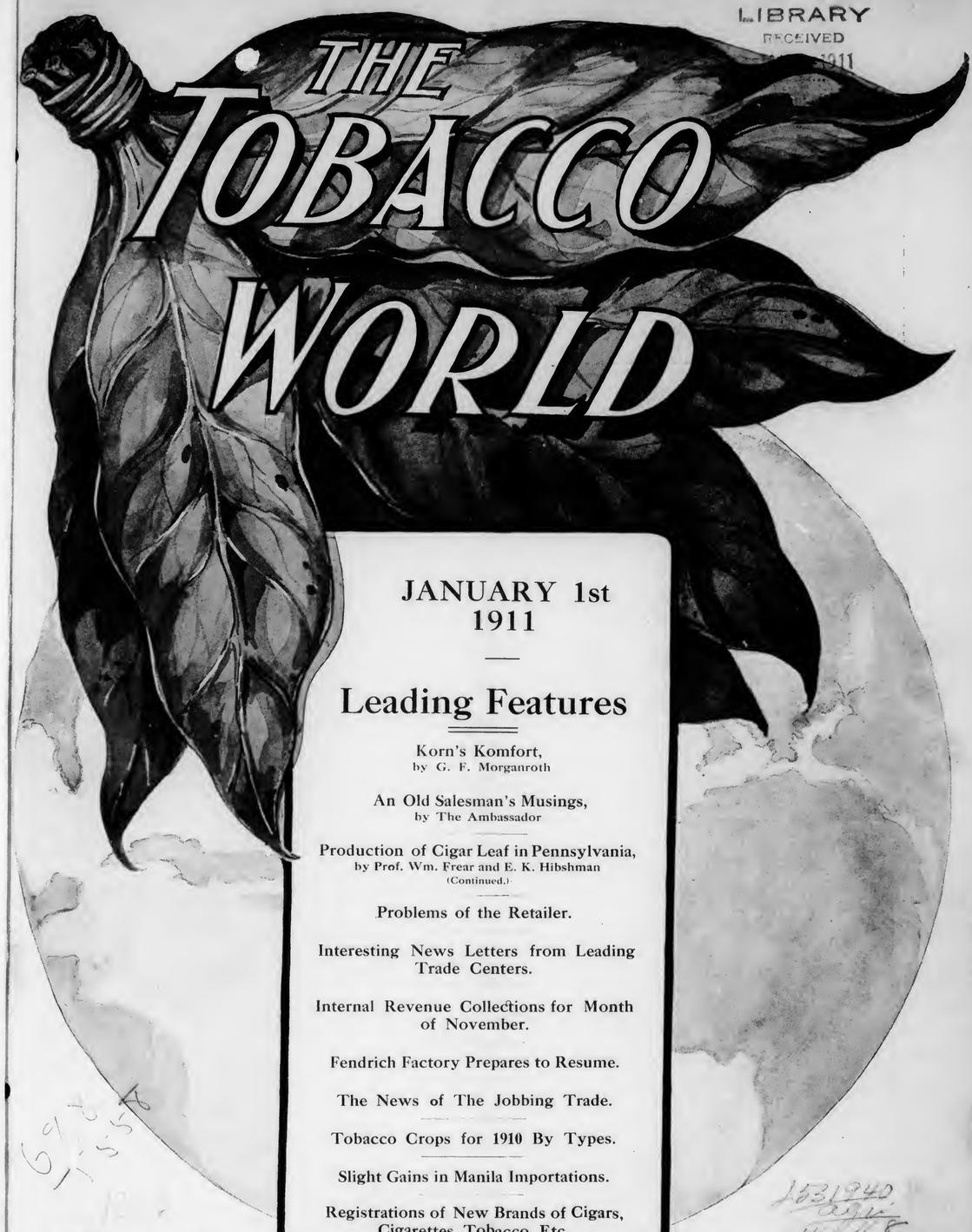
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Leading Features

Korn's Komfort,
by G. F. Morganroth

An Old Salesman's Musings,
by The Ambassador

Production of Cigar Leaf in Pennsylvania,
by Prof. Wm. Frear and E. K. Hibshman
(Continued.)

Problems of the Retailer.

Interesting News Letters from Leading Trade Centers.

Internal Revenue Collections for Month of November.

Fendrich Factory Prepares to Resume.

The News of The Jobbing Trade.

Tobacco Crops for 1910 By Types.

Slight Gains in Manila Importations.

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXI No. 1

PUBLICATION OFFICES: { 102 South 12th St., Philadelphia
41 Union Square, New York





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SAN FELICE

5c A HIGH GRADE CIGAR FOR 5c

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

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The DEISEL-WEMMER Co.

Makers, : : Lima, Ohio

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Buy the RIGHT Line, at the RIGHT Place
At the RIGHT Price, at the RIGHT Time

You'll start right if you select your leaders from this list

Cheroots, 4 for 5c.	Cigars, 3 for 5c.
Factory No. 1	Ducico
Conemaugh	Indemnity Bond
Dukano	White Lily
King Brand	County Fair

X-L Cheroots, 3 for 5c. 250 in wood Box. 3 in Pouch

Stogies, 3 for 5c.	Cigars, 2 for 5c.
Red Demon	Capt. Sam Brady
Our Special Dutch	Pittsburg Girls
Our Little Havanas	Lenawee Bouquet
Steel King	
Colonel Boquet	

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Factory No. 1, Twenty-third Revenue District of Pennsylvania

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That's All!

RUY LOPEZ CA.

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Only Clear Havana Cigars

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We are giving a series of reasons for SAVARONA success. Some of them apply to other Porto Rican cigars, but SAVARONAS are pre-eminent, because we have made better use of our opportunities than some other people.

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Better tobacco can be grown in the Cayey and Caguas Districts than in any other. This fact was well-known to the old Havana manufacturers, and this tobacco brought the highest price in the Cuban market when both islands were under Spanish control. The Cayey districts in the vicinity of the La Plata River produce the very rich sweet filler of fine aroma, and the fields around Caguas are noted for the fine quality and large yields of wrappers. **Savaronas are a blend of the best of these two districts.**

CAYEY-CAGUAS TOBACCO COMPANY
Pine Street, New York

(See next issue for Reason No. 6.)

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO



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3 PARK ROW, NEW YORK

Cressman's COUNSELLOR 5c. CIGAR

MADE BY
ALLEN R. CRESSMAN'S SONS
PHILADELPHIA

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WILL NOT BITE THE TONGUE

The Best

One Hundred Years Old

Mr. Dealer: Whittle Cut Tobacco is being advertised all over the United States. Will you not supply the demand we thus create? Write us today and we will put you in touch with the distributor in your district.

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Juan F. Portuondo founded our business in 1869.

When a brand stands unbroken from Maine to California for forty years, there must be something in it.

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1110—1116 Sansom St., PHILADELPHIA, PA.

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No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.





FOR GENTLEMEN OF GOOD TASTE

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5c A HIGH GRADE CIGAR FOR 5c

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

The DEISEL-WEMMER Co.

Makers, : : Lima, Ohio

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The Duquesne Cigar Co. of Pittsburg, Pa.

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TO THE DISCRIMINATING BUYER:

UNEXCELLED



That's All!

RUY LOPEZ CA.

MAKERS OF

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New York Office: 86-88 Fulton Street

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Cressman's COUNSELLOR 5c. CIGAR

MADE BY
ALLEN R. CRESSMAN'S SONS
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FRISHMUTH'S WHITTLE CUT TOBACCO

WILL NOT BITE THE TONGUE

The Best

One Hundred Years Old

Mr. Dealer: Whittle Cut Tobacco is being advertised all over the United States. Will you not supply the demand we thus create? Write us today and we will put you in touch with the distributor in your district.

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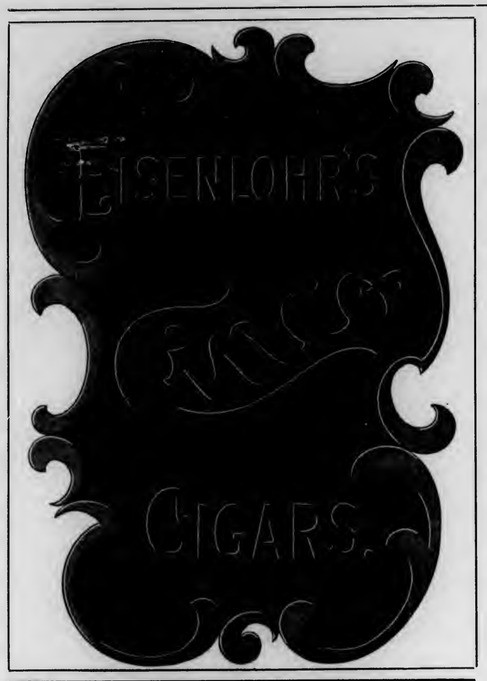
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RICHMOND, VA.

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SMOKES LIKE 10 CENTS
COSTS 5 CENTS

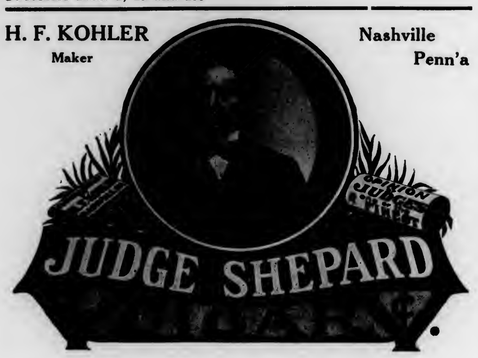
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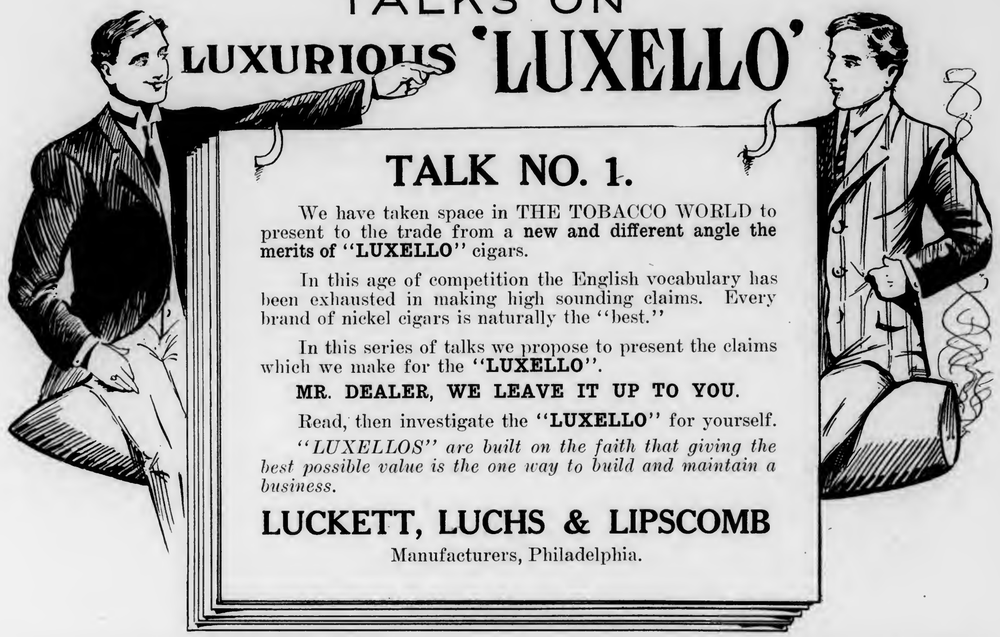
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"LUXELLOS" are built on the faith that giving the best possible value is the one way to build and maintain a business.

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"The Straw Shows the Way the Wind Blows"

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"44"



The established and renowned five cent cigar, that is a leader Everywhere

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Makers of the Famous

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10 for 25 cents





"Egyptian Lotus" Plain or cork tips. 15c. per package.
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And other brands. All are made of pure Turkish Tobacco of superior quality. Union made. Samples and Price List sent on request.

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DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

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402 WEST BROADWAY NEW YORK
Factories: New York Montreal London Cairo

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Different from the Ordinary?

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COR. SIXTH STREET AND COLUMBIA AVENUE
PHILADELPHIA, PENNSYLVANIA

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The New 2 for 5c. Cigar

Mr. Dealer:—Save the profit sharing certificate found in each box, they are worth money to you. A fine proposition. We also make a line of 3 for 5c. stogies. Correspondence with wideawake dealers invited.

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ARISTOCRATS

Quinones Cabezudo Co.

MANUFACTURERS OF
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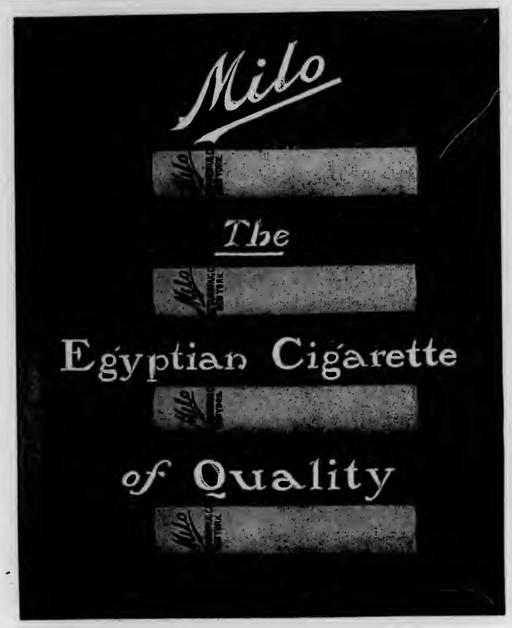
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Attractive designs that are characteristic and highly embossed.

German Process Cigar Bands are the Best

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We are showing Samples of our own

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Our offerings consist of the choicest of the year's crops, in both wrappers and fillers. The goods have been handled with care, and we can show exceptional values.

Present conditions suggest the advisability of taking advantage of opportunities.

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Packer and Dealer in
CIGAR LEAF TOBACCO
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Heywood, Strasser & Voigt Litho. Co.
155 TO 161 LEONARD STREET, NEW YORK

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Imported Gold Leaf Labels—Superior to any in the market.

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ORIGINAL PRIVATE DESIGNS IN STOCK
IMPORTERS OF **FINE CIGAR LABELS AND BANDS**

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MANUFACTURER OF ALL KINDS OF
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Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.
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A Great Proposition

An ALL GLASS counter CIGAR case, with a 35c. SANITARY moistener, a lid handle, a gold metal sign and lid rest, all finished in gold metal, guaranteed against tarnish, and equal to the best HUMIDOR ever made. Absolutely sanitary and hygienic. An ornament unequalled, effective and durable.

Dealers say it is the most indispensable article in the store. Strongly boxed, sent on receipt of $1.25. Not equalled from $2.50 to $3.00. Far better than cut shows. Over 1,000 now in use. If not as represented, case can be returned, and money will be cheerfully refunded.

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Manufacturer of All Kinds of Fancy Glass Display Cases
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The Light
THAT
DOES NOT FAIL
Gervais


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Height . . . 11⅛ inches
Case . . . 8¼ x 9 "

Portable Electric Lighter
IDEAL for CIGAR STORES, CLUBS and HOMES
The Gervais gives a LIGHT INSTANTLY, without smoke, odor or noise.
It is ECONOMICAL and ABSOLUTELY SAFE, giving
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Style B
Height . . . 13¾ inches
Case . . . 8½ x 9 "

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Batteries, which last from one to two years, can be renewed in a few seconds.
Made in many sizes and prices.
Send for our illustrated booklet.

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World Famous
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"Diligencia"
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LA DILIGENCIA DE M. Y G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

Havana, Cuba

EL CREDITO and MIRAMAR

American Clubmen's Favorite Brands

EL CREDITO DE C·R·MAURI HABANA

Trade Marks

MIRAMAR DE RODRIGUEZ Y HNO HABANA

If you want to handle a popular line of RELIABLE HAVANA CIGARS write for our price list.

RODRIGUEZ Y HNO.

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A NEW FEATURE

OF ALL

PROMINENT STORES

VERY MILD

CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY

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NEW YORK

The Originators of the

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Pittsburg Stogies and Cheroots

Made by *Experienced Hands*, in *Daylight Workrooms*, under *Sanitary Conditions*.



"Workmanship, Cleanliness and Quality," our Motto.

"PURO SPECIALS" our Leaders

Write for Prices. Territory Open for Distributors

W. D. SHARPE CIGAR CO.

Pittsburg, Pa.

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, JAN. 1, 1911. No. 1.

THE WORLD'S FIRST YEAR.

A GLANCE BACKWARD AND PLANS FOR THE FUTURE.

WITH this issue The Tobacco World begins its thirty-first year of existence and the second year under the present management.

The progress made in the past twelve months is known in a general way to every reader and advertiser. The results speak for themselves; but few of even "The World's" warmest supporters realize exactly what has been accomplished.

There are two factors to be considered in judging a trade journal's progress: First, its circulation; second, its advertising. The second is a logical result of the first.

IN twelve months the circulation of The Tobacco World has increased, in actual paid, bona fide subscriptions, more than 60 per cent. This circulation is distributed throughout every State in the Union, and includes a considerable number of foreign readers. The greatest gain has been made in the Middle West, viz: west of Pittsburg to Omaha, and north of St. Louis to the Lakes; while the circulation in the Atlantic Coast States has increased more than 50 per cent. Our third greatest gains have been in the Pacific Coast States and in the Northwest.

In a word, the circulation of The Tobacco World has gone into the offices of the very largest wholesale and distributing houses, retail dealers, and a large percentage of the leading factories—comprising the cream of the industry.

As a result of these gains in circulation, the advertising patronage has grown more rapidly than any other tobacco trade journal in this country in the same period. The following figures reveal the progress made:

January 1st Issue, 1910—Under Old Rates:		*December 1st Issue, 1910—Under New Rates:*	
Bona fide Pages of Paid Advertising . . .	12½	Bona fide Pages of Paid Advertising . . .	22½
Number of Paid Advertisers	76	Number of Paid Advertisers	171

Glancing at the above, it will be seen that "The World" has added 10 new pages of advertising and nearly 100 new advertisers in less than a year, although the price of space has been quadrupled. These figures do not take into account the special advertising which has been run for one or two issues, but include only the advertisers who are in "The World" to stay.

Another gratifying feature of the first year's progress has been the increase in the number of advertisers in the New York market. In our January 1st issue, 1910, there were 19 New York firms advertising; in our December 1st issue, 1910, there were 44.

"The World" to-day is essentially a national medium, carrying advertisements of representative houses in all the larger manufacturing centers of the United States, Cuba and Porto Rico.

WITH this record to encourage us, and with the guarantee that our readers and patrons are standing unfalteringly behind us, the management pledge themselves to maintain the high quality of this publication and to improve it wherever possible. It has been our aim to make "The World" different and better, and money, hard work, and conscientious effort have been used with notable success.

"The World" is an independent and representative organ of the industry, and we would appreciate suggestions as to how we could improve this publication even more so to meet popular requirements.

The editors have tried to keep "The World's" columns untainted by scandal and unhampered by favoritism, and to present in each issue, in a crisp, dignified style, not only the news features of the industry, but articles which would educate and help. But no editor, however omniscient, can always guage the mental attitude of his subscribers, and we would bespeak expressions of opinion as to how "The World" for 1911 can be made more helpful and useful to its readers. Cordially yours,

EDITORS THE TOBACCO WORLD.



KORN'S KOMFORT.

How Ink and Brains Effaced the Semicircle of Despondency from the Manufacturer's Countenance.

By G. F. MORGANROTH.

FOR the past two months, the corners of Josiah Korn's mouth had been seeking his chin, and as he sat, on a January day, in his office, with his chair swiveled about, and absently looked out upon two dozen men converting long leaf into "Korn's 5c. Komfort," and a couple of girls packing the finished product into a dull-looking box, the semi-circle of dejection was almost complete.

I should like to have introduced you to Mr. Korn on a brighter day. Then, as you drank your coffee in Grubb's, across the way, or played with him at chess on his pocket board you would have set him down for a kind-hearted, affable fellow, successful in a slow, old-fashioned way: yes, a little slow, but perfectly square.

Perhaps that was the trouble, Mr. Korn allowed himself to think at that moment. Maybe it didn't pay to have a decent, clean factory and to pay good wages, and put the best filler you could afford into your cigar. Well, perhaps he would buy a little inferior leaf to-morrow and mix it in——

No! The lines of the mouth hardened, and drooped a little more. No! "Korn's Komfort" would still be on the square—as advertised.

As advertised?

He hadn't done any of that of late. Perhaps——

"Mr. Korn, I believe?" The voice was round and pleasant.

The manufacturer glanced up. A young man with a frank face, alert and keen, too, for all its boyish look, was standing in the doorway.

The young man said his name was Stimpson and that he represented a trade journal. "I'd like to show you what we can do for you."

"You can't do anything," said Korn.

"You don't advertise?"

"No."

"Don't think it's a good thing?"

"Well, that's about it."

"But you're not sure?"

"Now, look here, young man, this isn't a Sunday-school class, is it?"

"I beg your pardon. I'm merely trying to suggest your own state of mind to you."

"Well," growled Korn, a little amused under his grouch, "what is it?"

"It needs a tonic," said the young man.

Korn winced, and was about to say something about some fresh youngsters, when the affable voice went on. "Yes," it said, "your case is depression, bordering on neurasthenia. You need a tonic of printer's ink mixed with brains."

"Oh, I can't afford it," cried Korn, with a touch of exasperation.

"That's just why you *must* afford it," returned the salesman, as he proceeded to unravel his scheme for business building.

CHAPTER II.

The next day Korn mortgaged his plant for $10,000, and turned in $5000 under a separate account, which he designated "Brains and Ink."

The trade journal force began the work of mapping out an advertising campaign. In the course of the week the affable young man returned.

"Come to look your goods over," he said. "You need a new label, first things," he remarked as he looked at a box of "Korn's Komforts." "Of course, if I advertise your cigar it will sell in any old sort of box, but it's a heap better to put up a good front."

"Oh, I don't know," said Korn. "Trade has got used to this box by this time."

"True," said the young man. "We were used to the old shaving stick package before Colgates got out the shiny box."

"Well," said Korn, "you're managing me now. So go ahead."

"We'll think you out something classy," said the young chap.

The battle was begun with a bombardment through the best- edited and best-printed trade magazine of the day. The snap and energy of the "copy" dazzled the veterans. And the work began to tell. Grady, the salesman, was no longer turned down with a gruff "Don't want to see 'em." The trade was willing to look at the goods at last. And where a dozen looked, half the number, at least, bought. The market broadened. Another salesman was put on.

Korn's dejection went like the wind. He really hadn't time to be dejected. The dismal scene within his shop of an earlier day was replaced by one which spelled hustle and progress in every movement.

Korn no longer had time to gaze absently at his office force. He was too busy.

"An order for 5000 from Perry & Boggs, Skylate," said the clerk.

"Never heard of that place—is it a town or a new breakfast food?" queried Korn.

"No, it's a Korn cure," replied the clerk, with knowing smile. "Just looked them up in Dun's—credit good, capital $50.000."

"Ship 'em all they want," from Korn settled that.

"And, Mr. Korn, here's an inquiry for prices and samples from Cairo!"

"What! From Egypt?"

"No, Illinois."

"Well, 'Korn's Komfort' is certainly getting around the map!"

And so it continued that day far into the evening; and the next and the next were busy ones, too.

(Continued on next page.)

AN OLD SALESMAN'S MUSINGS

By the Ambassador

A SALESMAN traveling through the Western States recently related an experience of a trip and his observations as a passenger in the smoking compartment. He said:

"The limited was pulling into the station when the sewing machine agent passed the cigars and leaned back in his seat in the smoker.

"Beats the third degree a thousand miles for wringing secrets out of a fellow," he remarked, watching the smoke curl up. "Here we four have been sitting in this hot cage blabbing things to each other we wouldn't hint to our wives on our death-beds. And it's all because an Englishman caught an Indian enjoying a pipe and adopted the weed. I wonder why some poet doesn't write an ode to a cigar?"

"Probably they all owe for so many of them that the subject is unpleasant," hazarded the portly individual from Wichita.

"And anywhere but in the smoker you couldn't have got away with that," grinned the shoe salesman.

Then they began discussing the psychology of the smoking compartment. The portly individual from Wichita "opined" that the severest grouch would be dissipated for any weed lover after a smoking-car session. The lean drummer, who had bet on Jack Johnson, took the opposite side and the shoe salesman held stakes. At the next station the ideal "grouch" flopped into the only vacant seat in the compartment. The victim of the portly individual's theory wore a scowl that would have shied off anyone but a hardened book agent. The lean drummer was confident that he couldn't be melted.

"Smoke?" droned the safe salesman, timidly offering his cigar case.

"Of course, I smoke," growled the victim. "What do you think I came into into this furnace for—to eat peanuts?"

"Just as soon try to talk to the Sphinx," thought the lean drummer.

The portly individual didn't give up. He watched the victim pull out a muddy stogie.

Four match cases came out of as many pockets, but the portly individual produced the surplus first.

"Match?" he asked pleasantly.

"I carry my own matches." After an effort he produced one.

Thirty miles and two stations passed—and silence. The victim lighted another stogie from the tip of the first.

"Business pretty good, eh?" ventured the sewing machine drummer.

"Of course," came the reply with a grunt. "Any fool knows that. I advise you to save your breath on your customers, young men."

Another silence. The four lighted fresh cigars. The grouch produced another stogie and lighted it from the tip of the second.

"Great country, this," essayed the shoe salesman, counting the mile posts.

"Hu-huh!"

The grouch was puffing hard. His face showed distress signals when he found that it had gone out. Nobody offered a match—this time. Another 30 miles and the grouch was still glaring at his cigar in his hand. The others pulled out fresh ones and lighted them—from the tips of the old ones. More mile posts—more silence, and then—

"One of you gentlemen got a match?"

Four match boxes flashed from four pockets again, and four willing hands held out the box.

"T-t-thanks. Fine day, isn't it?"

"Told you I was right about the smoking car as a grouch destroyer," reiterated the portly individual as the four lined up at the bar at the end of the trip.

"All the same, he didn't speak till his cigar and matches went back on him," contended the lean drummer, giving the order.

(Continued from page 12.)

CHAPTER III.

On a January day, two years after we left Mr. Korn busy in his office, a big green touring car, crashing along a country road, came upon a runabout. A young woman, rosy-cheeked and pretty, sat complacently reading "A Little Journey Through Jericho." Very clearly the other occupant of the car was underneath. And of a sudden a dishevelled figure appeared.

"Say," it began, "can you lend me a big monkey—Why, Hello, Mr. Korn."

"Great Scott, Stimpson," cried the cigar-man, as he recognized the advertising angel, "you're in a bad fix here. What's the matter?"

"Trying hard to find out," said Stimpson. "Just been out to see how that new 'Korn's Komfort' billboard sizes up. It's bully, I think. The billboard game is a little new to me. But I think we'll have something to set the pace just as we did in our first campaign. By the way, without consulting you, as you were out of town, I closed a deal for a big electric sign on the Spot tower for $10,000 Had to get it quick. Hundred after it."

"All right," said Korn, slowly. "And have a picture of it on a double-page spread in THE TOBACCO WORLD. Hitch your machine on here, climb in and take supper with us."

"That will be fine," said Stimpson.

Strasser's Calendar for 1911.

THE memorandum calendar which is being distributed by I. M. Strasser, leaf tobacco dealer of Albany, N. Y., is a very useful article for any business man's desk. It is printed in two colors, and arranged in sheets covering a period of a week each. Opposite each date there are five faintly ruled lines for memoranda.

This business was established in 1852 by M. Strasser, but some years ago became known as M. Strasser's Sons. They were succeeded since by I. M. Strasser, a son, and who is now the sole owner of the establishment, which is located at 17 and 19 Green street.

Soby's Special Brand of Smokes.

SOBY'S "German Lover" cigars, made by Charles Soby, Hartford, Conn., were recently treated to some very attractive advertising in the local papers of Hartford. Special designs were used in giving life and tone to the appeal made to local consumers, and the advertising was well calculated to catch the attention of women shoppers. The sales of the goods, we learn, were materially helped by the timely advertising. Mr. Soby is one of the most extensive manufacturers at Hartford, and for many years has been a leader in the cigar trade there.

Production of Cigar Leaf Tobacco in Pennsylvania.

By Prof. WM. FREAR and E. K. HIBSHMAN.

(*Continued from last issue.*)

Seed Beds.

The selected seed is first planted early in the season in a warm seed bed and transplanted when the plants have attained proper maturity and the soil and weather have become suitable for their vigorous development.

A well-protected spot, conveniently near a water supply, is selected as the site for the seed bed. The bed usually consists of a cold frame about eight feet wide and of any convenient length, and is made of 12-inch boards fastened to stakes driven into the ground at regular intervals. The whole bed is covered with muslin immediately after the seed is sown, in order that the young plants may very quickly be forced into a growing condition.

Some careful growers construct a number of smaller cold frames of definite dimensions, and, instead of covering the whole with muslin, put glass over a part, thereby making a more efficient hotbed than the one above described. This method is not used in the Clinton-Lycoming district.

The seed is usually sown about the first of April. Tobacco seed is considerably smaller than clover seed and is therefore very difficult to distrubute evenly. A convenient way of sowing is to stir a tablespoonful of seed into a two-gallon sprinkling can full of water, and then sprinkle the water evenly upon the bed. An even tablespoonful of seed will sow about one square rod.

In the Clinton-Lycoming district many growers mix the seed with a convenient quantity of dry wood ashes to make a bulky mixture and then sow the mixture.

As soon as the seed is sown the muslin covering is stretched over the bed and is removed only to water the soil and to pull the weeds. In dry weather it is necessary that the beds be watered at least three or four times a week. Care must be taken that too much water is not used, since excessive moisture tends to favor various fungus diseases.

Preparing the Soil.

In order to retain the soil moisture, the tobacco land is plowed early and an occasional harrowing given it up to the planting time. Before planting it is cultivated thoroughly, so as to make the soil as loose and mellow as possible. Stable manure is the chief fertilizer, horse manure being considered especially valuable, and this is sometimes plowed under and sometimes applied on top. The Clinton County growers state that since they have discontinued the use of cow manure and have used only horse manure their percentage of "calicoed" tobacco has been less. A common dressing is 10 loads per acre. The use of commercial fertilizers is increasing, but they are not used as extensively as in Connecticut. Formerly the commercial tobacco fertilizers offered contained potash in the form of chlorid, with the resultant danger of injuring the burn of the cigar. Now, however, the sulphate is used and sometimes the carbonate. Tobacco stems are frequently bought from the manufacturers and used as a fertilizer.

After the plants have grown to the height of 5 to 6 inches and have developed from 5 to 7 leaves, they have reached a desirable stage for planting. Before the plants are pulled from the seed beds they should be thoroughly watered, in order that the small roots may not be torn off and that as much soil as possible may adhere to them.

In drawing the young plants from the beds for transplanting, they should be taken up one at a time, and care should be exercised to see that all diseased and injured plants are discarded.

Transplanting.

The plants are set out in rows either by hand or with a planter; in the Clinton-Lycoming district exclusively by the latter method. They are set from 18 to 30 inches apart in the rows, and the rows are from 36 to 48 inches apart. The distance apart at which the plants are set depends upon the strength of the soil and also upon the variety and character of the tobacco. The plants of the Pennsylvania broadleaf tobacco are set from 24 to 30 inches apart in the rows, and the rows are from 36 to 42 inches apart.

Throughout Lancaster County it is the common practice to transplant the tobacco crop by machinery. There are upon the market a number of machines designed for this purpose. The machine shown in figure 4 is drawn by two horses, and carries a driver and two other persons to set the plants, each person setting every alternate plant. A V-shaped plow makes an opening into which the plant is set, and it is held in place by the hand until the soil has been packed around the roots by means of a couple of paddle-shaped blades which follow the plow and draw the soil together and slightly compact it. By means of a gearing on the wheels, quantities of water are liberated at uniform distances apart. They indicate the points where the plants are to be set. The method of transplanting by machinery enables the grower to transplant in dry weather. The machine gives the soil an additional working and also waters each plant at the roots. Three men with a transplanter can set as many as 1800 plants in half a day.

Some replanting is always necessary, and this is done by hand, usually at a time when the weather conditions are favorable for starting plants.

Cultivation.

The field should be cultivated within eight or ten days after the plants have been set. Just recently there has been placed upon the market a machine known as the tobacco-hoer. This machine is drawn by two horses and carries a driver and another man to operate the hoes. It is a great labor-saving device and works the soil as thoroughly as does the hand hoe.

The essential thing in cultivating is to keep a mulch on the surface of the soil, and hence the cultivation must be repeated after each rain. The hand hoe is used very extensively and also to good advantage, since it permits cultivation closer to the plant than does the ordinary horse-power machinery. In cultivating tobacco the soil is always worked toward the plant and not away from it. The period of cultivation ceases when the leaves have become so spread out that a horse can no longer pass between the rows without damaging the plants.

Topping.

"The objective point in the life of a plant is the production of seed for the perpetuation of the species. When the seed head forms and develops, the nourishment is gradually transferred from the leaves and used for the formation and production of seed. In a plant like tobacco, which is valued for the quality of the leaf, it is necessary to remove the seed head as it forms, in order that the nutritive substance may remain in the leaf."

The proper time for topping tobacco is a matter of dispute, but most growers prefer to top just as soon as the buds have attained such size that they can be readily seized and removed without injuring the leaves.

In cutting or pinching out the buds, care must be exercised not to injure the tender top leaves. A very slight injury will develop into a serious blemish when the leaf has attained its fullest expansion.

Just how much of the top should be removed in taking out the bud depends upon the variety of the tobacco and upon the strength and vitality of the individual plant. Strong, vigorous plants can be topped high. In the Pennsylvania broadleaf varieties, from twelve to fifteen leaves are allowed to develop on a plant, though sometimes twenty. Since not all the plants develop their buds at the same time, it is necessary to top over the field several times. The topping is an important factor in the growing of tobacco and requires good judgment, because upon it depends to a great extent the uniformity of the crop.

Seed Plants.

The seed plants are selected at the time of topping in order that their top buds may be permitted to develop to maturity. The seed pods commonly ripen some time after the harvesting of the main crop, and are then removed and dried in the manner common with other small-seeded pod fruits. The yield of seed from a single plant is very great.

Suckering.

As soon as a plant is topped suckers begin to develop from buds in the axil of the leaf; that is, at the point where the leaf's midrib springs out from the stalk, and above, rather than below, the midrib. Suckers first appear in the axils of the top leaves, and later in those of the middle and lower leaves. In the seedleaf and Havana varieties they are almost always single; rarely, if ever, double. In warm, moist weather they develop very rapidly. Every ounce of plant food and moisture spent upon them by the plant is, for the filler-tobacco grower's purpose, so much waste of material. It is therefore important that the suckers be promptly removed. This is best done by pinching the axil buds as soon as they show signs of developing into suckers. If the strain of plants grown is highly productive of suckers the fields must be suckered over every two or three days in warm, moist weather until the crop is ready for harvest. Where a leaf has been injured it is sometimes removed and a sucker allowed to develop in its stead; but the sucker rarely makes a good leaf, and usually matures much later than the main leaves, so that it introduces a source of difficulty in curing the crop. The time and care spent in suckering can be largely avoided by the selection of strains with little tendency to produce suckers. In the Clinton-Lycoming district it is the practice to sucker, or "top", as it is locally termed, but once, about ten days or two weeks before harvesting.

Harvesting.

"The passage of the various constituents of a plant from one part of it to another as the plant advances to maturity is a capital fact common to all plants, and we see in fact that the oldest leaves gradually wither and die as they give up to the newer parts of the plant many of the matters that were contained in their cells. There comes a time when the plant ceases to draw food from the air and from the soil, and devotes itself to the purpose of concentrating the nourishment that was previously scattered through all its parts."

Despite the removal of its flower head, the topped tobacco plant experiences near the time usual with the seed plant a change in its leaves similar to that which goes on in the maturing of the seed, though probably with less loss of substance. The bottom or "sand" leaves, so called because of their nearness to the soil (being often bespattered with sand), have usually shrunk and yellowed, or even dropped off, while those about the middle of the stalk are still growing vigorously. The process of ripening progresses from the bottom upward.

At this period the tobacco leaves begin to change color from a dark green to a lighter shade and take on a mottled appearance. The first evidence of ripening is the change of color.

The grower usually depends upon several other tests of ripeness. One of these is the thickening of the leaf, which can readily be determined by pressing it between the thumb and forefinger. In addition to thickening, the leaf takes on a distinctly leathery feeling. Another common test of filler varieties is to turn up the under surface of the leaf and fold the leaf between the fingers, when, if ripe, it will snap or crack and retain a crease.

In some countries and in the case of some varieties the practice is to remove the leaves separately as they ripen. This process is termed "priming." Where it is practiced the stalks are left in the field and the leaves are fastened to the laths in the curing shed by impaling them upon wires or nails set in the laths or are strung upon a cord attached to the ends of the laths.

The filler tobaccos, and indeed all tobaccos generally grown in Pennsylvania, are harvested on the stalk as nearly as may be at the time when the middle leaves of the field of plants have become ripe. Vigorous plants set out about the middle of June are commonly ready to harvest by the last week in August and rarely delay their ripening until the latter part of September, though in infrequent unfavorable seasons the grower is driven to harvest his tobacco about that time, despite the immaturity of the leaf, to avoid the fatality of a sharp frost.

When the whole plant is harvested it is cut off near the ground by means of long-handled shears made especially for the purpose and is allowed to wilt for several hours. In the Clinton-Lycoming district tobacco is harvested by means of a corn cutter, the plant being bent over by one hand and severed at the base by a single stroke of the cutter held in the other hand. If the sun is hot, care must be taken that the leaves do not scorch or sunburn.

As soon as the plants have wilted sufficiently to be handled without a serious breaking of the leaves, they are strung upon ordinary 4-foot laths by means of a detachable iron-pointed spear fitted to one end of the lath and made to pierce through the butt of the stem, five or six plants filling one lath. Before they are strung care should be taken to see that all the worms and suckers are removed from the plants. The suckers will continue to grow and will prevent the leaves from curing properly in the shed. Many growers before taking the tobacco to the curing shed hang it for one or two days upon portable racks in order to bring the leaf to the wilted condition desired. The tobacco is then hung upon a wagon built for the purpose and is conveyed to the curing shed.



Tobacco Seed Beds, showing the glass removed and the cloth rolled back

PROBLEMS of the RETAILER

Greater Efficiency a Necessity.

THE clerk who is alive to his opportunities will constanly keep this idea before him. There are many clerks, no doubt, who are content to plod along in the same old rut. They are contented with so much per, and never expect to do any better. The money point of view, while necessary and worthy in its way, is not the noblest and best object. No man in possession of ordinary health and vigor should be contented with doing less than his very best. It is a duty he owes not only to himself, but to his employer. It is only in this way that advancement of any kind has been made. If such men as Harvey and Newton, for example, had been contented to accept things as they were, two important discoveries would have been postponed and the world's progress retarded by so much. Do not be contented with being an average salesman. There must be very nearly ninety-nine in a hundred of these. Most of these are honorable and respectable people, but rewards worth striving for are waiting for the salesman of exceptional application, energy and ambition. The word "ability" is purposely omitted in the last sentence, as this often plays a comparatively small part as a qualification for success. It is the old story of the hare and the tortoise over again. Exceptional talent is often contented to take things easy, while moderate ability and energy win the day. The clerk in the small town or village is sometimes tempted to think that his position is the least promising one. Things run along from day to day in the same routine. There seems to be small chance for promotion. The clerk, here as in the larger stores, has the opportunity for self improvement—which is a satisfaction in itself. This may very profitably be along cognate lines, or lines related to that in which he is engaged. Window dressing is a profitable art, even as applied to his present position. A knowledge of how to place goods to best advantage is always valuable to the salesman and may be the stepping-stone to larger things. Ad. writing is another of the worth-while subjects, even if no further use be made of it than to be able to appreciate and understand good advertising. This art is the key to the business situation of to-day. The business man, whether retailer, manufacturer or departmental manager, should understand and be able to direct an advertising campaign. He would then be in command of the situation and not at the mercy of the advertising dabbler or pretender. Show-card writing is another branch of merchandizing worthy of cultivation. This need not interfere with the salesman's duties, but is a profitable method of filling in spare time. Few stores, even the best, are overloaded with good show cards, unless the establishment is large enough to employ a professional show card writer.

The clerk need not undertake to be a Jack-of-all-trades, but that he select some one or more lines of work and strive to excel in these. The history of the evolution of the business in which he is engaged, the history of styles, both have their place, and help to give a more extended view. Opportunities come when least expected, and from the least expected direction, but they can only be taken advantage of by those who are prepared. The way to attain to the position above the one you are now in is to be in readiness to undertake its duties and responsibilities. Travellers, customers sometimes, even casual visitors, may be taking note when least expected, or may be in a position to make recommendations which may alter a man's career. An employer may be contemplating an extension to his business, or the establishment of a branch and would be only too pleased to advance the clerk who has shown a capability for larger things. Even if all these things fail and there seems nothing for it but to get out and look for opportunity, the fact still remains true that preparation is required. The single subject of salesmanship is a large field in itself and offers plenty of scope for study and improvement. How to show the goods acceptably, to make a good impression, to lead the customer out, to close a sale, to sell high-class goods, to know when enough has been said, to deal with peculiar customers, are all worthy subjects and necessary to the highest type of salesmanship. Opportunities often pass when least suspected. A workman of the writer's acquaintance was very clever at his trade. He was bright, energetic and of winning personality. His one failing was unreliability through drink. You could never depend absolutely upon his presence on certain occasions. A capitalist organized a large company requiring the class of labor in which the young man was engaged. He knew of the young man's ability and aptitude, but was obliged to pass him by on the score of unreliability.

Sign Lettering and Show Card Writing.

IN a communication received from Ernest W. Rugby, of No. 9 North Juniper street, Philadelphia, a well-known expert in sign lettering and show card writing, who specializes on cigar store work, he states:

"Many young men in our cigar stores to-day only think of waiting on customers, watching the clock and receiving their pay at the end of the week. It frequently happens that the proprietor of the establishment has a man calling regularly for "copy" for store bulletins, price cards, and other matter for advertising brands of cigars, tobaccos, pipes, etc., which he has perhaps just taken into his stock, and he is obliged to pay well for original work.

"An industrious clerk could practice in his spare time in lettering on cardboard or paper, and in a comparatively short time he could become fairly proficient in the art, and thereby save his employer considerable expense. It is certainly reasonable to believe that a fair-minded employer would appreciate such services and energy, by a fair increase in wages, and such a clerk besides would be considered a more valuable man."

Mr. Rugby stated that he had once held a clerical position in the office of the Philadelphia *Inquirer,* and after about a year at his work at a small salary, during which time he had practiced lettering, etc., he had become able to prepare bulletins and posters in announcing the news of the day. The Inquirer management was quick to see the utility of his work, and promptly engaged him as a poster specialist at good pay, and he held the position for a number of years.

At the age of twenty-five years he opened a sign establishment on his own account, and from the beginning earned not less than $20.00 per week, and is to-day recognized as one of the foremost sign writers in the State. It is said that he now controls 500 stores in Philadelphia.

Mr. Rugby offers, through the columns of THE TOBACCO WORLD, to co-operate with cigar store clerks in helping them to improve their own condition by directing them, at a small compensation, in the proper use of the brush, and gives them the benefits of knowledge he has gained in years of earnest endeavor.

He is a thoroughly practical man, and we have no doubt that many young men, in both this city and other points, will avail themselves of this opportunity.

The Retailer's Importance in Business.

THE business of the retailer is primarily the distribution of merchandize to the consuming public. His special functions are the supplying of his particular line and meeting the needs of the people who come within his territory. His field of operation is naturally somewhat limited, but even so, it is not beyond the possibility of expansion. The very prosperity of the manufacturer and jobber, indeed, of the capitalist or banker, depends upon the undisturbed conduct of merchandizing and that it be left in the customary channels of the retail trade.

It is true that the tendency to-day, in nearly all lines of commerce, is to accentuate the importance of manufactured products by branding them with the name or trade-mark of the respective maker, but the province of covering the consumer's wants should be left more free to the dealer's exploitation.

Many business periodicals recognize the importance of the retailer; for instance, *The Iron Age* says: "Retail merchants themselves frequently underestimate the importance of the class of trade to which they belong as a factor and a power in the commercial world. The same mistake is not infrequently made in other great departments, viz., those of the manufacturer and the jobber, without detracting in any way from the recognized importance of manufacture. It is well to bear in mind the large space filled, and most admirably by retail distributors."

The retail merchants of the country are many times more numerous than jobbers and manufacturers combined. They render a useful and indispensable service to manufacturers, and are obviously essential to the jobbers, who are dependent on them for their trade. Furthermore, the retail stores are the lives of the towns and villages of the country, and the manner in which their responsibility is being discharged is greatly to the credit of the retailers of the country.

Keeping Your Job.

THERE are those who pride themselves upon the fact that they have been five, ten, twenty, even fifty years in the same place. The world looks upon them with favor, saying that they must have filled the niche satisfactorily to remain so long. Yet from the true thinker comes the more discerning comment—Is merely keeping the job a high honor

Surely the one who stays in the same place year after year is no longer growing; and when growth ceases, decay commences. One of the chief drawbacks to a government clerkship is that there is no growth beyond a certain stage. Occupants of these places become, in time, mere machines; and if for any reason they are incapacitated for longer duty there, they are literally good for nothing else.

The life of the tradesman, like that of his employee, may be a simple keeping of the job, neither growing himself, nor striving to have his work grow. But, fortunately, it presents far greater possibilities. Not a person connected with the business, from errand boy up, does not have a chance to study the expansion problem.

Are you, as employer, simply holding your job, keeping the regular patronage, seeking no more? Are your employees working with no greater aims for the future? Have you never made use of excelsior save as a packing material? If not, it is high time to emblazon the motto, "Excelsior," upon your banner in glowing letters, as did the youth of Longfellow. Climb higher, and raise your standard with you. Impress upon those around you the importance not of keeping the old job, but of creating from it a greater one. There is no reason why any tradesman should remain indefinitely in the same spot. Press forward, like the mighty glacier, leaving the striæ of good taste and kindly feeling upon the gigantic boulders of honesty and truth.—*Bessie L. Putnam.*

Protecting Your Credit.

BUSINESS men, retailers, and others cannot be too careful about protecting their credit. It has been observed that too many dealers, however, think that protecting credit means simply paying their bills on time or of discounting them before they are due. Of course, that is a big part of it, but not all, by any means.

A man's credit is not always estimated by his actual resources, but quite as much by what he does, how he lives, and his personality. There are some men who have no credit ratings in the reference books of the big commercial companies, yet they so conduct themselves that they can obtain credit whenever they want it.

There are also others who may have a comparatively good credit rating in the credit-rating books of mercantile companies, but who are, nevertheless, watched more carefully than they may be aware of, so that they do not get beyond the bounds of their actual assets. There is such a thing as a moral risk, and credit reports of to-day are made largely according to a man's habits. If he habitually neglects his business, lives beyond his means, drinks, speculates, or lives a loose life generally, his credit is bound to suffer. In other words, a man's personal character enters largely into the basis for extending credit.

We trust these facts will impress themselves, especially upon the young man who is looking forward to starting in business for himself. When that time comes, they may confidently expect that their past records will be looked into, that the basis of their credit will depend, in a large degree, upon the lives they have lived. Credit, like a man's reputation, is easily damaged, while the work of repair is a decidedly difficult and often discouraging task.

False Test of Advertising.

A RETAILER at Villisca, Ia., did not believe that advertising pays, but a newspaper man there insisted that it does. Their joint debates on the subject did not result in reaching a mutually satisfactory conclusion, so the retailer decided to try it, feeling sure that the result would prove his contention.

An advertisement was prepared and inserted in a local paper, offering to give a paring knife to every one calling at the store on a certain day and mentioning the ad. The retailer had a few dozen of the knives in stock and never dreamed that the demand would exceed the supply. But it did by a heavy margin.

Now this retailer is convinced that advertising something for nothing will get results, but he is not at all sure that it pays.

It ought to be plain that such advertising does not pay. And making any sort of special offer in a one-time ad. is not a fair test of advertising.

If it were possible to reap rich rewards from one-time advertising, this would be the worlds greatest get-rich-quick scheme. But this is not possible.

There is only one way to get profitable and permanent results from advertising, and that is by

—telling the facts about your goods, your store and your service

—in an attractive, sensible manner through newspapers, the mails, window displays, etc., and

—doing these things all the time you want to sell goods.

If you wish to give advertising a fair trial, just adopt this plan and you are sure to win out.

A new corporation has been organized in Chicago, Ill., under the name of Simber & Landfield Company with a capital of $18,000 to deal in cigars, tobacco, etc. The incorporators were B. B. Simber, Stella Simber and D. J. Landfield.



ONCE when Mr. Clemens visited the Flatiron store, in New York, Mr. Flaherty asked if he could send him some cigars, to which the humorist replied that he did not need any at the time, a friend having sent him some as a gift. Knowing Mr. Clemens' taste in the matter of cigars, Mr. Flaherty inquired if they were as good as the "Mardi-Gras Breva," the cigar Mr. Clemens smoked almost exclusively—and if they were made of Havana tobacco.

"No," he said, "I can't say they are. The nearest description I can give of them is that the wrappers fit like Mother Hubbards and the fillers taste like discarded clergymen's habits."

Another time when Mr. Flaherty was calling at Mr. Clemens' house the author became reminiscent on the subject of smoking.

"You know, I could not write without smoking," he said. "Once I had started to write a book and had fully made up my mind to quit smoking just to see if my thoughts would run along a new line. Well, they surely did, for I wrote for three whole days and felt proud of my will power in abstaining so long from a habit in which I had indulged for so many years. Then I did something I had never done before, I took all the manuscript I had written and read it over. I have often thought since how fortunate for me that my publishers never saw it, for I tore up the whole thing. I then filled my pipe, and before I closed my eyes that night I smoked five pipefuls and wrote just twice as much as I had destroyed. What's more, I never read it over until the book was published."

"Yes, smoking is a great thing," he went on. "I once told an old lady who seemed anxious about my smoking that the only thing I regretted was that I could smoke only one cigar at a time."

* * *

Charles A. Barcher, a pioneer cigar distibutor with prizes on the side, of more than 20 years ago, is now in the great West, where he is prosperous in other lines. Mr. Barcher was in Chicago in 1896. On the morning after the election, being an ardent McKinley man, he called on a newspaper friend of his who had supported Bryan and said, "I only wanted to congratulate you; you have the most delicately geared hindsight of any man in the world." This friend, who is now a Philadelphia editor, waited 14 years to get even. On the morning after the recent landslide he telegraphed Barcher at Helena, Montana, asking a simple question—"Whose looney now?"

* * *

In Lancaster County, Pennsylvania, a voter appeared on last election day and gave his age as one hundred years. It was his birthday. He said he expected to vote again two years from now. When asked the secret of longevity he said, "The simple life, I live mainly on bread and butter, eggs, bacon and chewing tobacco. Every night when I go to bed I bite off a fresh 'quid' and sometime before morning it disappears. This insures good digestion."

The right of a wife to smoke cigarettes in her home, even if she sets fire to the bed clothes and curtains in doing so, has been sustained by the courts of Missouri. I have observed that the cigarette-smoking habit is spreading among women of all degrees in this country, and this latest decision is a knockout to the old ladies who throw up their hands in horror at this feminine diversion.

The circumstances which brought this matter into court was a suit for divorce, instituted by Robert L. Houk against his wife Florence Houk, of Kansas City, Mo. Houk alleged that his wife rolled cigarettes while preparing meals, and left them lying around, frequently setting fire to the curtains, and on several occasions when she went to bed with a lit cigarette between her fingers, she set fire to the bed clothes.

Judge Jones, in reviewing the evidence, refused the divorce, on the grounds that since Mrs. Houk smoked in her home and did not humiliate her husband by smoking on the street, the grounds for divorce were insufficient.

On the matter of setting fire to the bed-clothes, the learned jurist did not hand down an opinion. Wonder how he would like to be awakened at midnight, with his manly form enveloped in flames?

* * *

I was talking the other day to a man who smokes nothing but stogies, although he could afford the very best clear Havana cigars in the market; he was expatiating on the peculiar and satisfying taste of a good "Pittsburgh Stogie" and admiringly twirling a seven-inch "Little Dutch" in his hand, when a cynic standing by who had overheard his remarks, quizzed him.

"Say, why do they make a stogie so long?"

The stogie champion puzzled a minute. Before he could answer, the inquisitor injected, "To keep the smell away from the smoker's nose?"

And the laugh was on the stogie champion, as he puffed merrily away at his big "Little Dutch."

* * *

The late Senator Kenna, of West Virginia, was an inverterate smoker, although up to the age of 51 he had never indulged in the weed in any other form. He became ill and his doctor told him he would have to "cut out the smokes." The Senator said he did not believe he could do it, that his system demanded the nicotine. As a compromise the physician suggested that he might chew in moderation, so the statesman laid in a supply of fine cut. Mrs. Kenna, however, had her own ideas about tobacco chewing and the train of "evils" that follow in its wake. There was some difference of opinion in the Senatorial household. One day the Senator's private secretary called and rang the bell. A little daughter came to the door.

"Good morning, Mary," said the secretary, "where's your pa?" "I don't know, Mr. Hutchinson," replied the little girl, "but I think he has gone out in the yard to spit."

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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EDITORIAL.

The dawn of the New Year finds the cigar and tobacco industry in much better shape than was anticipated by predictions made in the opening months of 1910.

The Past Year and The Coming One.

Business men would do well to pause on this day to review the conditions of the past twelve months, try to discern their mistakes, and draw from them lessons for future improvement.

Surveying the cigar field for 1910, several mountain peaks loom up. Unquestionably conditions have been abnormal. The scarcity and high price of good Havana tobacco, and the general instability of the leaf market, have contributed to keep the manufacturers in hot water; second, the strike at Tampa has caused an abnormal condition, not only in the clear Havana business but has had an indirect effect on every branch of the cigar industry in the United States. While the Tampa strike caused a complete paralysis of manufacture in that city, and brought untold losses to the manufacturers, it served to turn this trade to other channels and cause unusual activity there.

Among the manufacturers of domestic and seed and Havana cigars 1910 has been a peculiar year. Opening up with rather sluggish business, the demand has grown steadily, and the last three months have certainly been very busy for them. Indeed, many factories were compelled to refuse orders, owing to their inability to find sufficient help to increase their output to meet the demands. This crowding of business into a few months has caused a situation unsatisfactory to manufacturer and distributor.

Upon the whole, the passing year has shown a substantial increase in the manufacture of all kinds of cigars over the previous year, and many factories will carry over to the new year many unfilled orders which they hope to deliver early in January.

With the settlement of the Tampa strike being gradually effected, and the prospects of an early return of the majority of the cigarmakers to their benches, conditions in the clear Havana industry are fast becoming normal, and the outlook to-day is more encouraging than it has been for six months. Manufacturers elsewhere, too, view the future with optimistic glasses.

One of the notable features of the past year's business has been the tremendous increase in the production of cigarettes. At the present rate of growth, the cigarette industry is destined to become a gigantic factor. The rate of increase for the past year has far outstripped the increase of production of cigars or any other branch of the tobacco industries. Whether this will have a permanent deterimental effect on the cigar industry remains to be seen. Some big factors in the trade are inclined to believe that the cigarette business has grown of itself, and will in no way prove harmful to other branches of the tobacco trade.

In eight months out of the year, the production of smoking and chewing tobacco showed gain over the corresponding months of the previous year, and the total productions will measure up favorably.

Records to date show that there has been an appreciable increase in the imported cigar business. This has been due to several causes. The unusual activity and aggressiveness of Cuban and Porto Rican manufacturers in broadening their market in the United States, and by going after business with up-to-date methods have undoubtedly much to do with this increase. A contributing factor, too, has been the shortage of Tampa-made goods.

From a retailer's viewpoint, 1910 will not stand out as a red-letter year. Although it is true that comparatively few big failures are reported, either in jobbing or retail circles, the profit side of the ledgers in many houses has not been entirely satisfactory.

An encouraging phase of the retail situation, and one which promises better things for 1911, has been the gradual elimination of price-cutting—one of the greatest evils of other years. Retailers, too, are showing a deeper appreciation of more modern methods in the conduct of their business, and competition is resolving itself more to the basis of quality than price.

In this brief review, we can but touch superficially on the leaf tobacco situation. Conflicting reports from different sections of the country leave the situation somewhat chaotic. The shortage of crops in Cuba has been the most serious menace, and while the crops in the United States, notably in Pennsylvania, Connecticut, Georgia and Florida, have been quite satisfactory, there have been considerable losses to the packers in many localities. The outlook for cheaper leaf this year is not encouraging.

Adolph Peper Caught Napping.

Adolph C. Peper, connected with the Christian Peper Tobacco Co., of St. Louis, Mo., was recently arrested upon a technicality for a violation of traffic ordinances. The charges made were that Peper had no number on his automobile but after having been taken to the station house he was released by the captain in charge on his own cognizance.



Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Change in Bustillo Bros. & Diaz.

ON January 1st, Constantino Bustillo, who has for five years past had a silent interest in the firm, severs his connection entirely from this fine old Tampa house, and the business will now be conducted by the remaining partners, Messrs. Jose M. Diaz and Valatino Bustillo.

This withdrawal of Constantino Bustillo was merely the conclusion of an arrangement effected five years since, at which time he relinquished all active connection with the house. Since that time he has lived abroad, and has been in no wise actively connected with the affairs of the firm.

In speaking of the outlook for 1911, J. M. Diaz, of the firm, states his belief that within six months matters will have been adjusted in Tampa so satisfactorily, that the strike will be only a memory. By a quick move in the opening of a Jacksonville branch, at the outset of the strike this firm has been able to meet the continuous demand for their "Henry IV" cigars, but the record of the year, of course, was spoiled by the inability to get out more than a small volume of the orders which they could have taken had the cigarmakers been at work.

Discovered Counterfeit Gato Labels.

BY a peculiar incident, the E. H. Gato Cigar Company in finding on sale at auction establishments cigars branded "Mi Preferida," discovered that their labels were being counterfeited. An investigation was immediately begun and culminated in the subsequent arrests of Samuel L. Kauffman, of Brooklyn, who was charged with not only infringing the Gato label, but also of illegimately using the name of S. Bachman & Company, which last named firm are well-known San Francisco distributors who handle the Gato goods. It was also ascertained that the Revenue laws had been violated because the boxes containing the cigars had neither caution notice nor factory number as required by the law.

The well-known law firm of Wise & Lichtenstein have been retained by the Gato firm and they propose prosecuting the case to its fullest extent.

Rosenwald Forces Have Conference.

THE well-known Water street leaf house, of E. Rosenwald & Bro., has held, during the last week, a number of important conferences with its force of traveling representatives and have laid their plans for the coming year. In these conferences there were present representatives from the following points: Mose Eisenberg, at Detroit; L. Herzog, at Cincinnati; C. B. Lewis, at Boston; Howard E. Stevenson, at Philadelphia; and "Dick" Bythiner, in New York.

Fine Year With American West Indies.

GOOD progress was made during the past year by the American West Indies Cigar Co. in the manufacture and distribution of their Porto Rico made products.

A distinguishing feature of this house is the fact that they sell to jobbers only and their prospects were never better than at the opening of 1911.

A. J. Lachman, the president of the company, has now completed ten years of continuous service in that capacity but came to the company with an experience of twenty-five years in the cigar business.

During his administration the company has made great progress in developing the growing and curing of tobacco and the manufacture of cigars in Porto Rico.

Duys & Co. New Year Announcement.

THE Sumatra importing house of H. Duys & Co., of this city, again extend their usual New Year's greeting to the trade in the advertising columns of this issue. They have also just announced the make up of their sales force for this year, which includes the following: Howard L. Kinney and Harry C. Kinney in the Western States; Mark A. Levine, in Canada and part of the States of New York and Pennsylvania; Ralph G. Levine, in Philadelphia and surrounding territory; J. Howard Graflin, in Baltimore and some other Eastern points; Philip Kaffenburgh, in Boston and vicinity, and B. Stranders and F. L. Menge in covering greater New York.

Jacobs Goes to Porto Rico.

E. A. Jacobs, of Mendez & Gomez, sailed for Porto Rico on the steamer "Carolina," December 31st. During his ten-day visit, Mr. Jacobs will visit their factory at Juncos, and again meet his many friends in Porto Rico.

He has arranged with Hosea Silver, a prominent banker of Porto Rico, and one of his very close friends, to meet him at the steamer in his automobile, and a very pleasant drive of thirty miles over the mountains to Juncos is a part of the program.

Rodena Bankruptcy Schedule.

A SCHEDULE of the bankrupt corporation of A. Rodena, cigar manufacturers at 83 Read street, showed liabilities of $24,965 and assets of $11,031, consisting chiefly of stock sold at auction for $1.556; fixtures, $500; cash, $423; accounts, $7,596, and notes, $956. There were also several copyrights put in at $500.

M. Oppenheimer's Retirement.

AFTER a continuous and active business career for fifty years, and for a number of years past as a member of the tobacco trade, M. Oppenheimer, president of the Owl Commercial Company, will retire from that office on anuary 1st.

On January 10th a meeting of the stockholders of the company will take place, and a successor will then, no doubt, be elected. It is believed that Mr. Oppenheimer will continue his interest in the concern, and may serve as a member of the board of directors. The offices of the company are to be removed from New York City to Quincy, Fla., where the plantations are located.

Important Cigar Factory Sale.

NOTWITHSTANDING the postponement of the sale of the Knickerbocker Cigar Factory at 110-112 Murray street, this city, which was formerly conducted by H. H. Heert & Co., which has been postponed to January 5th, it will be one of the most important cigar factory sales which New York has had in some time.

In addition to the stock, fixtures, etc., several very valuable brands will also be offered, one of which has been known as the "Fifth Avenue," which has been very prominent among the firm's product. Full particulars of this sale are given in the advertising columns of this issue.

Steiner Representative Returns.

AFTER an absence of several weeks on a trip through the West, Jacob Abramovice, office manager of Wm. Steiner, Sons & Co., well-known lithographers of this city, returned to his desk a few days ago. He reports having had a very satisfactory visit among customrs of the house; that every one was well satisfied with the results of this year's business. The Steiner firm is quite busy at present, and running with a full force. They are strongly specializing on their high-grade cigar labels and cigar bands. Some of their recent productions have been a revelation to the trade.

Falk Staff Gathers in New York.

THE traveling staff of the Falk Tobacco Company, whose New York headquarters are at 115 Broadway, have been gathered together in the Metropolis during the last week of the year, for a general jollification and consideration of plans for 1911. The road men were the guests of the house at a banquet and theatre party, and altogether enjoyed themselves while combining business with pleasure.

Nicholas & Co. Had Busy Time.

THERE were some busy times around the establishment of G. S. Nicholas & Co. at 41 and 43 Beaver street, just preceding the Christmas holidays. It required their entire force to work until late in the night in helping to get the goods for which there had been many buyers during the day. Stocks were running short on certain sizes, but the large variety and heavy stocks which they were accustomed to carry, stood them in good stead and enabled them to tide over the period nicely.

Ellinger's Attractive Calendar.

ONE of the handsomest calendars that has been circulating in the trade for some time was distributed here last week by Ernest Ellinger, Havana importer. It was a beautiful production of lithographic art and will undoubtedly be appreciated by every recipient.

Mr. Ernest Ellinger of the firm returned from Havana a few days ago.



Savarona Window Card.

THE above cut shows one of the handsomest piecs of advertising matter it has been our good fortune to look at for some time. In fact the novel idea, the brilliant coloring and general attractiveness put it in a class by itself. The main argument of course is that Cuba and Porto Rico have the same climate and soil and that there is a great similarity in the tobacco. These, combined with the fact that there is no duty on Porto Rican cigars, makes a very strong argument, and this argument is brought out in a very strong manner by this new folding show card. The dimensions are 43 x 28 and it opens up like a four-fold screen, making a very extraordinary center piece for window dressing. The company furnish along with this, dummy boxes and signs, hangers, etc., so that it is an easy matter to put in a Savarona window. This screen adds another triumph to the high-class advertising material furnished by the Cayey-Caguas Tobacco Company.

S. M. Frank & Co., pipe manufacturers and importers of smokers' articles, are removing from old quarters in 18th street, to 928 and 930 Broadway, where increased facilities for the handling of their growing business are available.

Monday's Line of Little Cigars.

THE Brooklyn Manufacturing establishment of S. Monday & Sons, has recently been enlarged and preparations are now practically completed for an increased production for the output of their "Hunter" and other brands of little cigars.

They have succeeded in a comparatively short time in popularizing their "Hunter" brand, which was one of the first perfecto shaped little cigars, packed ten to a package and retailed at five cents.

Smith's Idea of Business.

IT is said of G. H. Smith, who represents Moller, Kökeritz & Co., of New York, that he never goes to sleep on a job. That is to say, when in quest of a particular order, it is said of him that he never lets the sun go down on a deal that is not completed; never allows it to sleep over night.

Smith's motto is this: Close it, clinch it, seal it, and get it confirmed to-day. Then report to the office what you have done.



Philadelphia's Fine Christmas Season.

THE cigarists of this city participated this year in an exceptionally fine business during the Christmas holidays. The demand was largely for cigars of standard brands only and that was indeed a pleasing feature. The sale of pipes and smokers' articles was perhaps not much larger than heretofore. Fair weather was favorable to them and none have any right to complain. Of course there is a little lull in the trade this week, but in that there is no cause for any alarm. It is always so. Stores in the business section are doing a fair transient business, but box trade has suffered somewhat.

Roig's New "Girard" Selling Well.

A NEW ten-cent clear Havana cigar has just been put on the market by Antonio Roig & Langsdorf. It is called the "Flor de Girard" and the package shows a splendid likeness of Stephen Girard, the financier and philanthropist. Beneath the picture, is an authograph of Girard. Although this new package was launched only one week before Christmas, it is being sold today in nearly seven hundred retail stores in Philadelphia, and judging by the duplicate orders being received at the factory it has made an instantaneous hit. At present the "Girard" is being made in only one (ten-cent) size, but other sizes, namely three-for-a-quarter, and two-for-a-quarter, will be added later.

After the brand is established locally, it is the intention of the firm to exploit it in other markets.

Pent Bros. Relinquish One Store.

IT is announced that Pent Bros., makers of the well-known "Tahoma" nickel brand of cigars, contemplate the discontinuance of their present retail establishment at Eleventh and Filbert streets, and to concentrate their business at their present store at Juniper and Sansom streets. This change is expected to take place about the first of the new year and with the details of only one retail establishment to look after as a central distributing depot for their products, the members of the firm will be enabled to devote more time to the manufacturing department of their business which has grown at a rapid rate.

Terry & Duncan are strongly featuring the "Maxine Elliott" clear Havana cigars from the factory of Cortez Cigar Company at Key West. These goods are becoming strong leaders among their clear Havana lines.

Neumann-Mayer Co.'s Newest Brand.

IN less than six months time the cigar manufacturing firm of Neumann-Mayer Company have successfully placed with the jobbing trade throughout the country a new Havana filled five cent cigar under the name of "Bella Mundo," and a new campaign is already being planned in connection with which a line of fine advertising matter is to be distributed.

It has recently been a case of getting goods and not getting orders with this firm, and their facilities were becoming taxed to the utmost in promptly supplying the demands already created.

Bayuk Bros. Entertain Salesmen.

THE proprietors of the Havana Ribbon Cigar Factory, of this city, are this week entertaining their numerous salesmen who have gathered at the factory for their annual conclave. Representatives have been here from all parts and are unanimous in the reports of substantial gains made in their respective territories. An extensive campaign has been planned for the next year, when "Havana Ribbon" cigars, made by Bayuk Bros., are to be thoroughly exploited in some new territories.

Portuondo's "Sublime" Cigars.

SUCCESS has attended the production of a new brand of cigars under the title of "Sublime," by the Juan F. Portuondo Cigar Manufacturing Company, of this city, from its very inception. It is a ten-cent product, the sale of which has exceeded all expectations. Both of their factories were continued in full operation, and the past six months was one of the busiest periods in the history of this well-known house.

"44" Trade-Mark Litigation.

A HEARING was recently held in the Common Pleas Court at Lancaster, in the equity proceedings brought by the "44" Cigar Company of this city against Emanuel Cohen, trading as the Globe Cigar Company of Ephrata, Pa. Upon the complaint that Cohen was marketing a cigar under the brand of "4 x 4" which was an infringement upon their trade mark.

In the answer filed by the Globe Company it is averred that the bands which are particularly complained of, are not so similar as to be indistinguishable. It is expected that the Court will render its opinion at an early date.

Attractive Sale of Leaf Tobacco.

THE forthcoming sale of 2600 cases of domestic leaf tobacco, which is scheduled to take place at 119 North Third street, Philadelphia, on January 11th, is attracting widespread attention.

J. S. Batroff, who is conducting the sale on behalf of the owners, has already been the recipient of hundreds of inquiries concerning the goods to be sold. They are now being supplied with completed catalogues, fully descriptive of the various lots, all of which represent skilfully handled tobacco, and are said to contain no odds or ends.

Present indications are that the sale will be very largely attended by manufacturers and leaf men, coming from all parts of the country, as pointed out by the fact that letters have come in from Chicago, St. Louis, Cincinnati, Pittsburgh, Baltimore, New York State, Boston, and other points in New England.

McHenry Takes Monday Agency.

THE sales agency of "Brand M," a short smoke specialty, coming from the factory of S. Monday & Son, of Brooklyn, N. Y., was recently taken by J. Harvey McHenry of this city, whose territory includes Pennsylvania, Delaware and the major portion of New Jersey.

"Brand M" is a cigarro, put up in packages of ten and retails at 15 cents. Mr. McHenry has also taken on a line of little cigars which retail at ten for five cents.

We feel that both Mr. McHenry and the factory are to be congratulated upon this selling arrangement. Mr. McHenry because of the high standing and quality of the products of the factory, and the manufacturers because of the acquisition of a forceful, selling addition. Success to both.

New Office of Lithographers.

ON the 16th inst., the cigar manufacturers of this city received a notice from H. B. Cochran, representing Petre, Schmidt & Bergmann, lithographers, of New York, that he was removing his office from the Lippincott Building, at 12th & Filbert streets, to Room 305 of the new Bulletin Building, at the corner of Juniper & Filbert streets, Philadelphia.

Mr. Cochran has been the representative of this firm during the past twelve years and in that time he has built up a very extensive business in cigar labels, bands, etc., and has always specialized upon private and exclusive designs. His new quarters are very comfortable and he extends a cordial invitation for members of the trade to visit him there whenever in the city.

New Roig Salesman Down East.

BY the appointment of E. M. Davis, of 35 Tremont street, Boston, a selling representative in the New England territory, Antonio Roig & Langsdorf, of Philadelphia, have made an important step to develop the business in that territory. Mr. Davis is one of the best known, as well as one of the ablest salesman "Down East" and with a line such as Roig's his success seems assured.

Another Factory for Valentine.

LEROY VALENTINE, of A. S. Valentine & Son, after a few days indisposition, has been at the factory headquarters here during the past week deeply engaged in completing plans for next year's business. The fact that they are forced to open an additional factory, is truly reflective of the steady gains which have been made during the past year.

Philadelphia Pointers

Harry A. Kohr, a New York representative of Vetterlein Bros., was entertained at factory headquarters here recently. He was able to make a report of very satisfactory progress on the "Sabaroso" sales in his territory which was far in excess of that of last year.

Warren Gotwals, of the leaf firm of Hipple Bros. & Co., left this city on December 21st, upon a two weeks pleasure trip through Oklahoma, accompanied by a number of friends. He is expected to return to this city about January 9th.

Warren S. Teague, representative in the Middle West for Antonio Roig & Langsdorf, visited the factory in Philadelphia during Christmas week and brought encouraging news of the situation in his territory to sales manager Hallenback.

E. D. Marshall, representing Sig. C. Mayer & Co. on the Pacific Coast, who recently came here on a visit to factory headquarters, and to spend a little time among friends and relatives, was taken ill while on a visit to Wilmington, Del., but is now on a fair road to rapid recovery.

Gresh Sales Force Royally Entertained.

ONE of the jolliest gatherings of the Yuletide season was the annual reunion of the sales force of W. K. Gresh & Sons, cigar manufacturers, at Norristown, Pa. All the men who represent the Gresh lines on the road assembled at the factory on December 19th as the guests of the company. They were entertained at the handsome home of H. C. Gresh, and on the following day Mr. Gresh and F. C. Clements tendered the men a dinner at the Bellevue-Stratford Hotel, in Philadelphia, followed by a theater party.

The reunion served to bring the factory and the men who sell "Pathfinders," "Blue Princes," and other well-known brands, in closer harmony and to a better understanding, and also gave them an opportunity to talk over the business of the past year and plan for greater things in 1911.

Steiner's German Process Cigar Bands.

A VERY artistic sample book has recently been issued by Wm. Steiner, Sons & Co., showing a fine line of their German process cigar bands, lithographed in their original colors and gold. This new process is claimed to produce a line of goods that is really superior to most imported bands, and yet the manufacturers are able to offer the goods at prices that will save cigar manufacturers considerable money and give the most satisfactory results. Some of the bands are of very excellent design, and what is even more, is a "lustre that lasts."

The losing of color and the tarnishing of the gold work in ordinary bands has been very aggravating to cigar manufacturers, and has proven a great waste of money. The German process bands, produced by this firm, are well calculated to overcome all these objectionable features and embodying all the attractiveness of the imported article. In other words, they are truly characteristic and highly embossed.

These sample books are sent free upon request to the manufacturers, at 257 West Seventeenth street, New York.

New Jobbing House at Baltimore.

THE recent incorporation of the H. Karger Cigar Company captalized at $25,000 and organized under the laws of the State of Delaware, will give Baltimore a new active cigar jobbing house.

Harry Karger who has been engaged in a retail business on Baltimore street of that city, is president of the new company and its leading spirit. While the retail business will be continued the wholesale department is to be conducted on strictly separate lines and to have no connection whatever with the retail store, except that it will be located in the same building and conducted under Mr. Karger's personal supervision.

There will be two specialities consisting of the "El Rayo" Clear Havana brand of Montevierno & Co., of New York, and the "El Wadora," the popular product of Sig. C. Mayer & Co., of Philadelphia, which will be their nickel leader. A good territorial concession has been received from both of these manufacturing houses, and after January 1st a force of salesmen are to be employed in further exploitation of these already popular brands. Particular attention is to be directed to Baltimore city trade and considerable local advertising is to be done.

Jobbing House Consolidates at Chicago..

THE Chas. Donovan Cigar Company is now in the act of consolidating its several branches at one central depot at 230 East Lake street, Chicago, and into which all branches will be merged.

The Milwaukee store, located at 448 E. Water street, will be closed January 1st. The merger includes the Sioux City office which has been under the management of Chas. Donovan; the Steinberg & Steiner Company, at Indianapolis, which had been in charge of B. W. Thornberg and also the branch heretofore maintained at Omaha. Messrs. Donovan, Thornberg and I. Rosenthal will all make their headquarters at Chicago.

The house is specializing upon the products of Rosenthal Bros., of New York, in the distribution of their "King Alfred" and "R. B." brands.

Faxon, Williams & Faxon's New Department.

A NEW and completely modeled cigar display room has been opened by Faxon, Williams & Faxon, 399-401 Main street, Buffalo, N. Y. A novel design had been adopted for show cases, and another interesting feature is the new stock room which is so arranged that the temperature remains the same at all times, keeping the cigars in perfect condition. A new stock of the best grades of imported and domestic cigars, tobaccos, fine pipes and smokers' articles were on exhibition during the holidays.

Birmingham's Newest Cigar Enterprise.

INCORPORATION papers have been filed by the Seals Carlisle Cigar Co., with an authorized capital stock of $15,000 of which $6000 has been paid in.

A general wholesale and retail tobacco business will be conducted and the headquarters will be in Birmingham. The officers are as follows: President, Carl H. Seals; vice-president, R. L. Gregory; secretary and treasurer, J. D. Carlisle.

The Woodhouse Company, at Grand Rapids, Mich., now in the Barnhardt Building, on N. Ionia street, has leased the Gun Building, on South Ionia street, and will take possession about February first. The building will be thoroughly remodeled and handsomely fitted up. This distributing company has made very substantial progress since opening in Grand Rapids and their trade is still steadily expanding.

Koonz & Co's Sioux City Store.

THE new store recently opened by C. A. Koonz & Co., at Fourth and Nebraska streets, Souix City, Iowa, cigar distributors, is said to be one of the finest west of the Mississippi river.

With thoroughly modern fixtures and a complete stock of up-to-date goods, the new Koonz store is a high-class establishment. The house is featuring in a particularly strong way, the "Liederkranz Cabinet" a seed and Havana leader from the factory of R. Steinecke Company of New York.

The firm has been established since 1905 in doing a jobbing business. They employ to-day a force of a half dozen or more traveling men and are thoroughly covering the States of Iowa, Kansas and Nebraska.

Important Jobbing House Change at Denver.

A RECONSTRUCTION has taken place at the old Bengaldorf's Cigar Company, importers and jobbers, at Denver, Colo., the business of which has been taken over by B. Stark, and Felix Grant and who have organized a new company under the title of La Famosa Cigar Company and of which they occupy the positions of president and secretary and treasurer respectively. Mr. S. Bengalsdorf is retiring from the business. The concern already has an extensive trade, not only in Denver, but throughout Colorado and neighboring States and a policy of steadfast expansion is to be adhered to.

A New Chicago Department Head.

A NEW head has been chosen for the cigar department of Franklin MacVeagh & Co., wholesale dealers in Chicago.

R. B. McKinon has been chosen to fill the place formerly occupied by Paul F. Alberti, the last named of whom recently took charge of the cigar and tobacco department of Francis H. Leggett & Co., of New York.

Paul Smith will continue with the MacVeagh Company as assistant to Mr. McKinon, and will personally look after the tobacco and cigarette end of the department.

Illinois Wholesale House Will Build.

THE wholesale grocery house of Kohl & Meyer Co., at Centralia, Ill., contemplates the early erection of a new building to be connected with their present premises, and which is to be devoted to the wholesale distribution of tobacco products. The present quarters of the cigar and tobacco department of the company, which is in the Pittenger Building, on North Locust street, is to be consolidated with their main establishment when the new building shall have been completed.

C. S. Ogilvie, manager of the cigar department of George M. Conway & Co., at Cedar Rapids, Iowa, recently visited their branch establishment at Des Moines, and was greatly pleased in finding things in excellent shape at that point. He returned to his headquarters, at Cedar Rapids, after a very short visit at the branch store.

Manila Importations Show Increase.

WASHINGTON, Dec. 27.

THE annual report of the bureau of insular affairs shows that the exportation of cigars from the Philippines under the new tariff law have increased from 115,997,000 to 196,192,000, of which 83,931,000 or somewhat more than half of the quantity fixed for free admission, found a market in the United States.

The aggregate trade of other countries remained practically the same.

TAMPA TIPS

Tampa Output Increasing Each Week.

More Cigarmakers Returning to Work---Manufacturers are Encouraged.

TAMPA, FLA., December 26.

THE cigarmakers' strike situation has been steadily improving the past two weeks. Each day has seen its quota of men going back to work in the cigar factories, while every boat arriving from Havana and Key West—especially the latter city—has brought up from seventy-five to one hundred cigarmakers, who have apparently immediately sought work, as the gains in the factories following each boat day has shown substantial increases over the other days of the week. Manufacturers are a unit in seeing the return to normal conditions accomplished early during the new year.

The few strikers who are remaining out (among whom the Italian cigarmakers form no small portion) are squabbling among themselves, and every day finds a gradual disintegration of those who, at the outset of the present trouble, were among the prominent lieutenants of the alleged "leaders."

Thursday, December 22, J. M. Gill, editor and publisher of the official union organ, "El Internacional," and by virtue of his position practically a member of the Joint Advisory Board, was arrested on information filed against him by County Solicitor George Raney, Jr. He is charged in two counts with conspiracy for the purpose of preventing persons from obtaining work, etc., or, the same charges on which De la Campa, Russell and Bartlum were convicted. In default of bond, he was remanded to the county jail to await trial in the criminal court of record.

The situation here among the factories, reduced to plain figures, shows the improvement in conditions at a glance. For the week ending December 10, 1,745,000 cigars were shipped from this city. For the week ending December 17, the shipments reached a total of 2,430,000. The increase is obvious. Further increases in the number of cigars shipped this week will be the rule.

The early part of the week Sanchez y Haya brought over a number of their cigarmakers from their Miami branch, the men going back to work in the Tampa factory. Sanchez y Haya are so well pleased at the outlook for the restoration of normal conditions, that they will probably close the Miami branch altogether by the time this year ends.

Edward Wodiska, of Corral, Wodiska & Co., has left for Chicago. He will return here by way of New York and Havana.

The latest firm to bid for favors in the cigarmaking field is P. G. Fernandez & Co., who are now applying for articles of incorporation under the laws of this State. The capital stock of the firm will be $25,000. P. G. Fernandez will be the president of the company, while the other two incorporators are Colonel Thomas Wier, one of the most substantial business men of this city, and J. A. Rummell, a cigar broker of Kansas City. Mr. Rummell has already left the city in the interests of the firm, going to the Northwest to solicit business.

Henry Esberg, of the Esberg-Gunst Company, was among the recent arrivals from Cuba. He was on the island looking after the purchasing of leaf tobacco, and he made some excellent deals in this regard. He left for New York Thursday, to spend the holidays.

A massive brick wall is being erected around the Samuel I. Davis factory. Vitrified brick driveways and tile walks are being put down in the grounds about the "El Sidelo" home as well, and the completion of the work will add much to the appearance of the handsome structure.

F. Garcia, of F. Garcia & Bros., is en tour, visiting the Northwest in the interest of his firm.

Val. M. Antuono's "school for cigarmakers" is proving quite a hit. He has some thirty or forty apprentices at work in one of the outbuildings of his big brick factory, on Lozano avenue, and he declares that they are applying themselves diligently and to good purpose.

E. J. Stachelberg, who has been in Cuba for several weeks looking after his extensive interests on the island, arrived home on the last steamer.

Wilfred Clarkson, of the P. San Martin Company, manufacturers of "El Grifo," and other well-known brands, has returned from an extended trip to the Pacific Coast, where he canvassed the field thoroughly. He is well satisfied with the results of his trip.

BLARDONE.

Fendrich Prepares for Resumption.

THE cigar manufacturing firm of H. Fendrich, at Evansville, Ind., is making herculean efforts to resume its activity. The principal source of hindrance has been the procurability of suitable buildings for the handling of their immense business, but it is still hoped that within six weeks from the time of the fire, which occurred recently, operations will be fully under way with a complement of help.

The Fendrich factory has been enjoying an output of 60,000,000 cigars annually. He is specially desirous of rebuilding, at Evansville, Ind., because they had already spent thousands in specially training their employees in the proper manufacture of cigars. Although in receipt of numerous overtures from various parts of the country, Mr. Fendrich was obliged to turn a deaf ear upon them until he shall have exhausted every possible effort to resume permanently at Evansville. He has refused financial aid and asks only the continued goodwill of Evansville citizens.

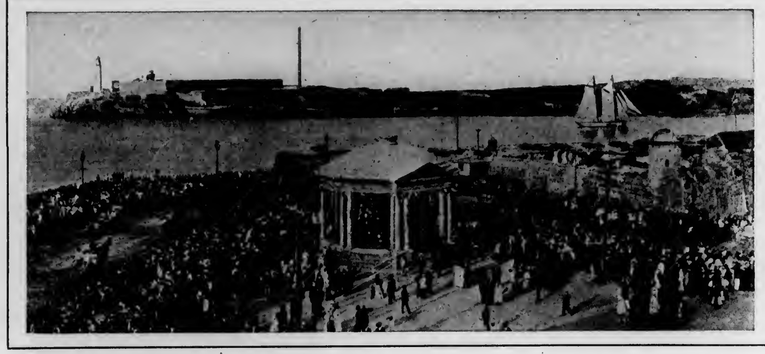
Permission to use the old Hominy Mill, on Ohio street, near the river, for a government bonded warehouse was received by Col. F. B. Posey, Collector of Customs, and tobacco recently received for the Fendrich factory is being stored in this plant. Proper bonds have been filed with the government and certain specific instructions have been complied with so as to make it a bonded warehouse.

Patterson Company to Build New Factory.

A GREAT deal of interest has been aroused in the south side of Richmond, Va., over the prospects of having a new and immense tobacco factory by the R. A. Patterson Tobacco Company, which has an option on a piece of property just outside of the city limits.

In consequence of the very heavy demand for the product of this company the present facilities have said to have become inadequate, and officers of the company are said to be looking around for a suitable location upon which they could build a factory sufficiently large to meet the requirements for some years to come.

The company is said to have, as a matter of fact, options upon two places on the north side of the river, but have not as yet determined exactly where the new plant will be located. Of course, they are looking for a place that will not only be convenient to street car lines, but which shall also have the necessary railroad facilities for efficiently handling the immense business which is being done.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, December 22d, 1910.

WHILE fewer buyers have made their appearance in our market during the past two weeks, there have been big sales of leaf tobacco during this period, as the Americans who had come here previously, in conjunction with the later arrivals, foresaw the position of this year's crop and nearly doubled the sales of our dealers, as compared with the previous fortnight. There have been two transactions of 5000 bales each, one for 3000, two of 2000, one of 1500, and one of 1000, and the balance were smaller purchases below 1000 bales. This includes only a part of the 3,600 bales purchased and shipped for the Spanish Regie, as the remainder was bought direct in the country.

At the moment our market is quiet, as the majority of the heavy buyers have gone home for the holidays. If another assault should be made next month upon the stocks of our second Capaduras of Remedios, then it will look bad for the late comers, as they may have to pay higher prices and yet not have the pick of the crop. First Capaduras of the Remedios have been less dealt in so far, but its turn is bound to come in January or February. Of Vuelta Abajo and Semi Vuelta there is a sufficient supply to last for some time to come, excepting Colas, which have seen a rise from $10 to $16 per quintal, and are now held at $18, and perhaps may go to $20 or higher still, if the present demand by our cigarette factories should continue, as the stocks in first hands are nearly exhausted.

The situation of our market is considered a healthy one, as prices not alone are firm, but are more likely to soar up than to go down, no matter how the next crop may turn out later on. Of course, this assertion is made by dealers here, and much depends upon the action of buyers who may come to our city later.

Not much can be added to the prospects of the new crop, as the same will remain subject to weather conditions for at least two to three months. One or two showers would help the Vuelta Abajo growth materially, and also would be welcome in the Partido district.

In the Santa Clara province rain has fallen during the week of December 12th to 17th, which has been of inestimable benefit to the Vegueros. Don Louis Cantor, Jr., predicts a very large crop next year, but this has to be verified yet, even if the Vegueros should set out enough plants to warrant a larger yield. At the same time he admits that perhaps prices may not rule any lower, because the planters had to pay from two to three times the usual cost for seedlings this year.

Sales during the past fortnight total 21,813 bales, which represent according to origin: 8734 of Vuelta Abajo, 762 of Partido, 12,013 of Remedios, and 304 bales of Mayari.

Buyers were: Americans, 83,341 bales; one Canadian concern, 3000; exporters for Europe, 3479; for Algiers, 204, and our local cigar and cigarette manufacturers, 6789 bales.

Expots of leaf tobacco fom the port of Havana from December 5th to December 19th, 1910, were:

To all ports of the United States	7,361	bales
" " " " Europe, except Spain	1,704	"
" Spain	3,600	"
" Algiers	204	"
" Buenos Aires and Montevideo	411	"
Total,	13,280	bales

PRINCIPAL BUYERS WHO COME AND GO.

Arrivals:
Wm. P. Presnail, Wm. F. Presnail, of The Tucker Mfg. Co., Hamilton, Ont.
M. J Haas, of Haas Bros., Cincinnati, Ohio.
Emilio Pons, of E. Pons & Co., Tampa.
Julius Vetterlein, of Julius Vetterlein & Co., Philadelphia.
C. H. Davenport, of C. H. Davenport & Co., Boston.
Marcelino Perez, of Marcelino Perez & Co., New York.
Percival S. Hill, Pres. of the Henry Clay and Bock & Co., Ltd., New York and Havana.
N. E. Guedalia, of Guedalia & Co., New York.
Henry Esberg, of Esberg-Gunst Co., San Francisco.
Bernard Lichtenstein, of Lichtenstein Bros., New York.
Arthur and F. D. Samuel, of Joseph Samuel & Son, London.

Returned:
Pablo Quadreny, Mgr. of the Viuda de José Gener Factory, Havana.
Carl Kober, London representative of the Viuda de José Gener Factory, Havana.

Departures:
Gustave A. Mueller, for Chicago.
Sam Goslinsky, for San Francisco.
Thomas Englehardt, for Tampa.
Emilio Pons, for Tampa.
J. Pendas, for Tampa.
Albert W. Kaffenburgh, for Boston.
C. H. Davenport, for Boston.
August Eisenlohr, for Philadelphia.
Louis Eisenlohr, for Philadelphia.
Julius Vetterlein, for Philadelphia
Max Herzog, for New York.
Morris Greenwald, for New York.
Henry Fisher, for New York.
José Menendez, for New York.
José Negreira, for New York.
Lewis C. Cantor, for New York.
Marcelino Perez, for New York.
Percival S. Hill, for New York.
Allie Sylvester, for New York.
Max Stern, for New York.
Wm. P. Presnail, for Hamilton, Ontario, Canada.
W. F. Presnail, for Hamilton, Ontario, Canada.
M. J. Haas, for Cincinnati, Ohio.
Ernest Ellinger, for New York.

The cigar business has slackened in most factories, excepting only the few very large ones, which still have enough orders on hand. As this is the rule at this season of the year, no complaints can be made, but the future is worrying our small manufacturers, as without a fresh impetus and an increased demand again from the countries which have raised their tariffs on cigars, the outlook is dreary, indeed. We must either be able to force concessions from these nations by the threat of raising our duties on all articles from them, or if Uncle Sam should be opposed to this, then we must coax "our guardian" to help us by letting down the barriers in favor of our languishing cigar industry.

Unforunately, the spirit of real Union, which makes strength, is lacking amongst our manufacturers, as it seems each one of them is trying to outdo his neighbor on his own hook, not caring whether the latter are going to perdition or not.

Our Union manufacturers of cigar and cigarettes has made some efforts to interest our Congress and his Excellency, President José Miguel Gomez, to help it by making special treaties, but instead of keeping the agitation up and persevere until finally sucess should be the result, it was satisfied with promises, which have not yet been fulfilled, and is now resting on its laurels. The cigarmakers themselves are also to blame, as they have not spontaneously seconded the actions of their bosses and were afraid to lose a day, or half a day's pay, by joining i na big public manifestation. They have had enough work up to now, although with the slack times coming on now they may possibly wake up from their lethargy and cultivate a fighting spirit soon, as hunger is an ugly enemy to aroiise to action.

While the majority of the Cubans would undoubtedly bear some hardships rather than to give up their independence (even with the curtailment through the Platt amendment) there may come a time that they will go over to the present minority and ask for annexation in preference to starving under their flag. This possible danger to the clear Havana cigar manufacturers in the United States ought not to be lost sight of by them and in order to stave off the day they should be prepared to assist our diplomats in negotiating a new reciprocity treaty upon a more liberal basis, as far as the imports of Havana cigars are concerned, thus making the Cubans contented not to ask for annexation.

If aviation should ever become so perfect in the future that quantities of passengers not alone, but also goods could be transported in this manner, what would become of the present system of collecting duties through Custom Houses all over the world? Surely the doors for smugglers would be so numerous, that it would be impossible to watch and catch them, and Custom Houses would become obsolete. A different mode of taxation would have to be invented, although by that time Cuba would have become an integral State of the American Union and the duty question would have ceased to exist for a long while already.

The above flight of imagination has occured to your correspondent in trying to help Cuba's cigar industry, but in coming back to the grim reality the following figures of our cigar exports speak for themselves:

From the Port of Havana according to official Custom House returns from January 1st, 1909, to November 30, 1909, exports were 164,958,027 cigars, while from January 1st, 1910, to November 30, 1910, 151,534,487 cigars were exported, thus showing a decrease in 1910 of 13,423,540 cigars.

The principal of our factories, which are still working with good forces are: Romeo y Julieta, La Esception and Hoyo de Monterey, H. Upmann, Sol, Partagas, La Diligencia, Por Larrañaga, El Credito, Castañeda, Henry Clay and Bock & Co., Ltd., La Belinda, Eden La Flor de A. Fernandez Garcia, Lord Beaconsfield, La Flor de P. A. Estanillo and C. E. Beck & Co

BUYING, SELLING AND OTHER NOTES OF INTEREST.

President Percival S. Hill and vice-president Allie Sylvester, of the Henry Clay and Bock & Company, Limited, were tendered a banquet at the Hotel Miraman by the employees (heads of factories and leaf buyers) on Thursday, December 15th, just previous to their departure for the United States. President Hill stated that he was very much pleased with the business done this year and that the company had orders ahead for 15,000,000 cigars, enough to keep all the present forces busy during the dull season and which was a proof that the smokers of their different brands must have been perfectly satisfied.

Sobrinos de A. Gonzalez stood again at the top of the list of our heavy sellers, as they disposed of 3000 bales of all kinds of tobacco to buyers here and besides shipped 3600 bales per SS. Alfonso XII to the Spanish Regie on December 20th, a little over half of this quantity, or about 2000 bales they had purchased in the open market here and the remainder direct in the country.

August and Louis Eisenlohr purchased 5000 bales of Remedios 2nd Capaduras for their famous "Cinco" brand and paying full figures for the pick of this year's crop.

José C. Puente also had a good fortnight in making sales to the extent of 3250 bales of Vuelta Abajo, Partido and Remedios.

William P. Presnail & William F. Presnail were the heavy buyers for the Tucker Manufacturing Company, of Hamilton, Ont., Canada, as they registered almost 3000 bales of Remedios.

Manuel Lazo closed out his entire holdings of Remates (Vuelta Abajo) tobacco amounting to 3000 bales.

Henry Clay and Bock & Co., Ltd. were buyers of 5000 bales of Vuelta Abajo, clean fillers, as well as Colas for its cigarette factories.

Julius Vetterlein purchased 2000 bales of Remidos between Thursday and the following Tuesday mrorning. The name of the man with the "Eagle Eye" fits him to a T, as otherwise he could not possibly have done such business in so short a time and examine every balc.

A. M. Calzada & Co. sold 750 bales of Remedios and Partido to their customers. Don Antonio Calzada is however no bull on leaf tobacco and is willing to meet the views of buyers, as far as it lies in his power to do so.

Viuda de José Gener stocked up with 1500 bales of Vuelta Abajo, clean Vegas and Colas.

The Castañeda factory received the first prize at the Buenos Aires exhibition last summer and received a visit from Don Pabulo Soler, the Spanish Minister, who expressed his pleasure at seeing such a clean looking factory and tasting the excellent quality of its cigars.

Cardenas & Co. did a fair business by making transactions to the extent of 600 bales from their choice holdings of Remedios and Vuelta Abajo.

M. J. Haas, of Haas Bros., Cincinnati, secured 1000 bales of Remedios during his stay here.

Herrera Calmet & Co. closed out 450 bales of Remedios.

The firm of A. Pazos & Co. has been dissolved, as per circular dated December 15th, 1910, by mutual consent. Don Avelino Pazos retires, and it is said, will take a rest by going to Spain, while Don Juan Pino Lombard continues the business under his own name.

Muñiz Hons & Co. sold 350 bales of Remedios and several Vuelta Abajo Vegas, exact amount of bales could not be learned yet.

Other buyers were: E. J. Stachelberg, Louis C. Cantor, Emilio Pons, Marcelino Perez, Thomas Engelhardt, C. H. Davenport, Morris Greenwald, José Negreira, and José Menendez.

Sellers: Ernest Ellinger, H. H. Strater, Muñiz y Gonzalez, Harnandez y Alvarez Aixala & Co., Cano y Hon., Planas & Co., and Gonzalez y Benitez.

Principal shippers were: J. F. Berndes & Co., Leslie Pantin, Sylvester & Stern, C. E. Beck & Co., Garcia & Co., A. Pazos & Co., Manuel Suarez, Mark A. Pollack, Charles Blasco and Monroe Commercial Company.

RECEIPTS OF TOBACCO FROM THE COUNTRY.

For two weeks ending December 17th, 1910.		Since Jan'y. 1st, 1910.
8,935 bales	Vuelta Abajo	186,207 bales
1,414 "	Semil Vuelta	21,061 "
152 "	Partido	27,900 "
5,037 "	Remedios	90,886 "
710 "	Santiago de Cuba	7,164 "
16,248 bales		333,218 bales

ORETANIV.

Chicago Department Stores Pushing Cigars.

Slight Reductions Made During Christmas Season to Advertise New Lines---Retailers Had Big Holiday Trade.

IT will be after the first of the year before the retail cigar dealer can slacken his pace and once more draw a long breath, and to one who has watched this "stake horse" speed which these retailers and their employes have maintained for the past ten days, the thought occurs that the slowing down to normal strides may result in the applying of the liniment bottle at night to relieve the aches and pains caused by the sudden inactivity.

I might say here that the dealers, especially those who are in or near the loop, who kicks at the volume of business done certainly must be afflicted with a grouch. I have visited many stores, however, and have not as yet found one who shows symptoms of the disease.

One feature of the Christmas trade, was the fact that one or two big department stores saw this would evidently be a banner season for those who handle the "smokes" and as a result got into the game. One of these firms used a liberal amount of space, in a daily paper that is known to get more per line for its ads than any other paper in the United States excepting two in New York City, in exploiting the fact that they were selling such well-known brands as "Ruy Lopez," "Sanchez y Haya," "Hernan Cortez," and other well-known brands at a cut price. It's true the cut was small, but they took advantage of the fact that people read advertisements a great deal more during the holiday season than at any other time and even though they had to pay big money for their ad. it was an opportune time to let all the public know they were in the tobacco business as well as selling gingham.

These department stores were quick to grasp the fact that the time was past when any old stock would do for Christmas trade and particularly if the presents were to be made by women. The woman customer is looked upon as their valuable asset and if she takes something home that her husband likes he is liable to begin to look for marked down sales in the tobacco line.

With the daily papers full of prophecy that another military intervention in Cuba is probable, Chicago manufacturers are wondering just what effect it will have on the market, for it is generally assumed that if the flag ever goes upon Mora Castle again it will stay there. Your correspondent spent more than a year in Cuba on two different occasions and was convinced that sooner or later the Island would fall into the lap of Uncle Sam for "keeps." And from what I learned at the time I do not believe that there would be any opposition from the tobacco interests on the Island or a majority of the better element.

According to a well-known importer here, our experience with the Philippines would be repeated, perhaps, that is to say, that the tariff would be maintained for awhile, and then in response to a popular clamor, concessions would be made. Out here in the Middle West we are merely curious, we do not pretend to know what the sequel to annexation would be.

Chicago independent dealers are elated over the speech made by Senator Beveridge, of Indiana, attacking the coupon system and advocating the passing of a law prohibiting the offering of any sort of inducement to buy goods aside from the quality of the merchandise on sale. There is a feeling among dealers here that the coupon system has been worked to its limit and that something should be done to stamp out the evil.

Retail dealers here report that never before was the box trade so large or profitable as in the holiday season just closed.

Illinois, which furnishes more internal revenue to the Federal Government than any other State, is also largely responsible for the statistics just published which are so truly annoying to these good people who see nothing but the devil's work in the use and sale of tobacco. It appears that 160,000,000 more cigars were smoked in the fiscal year and that the increase in the sale of cigarettes amounted to a round billion and 4,000,000 more pounds of plug tobacco was used than in any previous year. All of which goes to prove that a man knows a good thing when he has found it, and that he has no immediate intention of giving up the delightful solace he finds in the leaf that brings relaxation, peace and all round good temper.

It has not been, taken as a whole, an encouraging year for the folk who supervise the morals of other people. Even the consumption of spirituous and malt liquors has increased, in spite of the "prohibition wave" that has swept some parts of the country.

Monogram cigarettes as a Christmas present has been something of a vogue her during the holidays, although I am informed that they have not "caught on" here like they have in the East.

HENRY T. PRICE.

New Jobbers in Pittsburgh.

Dealers Held on Charge of Illegal Cigarette Sales---Snyder's Big Sales.

PITTSBURGH, PA., December 28.

SHIPLEY-MASSINGHAM COMPANY have started a stogie department, and with their several special brands are doing nicely considering the lateness of the season and the fact that their salesmen are more than busy with their holiday line of sundries and regular drugs.

It is understood that the Geo. A. Kelly Company will open a cigar department during January, with a complete line of cigars, stogies and pipes.

The well-known house of L. Goldsmit & Bro. Company report a short supply of staples all along the line. "La Preferencia," for which they are distributors, is eagerly sought for by many dealers who have never handled the brand, while the well-known "Tom Keene" is more than ever in demand, the supply being entirely inadequate.

A number of Pittsburgh cigarists have been held under bail to await the action of the Grand Jury for violating the law by selling cigarettes to children. The accused are nearly all engaged at Wilkensburg and East Pittsburgh.

A very large order, said to aggregate nearly a half million cigars, has been placed by Reymer Brothers with Otto Eisenlohr & Bros., at Philadelphia, for future delivery of their "Cinco" cigars.

H. W. & Max C. Chotiner, Adolph Sparsky, and a number of others accused of fraudulently anticipating bankruptcy proceedings, will be called up for a hearing to-day before United States Commissioner W. T. Lindsay, in the Federal Building.

The Pittsburgh store of Joseph T. Snyder is said to have scored the largest sales of his entire chain of stores, and during the closing week of the Christmas period eight to ten clerks were kept constantly busy in waiting on the customers.

Senator Beveridge Wants to Know.

ACCORDING to newspaper reports, Senator Beveridge, of Indiana, intends to compel Senator Aldrich, chairman of the Senate Finance Committee, to either report favorable to the Senate the Beveridge Bill calculated to prevent the use of the coupon system with tobacco products or tell the Senate the reason why.

Inasmuch as Mr. Beveridge will retire from the Senate on March 4th, his little bill may perhaps still be slumbering in the committee or on the calendar of the Senate when he again retires to private life.

Detroit Stores Had Busy Holiday.

New Shops Being Opened---Cigar Manufacturing Company Increases Capitalization.

DETROIT, Dec. 24, 1910.

THE Yuletide season is at its height and I am being overpowered by Christmas smokes. Not knowing what may befall a well regulated correspondent between now and next week, I believe I had better forward immediately such tidings as I have already gathered and be beforehand rather than not get there at all.

Retailers in the shopping districts are doing a big business in cigars, pipes and novelty articles for smokers. The big jobbing concerns such as Lee & Cady, Woodhouse & Co., Michigan Drug Co., Marcero Bros, etc., are working their cigar departments overtime to fill orders. G. & R. McMillan, O'Brien's and other leading retail grocers have had tremendous cigar sales.

Marvin Preston, distributor for the well-known "Lider-Kranz," recently had a window display of "Websters." Also one window given entirely to a display of "Konk's Smokers," made in Key West.

An effective display of "Leider-Kranz" was seen just within the entrance to Churchill's bar on Woodward avenue. Into a recess, immediately facing the street entrance, is a glass case about seven feet in height which was installed by The Detroit Show Case Co. It faces you as you enter and you can hardly miss it. There, a few choice sizes of "Lieder-Kranz" were shown, flanked by a few boxes of "Romeo y Julieta" and set off by a few attractive packages of "Pall Mall," "Cambridge" and other cigarettes. Nothing was crowded; it was artistic, pleasing and very seductive.

Here's an instance of results from advertising: An attorney glancing through a copy of the December 15th issue of THE TOBACCO WORLD, which chanced to be lying on a desk in one of the rooms of the Wayne County Circuit Court, noticed the advertisement of the cigarette holiday package of Messrs. E. A. Condax & Co., on page eight, and also your article on page thirteen, with illustration of of Condax and "Milo" Christmas boxes. "By jingo," he said, with sudden emphasis, "that's just what I want for a couple of frends of mine. Who handles 'em here? I'll get right over and buy them now." And with that he sallied forth to gladden the hearts of his friends.

Business started rather swiftly and unexpectedly at The Capitol Smoke Shop, 192 Griswold street, just opened a couple of weeks ago. "They must like the goods if they'll break in to get them," said Mr. Domville, one of the proprietors. The thieves entered through the transom over the front door, about two o'clock in the morning of the 15th inst. They left by way of the rear door, taking with them about 1200 choice cigars.

G. B. Wickman, formerly of Fowlerville, Michigan, has taken over the R. L. Fee stand at No. 87 Woodward avenue. This is his initial experience in the cigar line, but as he is a young man of pleasing address there should be little question that, with ordinary business sense and application, he will succeed. He has replaced many of the goods, formerly carried there, by more popular and better known brands, including a number of local brands such as "Royal Banner," "Swift," "Hemmeter," "La Azora," "Pastoria," "Judge Durand," etc. For the present, in Havana goods "La Flor de Jose Hermanos," sold by Marcero Bros., leads with "Baron DeKalb" and "First Consul." Other Havana lines will be added to these in time.

Among other quality smokes carried by Mr. Wickman are a few sizes of "Queenie la Rosa," made by Ike Rosenberger, familiarly known to everybody, in and out of the trade, as "Queenie." It is a very fine smoke, strictly hand work, and finest Havana filler and broadleaf wrapper. "Queenie" was a terrier owned by Barney Silverman, another old time cigarmaker and chum of Mr. Rosenberger, who now essays to immortalize her through the medium of his cigar factory.

Sol Mincer, who operates a modest clear Havana factory in the Hilesendegen Block, has just put out a Petite Bouquet size of his "El Mincero," to retail at five cents. He reports gratifying results on this as also on the higher grades of "El Mincero."

The Sedorah Cigar Co. have their "Sedorah" well placed about town and have quite an outside trade. Although projected as a broadleaf wrapped cigar they are now covering some of these goods with Java in response to a demand of some of their customers who have a preference for Java and who claim, furthermore, that the novelty of Java in this market provides an additional talking point.

Bernard Schwartz, manufacturer at 271 High street., E., will spend a few days in Chicago visiting friends. His "Red Bell" is a five cent cigar of unusual merit, union made. Few persons are as painstaking in selection of leaf as Mr. Schwartz and as a result of care and application his cigar has won a deserved success.

The capitalization of the G. A. Moebs & Co. corporation has been increased from $75,000 to $210,000 by the issue of $135,000 preferred stock which, it is understood, is largely held by outside interests. The active officers are Gustav A. Moebs president and general manager and Frank Meyers, secretary and treasurer. At a meeting of stockholders to be held within a few days, other officers and directors will be chosen. In addition to the large, modern, thoroughly equipped plant at No. 652 Hastings street, the company operates a branch factory at Toledo, O., where a large force is employed.

John J. Noble, small cigar manufacturer at 151 Grand River avenue, has been charged by Louis Simon, a member of the Cigarmakers' Union, with unlawfully displaying cigars that bore the label of the Cigarmakers' International Union.

Frank J. Bartel, recently opened a factory at 733 Medbury avenue, for the manufacture of hand-made, high-grade cigars. His leader is "Bartell's Hand-Made Champion."

M. O'Shaughnessy, formerly of Kalamazoo, is operating a small factory at 406 Scotten avenue.

A. Boucher is just starting a small shop on Chestnut street.

Among the many who will take a few days relaxation during the holidays are William Lichtig, manager of the Brown Bros. plant of the American Cigar Company, who will spend a few days in New York. Mose Eisenberg, popular leaf salesman, will also spend a few days in Gotham, while Harry Goldsmith, of Hinsdale, Smith & Co., is going over to Chicago to get away from the clamor for shade-grown Connecticut wrappers.

Charles Coombs, retailer, 295 Woodward avenue, commenting on changes in his neighborhood, said: "This is a boarding house and hotel district around here now and we're constantly seeing new faces. A few years ago when folks owned their homes around here on Elizabeth and Columbia and neighboring streets we were familiar with most every patron and knew just what he'd buy. The character of the goods was different, too. Of course, as this district gains as a business center our sales increase, too."

Mr. Coombs was abroad during the summer and met his former partner, Ernest Daniel, who has been in England about three years. Mr. Daniel returned to Detroit with Mr. Coombs and, shortly after, secured the stand in the Whitney Building, on Griswold street, where many old friends welcomed him.

Robert J. Minkley, who covers Wisconsin, Minnesota and North and South Dakota for The Lagora-Fee Co., has returned for the holidays and will eat Christmas and New Year's dinner at his home in Fowlerville, Michigan.

S. F. HEAVENRICH.

New Cigar Stores Opening in the Northwest.

St. Paul and Minneapolis Jobbers Obtaining Good Business in New Territory.

ST. PAUL, MINN., December 25.

BOTH the jobbing and retail cigar and tobacco trade of the holidays have broken all records this year. There has been a healthy demand for good-grade cigars and tobaccos. Jobbers report collections as very satisfactory, with prospects for 1911 bright. Roadmen are busy canvassing the new territory being opened by the railroads of the Northwest, and are reporting a large number of new retail cigar stores opened up during the past month, in time for holiday business. Many new brands were introduced in Minneapolis and St. Paul in December, and without exception, these new goods have taken well with the trade, which seems to be looking for new things all the time.

Smokers' accessories have been one of the big holiday profit-getters with the retail cigar dealer this year, and investments in these goods have been much heavier this season than ever before. They have sold well and stocks are pretty well depleted. Anything in the way of a novelty has been in good demand.

P. A. Cheney has opened what he called the "Octagon Cigar Store" in the new Shubert Theater Building, St. Paul. The building was not finished in time for business during the holidays, but Mr. Cheney is now installing new fixtures, and will stock up with a good line of high and medium-grade goods.

Albert Lee, a Twin City cigar man, has returned from Mexico.

The T. P. Jumber cigar is being closed out by the manufacturers here and will be taken off the market.

F. L. Striblen, who has been covering this territory for the "El Roi Tan" cigars of Seidenberg & Co., has resigned to go with Frank Francisco, of the United Cigar Manufacturers, with headquarters at Chicago, and has been succeeded here by Dave H. Cargill, who has been working the Duluth territory heretofore.

James H. Dunn, owner of the Boston Block Cigar Store, Minneapolis, died last week of pneumonia. Mr. Dunn was formerly associated with Cox & Harris, the cigar jobbing firm of Minneapolis. Mr. Dunn was 28 years old.

John T. Dee, of the Theobald & Oppenheimer Company, was a visitor in the Twin Cities this week, on his way East.

The Haas cigar store in the Clarendon Hotel, St. Paul, in charge of Al. White, has been closed.

John Giese, of the factory of F. W. Tuchelt's Sons, St. Paul, died suddenly this week. Mr. Giese has been making cigars in this city for a number of years.

C. G. Galbo, who has been representing the Monopole Tobacco Company in this territory, traveling out of St. Paul, has resigned and affiliated with Philip Morris & Co.

The Gowan-Peyton-Twohy Company, of Duluth, has changed its name to the Gowan-Peyton-Congdon Company. The firm do a big cigar business in the Northwest.

Recent trade visitors in the Twin Cities have included: W. J. Gibbs, of Solares & Co.; George W. Smith, of Melachrino & Co.; George W. Meigs, of Sanchez & Haya; Fred Suss, of R. Steinecke & Co.; Emil C. Bondy, and Graham Davis, of Bondy & Lederer; Harry S. Boutell, of Geo. A. Kent & Co.; Frank Francisco, of the United Cigar Manufacturers; Radmund Herczel, of the Old Egyptian Cigarette Company; C. C. Dunbar, of Acker, Merrall & Condit; John N. Kolb, of Theobald & Oppenheimer Company, and H. C. Martin, of Juan F. Portuondo Company.

W. S. Dennis will hereafter handle the line of the Old Egyptian Cigarette Company in the Twin Cities and surrounding territory. The line is a new one here, as is also the smoking tobacco made by the firm, which will also be introduced to the local trade by Mr. Dennis.

R. R. Clark has closed a deal to handle the goods of the El Nacional Cigar Company in St. Paul, and Yerxa Bros., of Minneapolis, will look after the Minneapolis interests during 1911.

William Brinkmann, formerly representing the R. & W. Jenkinson Company here, is now city salesman for the Minneapolis Drug Company, succeeding Mr. Phalen.

A new cigar store will be opened in the building of the Plymouth Clothing Company, now in process of construction in Minneapolis. Thirty applications have been received for the privileges.

Frank King, the Milwaukee jobber, was here this week and reported a splendid business all through the States of Minnesota, the Dakotas and Wisconsin.

M. R. Lewis has bought the factory of Edward Hildebrandt, at Watertown, S. D.

A cigar factory has bee nopened at Fairmont, Minn., by Edward Neumann.

Frederick Kamolz, who has been in the cigar manufacturing business at Springfield, Minn., for a number of years, has opened a factory at Bridgewater, S. D.

M. A. DILLON.

Internal Revenue Collections for November, 1910.

THE report of collections of internal revenue during the month of November last shows again in receipts by the Government of nearly $1,000,000 more than during the corresponding period of the preceding year.

It will be seen by the following table that the total receipts from all sources amounted to $5,708,382.31, as against $4,893,484.60 in 1909.

The most remarkable increase was shown in the production of tobacco, and which alone amounted to over one-half million dollars. Over two hundred thousand dollars was the gain on an increased production of cigarettes, about sixty thousand dollars on cigars and forty-two thousand dollars on snuff.

Following is the table of amounts realized by the Government:

	November, 1909.	November, 1910.
Cigars weighing over three pounds per M.	$1,993,209.23	$1,931,219.21
Cigars weighing not over 3 pounds per M.	50,067.86	80,076.68
Cigarettes weighing not over 3 lbs. per M.	646,377.45	887,531.68
Cigarettes weighing over 3 lbs. per M...	5,842.50	7,435.32
Snuff of all descriptions.....	146,619.21	188,558.66
Tobacco, manufactured, of all descriptions	2,051,368.35	2,613,561.36
Total	$4,893,484.60	$5,708,382.31

The November production of cigars, cigarettes, etc, reduced to figures representing quantity and a comparison of the total to December 1st, 1910, are as follows:

NOVEMBER.

	1909.	1910.	Increase.
Cigars	664,403,077	643,739,736	*20,663,341
Little Cigars....	135,918,259	106,768,106	*29,150,153
Cigarettes	594,415,786	712,090,710	117,674,924
Manufactured Tobacco	34,189,473	32,669,715	*1,519,956
Snuff	2,443,654	2,356,983	*86,671

Total for 11 Mos. Ending Nov. 30th.

	1909.	1910.	Increase.
Cigars	6,348,972,553	6,480,007,596	131,035,043
Little Cigars....	1,014,082,905	946,935,119	*67,147,786
Cigarettes	5,185,161,299	7,976,264,550	2,791,103,251
Manufactured Tobacco	376,097,662	412,505,786	36,408,164

* Indicates Decrease.

Late York County News.

YORK, PA., December 30th.

QUITE a few cigar advertisements have appeared from time to time in the local daily papers, but among the very best which the writer has ever seen was that which recently appeared about the "Pulliam" cigar of Herman Warner & Co. Perhaps local consumers have not shown the appreciation which the manufacturer would like to see, but, at any rate, the brand has made good, and its sale is showing a healthful gain. Changes have been recently made which made a material improvement in its appearance. The "Pulliam" factory is running steadily, and the line is destined to become an important factor in the cigar industry at York. C. H. Stallman & Son and Young & Busser continue to be the local distributors of the Warner product.

John H. Busser, of the cigar distributing firm of Young & Busser, while on his way to the store one morning recently, fell on the icy pavement and sustained a painful fracture of the left leg. He was removed to the office of his physician, and afterwards taken to his home, where he is now steadily recovering.

The Dallastown factory of Meyers & Adams has been temporarily closed during the usual inventoiry period, but operations will be resumed early in the new year.

W. H. Raab, cigar manufacturer at Dallastown, who has been under treatment by a specialist at the Polyclinic Hospital, in Philadelphia, has returned to his home in a convalescent condition.

E. S. Sechrist, a well-known cigar manufacturer at Dallastown, accompanied by Mrs. Sechrist, are spending several weeks on a pleasure trip through Georgia and Florida.

The employees of the cigar factory of Edward Noll, Main street, Dallastown, presented their genial employer with a fine turkey at Christmas time.

H. C. Kuntz, cigar manufacturer at Seven Valley, contemplates opening an additional cigar factory at Codorus (Jefferson Borough).

The Newberrytown cigar factory of J. C. Herman & Co., whose headquarters are at Harrisburg, is closed for some days covering the inventory period.

Jacob Frutiger, father of Wm. Frutiger, who was a member of the former firm of Adair & Frutiger, cigar manufacturers at Red Lion, dropped dead at his home in that town some days ago. Among the pallbearers were men of prominence in the cigar trade in that borough, and included A. C. Fry, John E. Detweiler and Charles Roseman.

John F. Strayer & Co., cigar manufacturers at Red Lion, tendered a chicken and oyster supper several nights ago to their employees, which was served at the home of Mr. Strayer, on Henrietta street.

George A. Kohler, of George A. Kohler & Co., at Yoe, Pa., has been entertaining his son, who is a student in the department of medicine at the Johns Hopkins University of Baltimore.

Roseman Bros., at Red Lion, local buyers for the American Tobacco Company, recently started a tour of the county in purchasing the crops of burley tobacco. The prices are from 6 and 2 and 8 and 2 cents per pound. There were nearly three thousand acres of burley tobacco grown in York County this year.

Anthony Munchel, one of the oldest cigar manufacturers and retail dealers in the city of York, and who has, for more than twenty-five years past, occupied premises at the N. E. corner of Market and Water streets, contemplates an early removal to a new storeroom in the Masonic Temple.

Henry Opici has opened a cigar and tobacco store in the Cleveland Building, at Camden, Me.

Cincinnati Had Fine Christmas Trade.

CINCINNATI, OHIO, December 28.

THE Christmas trade greatly exceeded that of last year. There was a great deal of the cheap goods sold during the holidays. Henry Strauss, the largest cigar jobber in Cincinnati, stated that the domestic trade was the best ever. He said: "We shipped out about a million and a half cigars. We did a great deal of shipping throughout the United States, but most of our business was down throughout Ohio, Indiana, and Kentucky. We were completely out of such grades as 'Number Nine,' 'Owl,' 'General Arthur,' and 'Robert Burns,' two weeks before Christmas. Among the higher grades of cigars, the biggest seller was the fancy 'Cabinet' a 25-cent cigar. Had it not been for Simon Batt & Company, the New York manufacturer, we would have been in a very bad fix."

"The retail business during the holidays was O. K.," said Oscar Gassman, one of the biggest retail houses here. "There was an exceptionally good demand for the 'Garcia,' and 'Vega,' 'Florida Luxe' cigars. We also sold a great deal of the 'Graham' and 'Ernst' goods" said he.

There were but few salesmen in town during the past two weeks. Most of them went to their homes for the holidays. James Batterton, a Cincinnati boy, stopped here on his way to his home at Paris, Kentucky. He is the general manager of the Ferdinand Hirsch Company, of New York.

Cincinnati jobbers are receiving very little goods from Tampa, and one of the local jobbers stated that there are a great deal of the strikers going to New York for work. We are getting a great deal of goods from New York, and Key Wst.

Schedules of the assets and liabilities of the James Smith & Company, tobacco manufacturers, of 417 Sycamore street, against which bankruptcy proceedings were instituted recently were filed in District Court, a few days ago. The total liabilities aggregate $64,701.21, of which $45,330.40 is due W. R. Hoffman, of Marietta, Ohio, on notes. The assets are valued at $16,662.14, of which nearly $12,000 is stock in trade.

The American Society of Equity and the National Tobacco Growers' Association held a two days' meeting in Elizabethtown, Kentucky, for the purpose of reorganizing the tobacco growers in Elizabethtown District. The object of the reorganizations are to check the low sale of tobacco on the leading markets in the Burley District, and to form a pool, on the 1911 Burley crop.

The total offerings of tobacco on the local Burley leaf breaks during the past two weeks amounted to 2,459,000 pounds of pooled tobacco. There were 72,000 pounds of new tobacco sold. The tobacco brought a much better price. It ranged at 10 cents a pound.

A three case lot of new crop, Northern Ohio Spanish cigar tobacco, the first shown on the breaks this season was sold. The total sale of cigar leaf amounted to 17 cases. The Globe tobacco warehouse sold 12 cases, and Farmers' and Shippers' 5 cases.

Negotiations are under way, which may mean the passing of Peebles' grocery from Peebles' corner . The United Cigar Company, the retail tobacco concern, has offered an annual rental of $3000 more than is at present paid by Joseph Peebles Company. The Peebles concern has had its store at Gilbert avenue and McMillian street, for over 30 years.

R. SEVING.

The Fred B. McGimmis Cigar Co., of Youngstown, O., recently acquired the "Times Building" of that city and after extensive alterations will occupy it as a cigar manufacturing establishment. This firm employs about 200 hands and is one of the largest in that section of the State.



Island City Closes a Banner Year of Production---J. A. Fernandez Now a Partner---Gato Factory Exceeds All Records--- Orders Still Coming in for Quick Deliveries--- Fleitas May Erect New Factory.

KEY WEST, December 27, 1910.

MANUFACTURERS here, without exception, have been busy during the past week with stock-taking, preparatory to furnishing the Government with the reports by January 1st. They tell me that the year 1910 has proven the banner year for Key West since the year of the big strike. This, of course, may be due to the shortage of Tampa goods, but even previous to this, the first six months were away ahead of the same period in 1909.

The "Olivette," of the P. & O. Line, passed through here a day or two ago, with 150 cigarmakers as passengers, en route for Tampa. Since the holiday rush has been concluded in Cuba, many of the cigarmakers are turning their eyes toward Tampa again, and each steamer carries fresh additions to the colony in this city.

In accordance with their usual custom, the R. Fernandez Cigar Company invited the heads of their department and visiting salesmen to a banquet which took place at the Jefferson on Christmas Eve, December 24th. Announcement was made at that time that Jose A. Fernandez had been admitted to partnership in the firm, and that, commencing January 1st, he would represent the house over the Middle West territory, including Texas, Oklahoma, Missouri and adjacent States.

Thomas Gato, of the E. H. Gato Company, states that their firm has passed all records during 1910 for the manufacture and distribution of "1871" cigars, and in commemoration of this fact, the firm displayed on their factories on Christmas Day, two of the finest silk flags, of theUnited States and Cuba, which have been seen in this city in a long time. They have on hand now, orders amounting to 600,000 cigars which have been received within the past few days, and the factory is rushed to the limit to get out the goods.

Jose Pumar, the efficient superintendent of the Martinez-Havana Company, returned from New York in time to enjoy the Christmas festivities at home. Mr. Pumar has been in ill health for some months, but looks better today than he has for many weeks, and says that he is too busy to remain ill. Their factories are running to their utmost capacity to get out the goods.

John Wardlow, of the Ruy Lopez Company, states that they have more cigarmakers seated today than they ever had before, and that even with their present tremendous output, the orders on hand are not yet exhausted, and they have enough on hand to keep them going steadily for at least the month of January.

I understand that S. & F. Fleitas have rounded up such a successful year that they are contemplating the erection of a new factory. This firm has made a consistent stand for quality in their goods and the growth of their business consequently has been of a permanent nature.

S. Wolf's Sons have shared in the general volume of big holiday business, and the call for their "Lukos-Smoker," which brand is now coming so prominently into favor, is heavier this year than they have ever known heretofore. The Wolf goods are being called for each month in territories where they have hitherto never been sold, and they have uniformly made good.

O. L. C.

Lancaster Closes Prosperous Year.

Manufacturers Anticipate Continuance of Good Trade.

LANCASTER, PA., December 30th, 1910.

EVERY cigar manufacturer in this district is now anxiously awaiting the results of the year's work. First, they are all deeply interested in ascertaining inventories; and, secondly, they will be more than interested in ascertaining the output for the month, and also the total production for the year just ending.

While the figures are not yet obtainable for the production during December, they feel fully sanguine that it will show up encouragingly well and that the year's production will show a wholesome increase over that of 1909. There is a general feeling that trade condtions will continue to be good for some time to come, and a large number of factories are said to be behind in their orders, and not a few will be able to continue operations for some time on present orders.

Of course, the output for this months is hardly expected to reach the grand total for November, and it is not uncommon at this time to hear talk of laying off of hands, temporarily at least. The pressure brought to bear upon cigar box manufacturers has been already relieved and the demand for small packages is now at an end, for which they, at least, are very glad.

The wedding of "Dan" Manheimer, proprietor of the Imperial Cigar Company, to Miss Irma Hirsh, daughter of Simon Hirsh, well-known clothier of this city, took place on the 28th inst. The bridal couple were the recipients of many handsome gifts and showered with congratulations.

Quite a heavy operator in the leaf market of this city during the past week was Hy. Jaskulek, of Cleveland, Ohio, who is said to have procured about 500 cases.

The cigar factory of John Whitter, recently established at Reamstown as a branch of his main factory at Newmanstown, now occupies the entire building formerly used by Hy. Ebberly as a furniture warehouse.

The cigar factory of John G. Root, which has been one of Reamstown's stand-bys for many years, is just closing a very active season.

M. C. Killian, at the same place, has also participated in greater activity than for some time previous.

Within the next few days, Wm. Levy will open his new business establishment on Market street, as a dealer in leaf tobacco. He terminates his present connection as superintendent of the S. R. Moss Cigar Company factories on December 31st.

Manheimer-Hirsh Wedding.

LANCASTER, December 28, 1910.

THE wedding of Dan Manheimer, of the Imperial Cigar Co., of this city, to Miss Irma G. Hirsh, daughter of Simon Hirsh, clothier of this city, took place this evening at Shaarai Shomayim Temple, and Rabbi Isidore Rosenthal officiated.

Mrs. Lester Moss, daughter-in-law of S. R. Moss, the well-known cigar manufacturer, was matron of honor, while the best man was Sigmund Moss, also of the S. R. Moss Cigar Co., and a cousin of the bridegroom. Gus. Neuwahl, a well-known cigar broker of Altoona, was one of the ushers.

Tampa Cigars for Christmas at Chattanooga.

THE cigar jobbers and dealers of Chattanooga, Tenn., were congratulating themselves upon the receipt of several shipments of Tampa-made cigars which were received by them about the middle of December, and which was promptly followed within a week by more shipments, which left the Chattanooga houses in very good shape for the Christmas holidays so far as their local trade was concerned. In this respect they were exceptionally fortunate.

To Develop San Francisco Cigar Factories.

Opening of Panama Canal Should Prove Impetus to Expansion.

SAN FRANCISCO, Dec. 20.

TAMPA goods continue very scarce, and some of the jobbers are under a great disadvantage on that account, being unable to fill orders on their old established brands, though the majority have other lines which for the time being are replacing the goods affected by the recent strike. At the consuming end, about as many cigars are being smoked as ever, and the retail business is normally active for this time of year. Christmas week has started off in excellent shape, with a large box business and holiday packages of all kinds are in good demand. Fancy boxes are moving to some extent, but the leading demand is for small boxes of high-grade cigars in fine sizes, with more call than usual for imported goods at the stores which make a specialty of them.

Several jobbers are now getting Tampa goods under their old brands, but nothing like enough to fill the accumulated orders, and it is expected that two or three months will elapse before all the old brands will be coming in regularly The outside distributive trade has been about closed for the year, most dealers at a distance from the city being well supplied and content to wait until after Christmas, at least, before buying anything more. The city dealers, however, hold off until the last moment and many of them are sending in orders for goods which they have already sold.

The law against selling cigarettes to minors has not been enforced here for some time, and a good many dealers had commenced to regard it as a dead letter, but it was brought to their attention about a week ago by about twenty arrests. A lot of evidence had been quietly collected by an officer of the Juvenile Court, and the sudden arrests were a surprise to everybody, though none of the more important dealers were involved. A number of those arrested pleaded guilty and the cases have been held over until next month. It is pretty certain that the cases will then be dismissed, as this is the first offense and no intimation had been given that the law was to be enforced.

The Retail Cigar Dealers' Association, of San Francisco, which at its inception was a matter of vital interest to the majority of local dealers, has dropped out of the limelight for a number of months past, as it has already accomplished several of the objects for which it was organized, and has made little progress on others. At the annual meeting on December 5, the attendance was so small that it was decided to postpone the election of officers to a special meeting. The leaders of the association movement are disappointed over the decline of general interest, as they feel that it is necessary to be constantly on the lookout to keep what has already been gained.

Charles H. Knubel, the local cigar broker, has just left for a long tour of the Northwest.

Charles Mattheas & Co. have taken up the "La Amita" brand of Garcia & Bros., of which they have just received a stock.

Frankel, Gerdts & Co., manufacturers of clear Havana goods, continue to have a tremendous rush, as their goods are being used in many places in the place of Tampa lines which cannot be had. While their output is now as large as possible with the facilities at hand, they find it impossible to keep up with orders.

Emil Judell, of H. L. Judell & Co., has been visiting a number of places within a short distance of San Francisco for the last few weeks, getting things in shape for the end of the year. This company is now getting in goods from its connections at Tampa, but though the shipments come by express they go out as fast as received.

For the last few months, M. A. Gunst & Co. have been giving more attention than before to the jobbing business in pipes. They are well satisfied with the results of the work in this line, on which there has been a good demand in anticipation of the holidays, and this month the local chain of stores has had an unusually brisk run on pipes at retail. In the wholesale cigar department everybody has been working overtime for several weeks past to keep up with the holiday trade. Messrs. M. A. and Morgan Gunst and Mr. Esberg are still in New York, and are not expected back until some time next month.

Michalitschke Bros. & Co. are making a fine window display of holiday packings, the "Alexander Humboldt" brand predominating.

The great success of local manufacturers of clear Havana cigars in the last year, increased as it has been by the shortage of Tampa goods, is leading to a good deal of talk about the establishment of more cigar factories in San Francisco. In former years, this was quite a cigar center, several thousand Chinese being employed by local factories, but this business was killed by the exclusion laws and now the only manufacturers who make any progress are employing Cuban workmen. There is no longer any difficulty in getting these people to come here and the climate of San Francisco is said to be as good as any in the world for cigar making. The question has accordingly been raised as to why the Pacific Coast should be so completely dependent upon a distant market for its cigars, and it is understood that at least one new factory is to be started after the first of the year, while the increased capacity of existing factories is pretty certain to be a permanent thing. It is of course a long distance from the primary tobacco market, but it is cheaper to ship raw tobacco than cigars, and when the Panama Canal is completed the matter of shipment will be gretly simplified. Of course, the growth of such an industry here must be gradual and the starting of one or two new factories is not likely to have any immediate effect on the business of the jobbing houses.

ALLEN.

Communication

TARIFFVILLE, CONN., Dec. 20, 1910.

THE TOBACCO WORLD.

Gentlemen:—

In your issue of December 15th you have an article under heading of "Copyrights His Tobacco Warehouse Plans." This is not correct and might work the firm of A. J. Ketchin & Son harm.

While Mr. W. M. Ketchin, of A. J. Ketchin & Son, designed the warehouse and overhead light for The Ketchin & Hayes Tobacco Corporation, he has no desire to copyright the plans We think that we are broadminded enough to realize that any advancement in the handling of tobacco should redown to the good of all. In other words, A. J. Ketchin & Son feel so confident that they can meet all competitors in this district that they would be delighted to show *any one* over the warehouse at any time and give any information in their power. They have already built 3200 sq. ft. of the glass roof for The Conn. Tobacco Corporation and 800 sq. ft. for the warehouse of F. M. Colton of Granby.

Trusting you will find a little corner in your magazine to make the desired correction, we are

Yours truly,

A. J. KETCHIN & SON.

W. M. Ketchin.

Tobacco Crops for 1910 by Types.

Reported by the Department of Agriculture, as Embodied in the Annual Report of the Bureau of Statistics.

AN interesting review of the progress and result of the 1910 tobacco crop throughout the tobacco growing sections of the country is given in the December "Crop Reporter," issued by authority of the Secretary of Agriculture. It covers the production of cigar leaf and types of chewing, smoking and snuff tobaccos.

The table presented herewith is highly edifying, and should be read carefully. It will be seen that upon the whole, the difference between the crops of 1910 and and 1909, is not so great as might have been expected, judging by earlier reports.

Following is the table in full:

AREA, YIELD PER ACRE, PRODUCTION, AND FARM VALUE OF TOBACCO, BY TYPES AND DISTRICTS, DECEMBER 1, 1910 AND 1909.

Type and District.	Acreage. 1910	Acreage. 1909	Yield per Acre. 1910	Yield per Acre. 1909	Production. 1910	Production. 1909	Farm Price Dec. 1. 1910	Farm Price Dec. 1. 1909	Value, Dec. 1. 1910	Value, Dec. 1. 1909
I. *Cigar Type.*	*Acres.*	*Acres.*	*Pounds.*	*Pounds.*	*Pounds.*	*Pounds.*	*Cents.*	*Cents.*	*Dollars.*	*Dollars.*
New England	18,100	18,100	1,728	1,638	31,826,000	29,655,000	16.1	15.9	5,039,000	4,710,000
New York	5,900	6,000	1,250	1,175	7,375,000	7,950,000	8.5	8.0	627,000	564,000
Pennsylvania	33,000	31,200	1,500	985	49,500,000	30,732,000	9.3	9.0	4,603,000	2,766,000
Ohio—Miami Valley	53,900	55,000	800	900	43,120,000	49,500,000	8.2	9.5	3,536,000	4,702,000
Wisconsin	30,200	31,500	1,050	1,180	31,740,000	37,170,000	7.5	9.2	2,378,000	3,420,000
Georgia and Florida	5,100	6,600	680	707	3,468,000	4,665,000	22.1	34.0	765,000	1,586,000
II. *Chewing, Smoking, Snuff, and Export Types.*										
Burley District	305,000	255,000	830	960	253,150,000	244,800,000	9.6	13.4	24,302,000	32,803,000
Dark Districts of Kentucky and Tenn.:										
Paducah District	99,200	82,000	750	675	74,400,000	55,350,000	7.8	7.3	5,803,000	4,040,000
Henderson or Stemming District	101,200	92,000	800	770	80,960,000	70,840,000	7.2	6.8	5,829,000	4,817,000
Upper Green River District	16,000	20,000	850	720	13,600,000	14,400,000	7.4	6.2	1,006,000	893,000
Upper Cumberland District	8,600	11,000	750	760	6,450,000	8,360,000	6.8	6.6	439,000	552,000
Clarksville and Hopkinsville	103,500	90,000	760	740	78,660,000	66,600,000	8.8	8.0	6,922,000	5,328,000
Virginia Sun-Cured District	13,200	11,000	810	835	10,692,000	9,185,000	8.5	8.4	909,000	772,000
Virginia Dark District	71,400	70,000	800	840	57,120,000	58,800,000	8.0	7.8	4,570,000	4,586,000
Bright Yellow District:										
Old Belt—Va. and N. Carolina	192,800	189,000	700	640	134,960,000	120,960,000	10.4	9.9	14,036,000	11,975,000
New Belt—Eastern North Carolina and South Carolina	126,700	164,500	550	650	69,685,000	106,925,000	10.0	8.3	6,968,000	8,875,000
Maryland and Eastern Ohio Export	32,000	28,600	735	735	23,520,000	21,021,000	7.7	8.3	1,811,000	1,745,000
Perique—Louisiana	500	400	550	550	275,000	220,000	25.0	37.0	69,000	81,000
Scattering	17,500	18,400	824	713	14,418,000	13,124,000	12.8	11.4	1,846,000	1,504,000

I. CIGAR TYPES.

1. *New England.*—The early part of the growing season was favorable and tobacco started off well, but dry weather in July checked growth, early plants bloomed low and the leaves did not attain good size. A favorable August caused rapid improvement, and at harvest the crop, free from insect or storm damage, except a small area injured by hail, was the best in several years. The growth, except a small per cent. of early-planted, was large. Satisfactory conditions after harvest enabled the bulk of the crop to be cured in good condition, but there are now some complaints of pole sweat As a whole, this is the best crop grown in New England in several years. The yield per acre is 1,728 pounds and the December 1 price per pound 16.1 cents, both higher than last season.

2. *New York.*—Planting was finished in good time. In the Onondaga district the weather was favorable during the growing and harvesting period; the crop—the best in several years—has good size, and the cured product good size, color, and body. In the Big Flats district dry weather caused smaller growth than usual. Some damage, though less than last year, was done by grasshoppers. With good weather after harvest a sound cure was effected. The crop is better than a year ago, but will yield only a small per cent. of wrappers and binders. The yield per acre, 1,250 pounds, for the State is larger than that of 1909. The December 1 price is 8.5 cents, which is an improvement over last year.

3. *Pennsylvania.*—Good weather during the growing season produced an exceptionally large growth and spread of leaf. With practically do damage from insects or storms the crop went into the sheds in good shape. Some damage from pole sweat, however, is apparent in the cured product, but this is not believed to be extensive. The tobacco in the sheds has been too dry since curing to be handled, and the extent of the damage from this cause can not be known until taken from the poles. This is the best crop produced for some years; has good size, color, and body, and will yield a large per cent. of fine grades. The yeild per acre, 1,500 pounds, is an increase of over 50 per cent. above that of last year. The price, 9.3 cents per pound, is slightly higher than was paid for the 1909 crop.

4. *Ohio—Miami Valley.*—Wet weather during the early part of the growing season did some damage to the crop in the field, and subsequent dry weather retarded growth. Improved conditions later resulted in good development in late-planted fields. The early part of the crop, too near maturity to receive the full benefit of fine weather, has small size. Some damage from shed burn is reported, but as tobacco in the sheds has been too dry to handle, the extent was not known when reports were sent to this Bureau; it is not believed, however, to be important. On the whole, the cured product is thought to have better quality than last year, but the yield per acre is 100 pounds less, being only 800 pounds. Only a small per cent. had been sold when reports were sent in, but the price indicated, 8.2 cents per pound, is less than last year.

5. *Wisconsin.*—Dry weather in June and July reduced the area planted, caused bad stands in numerous fields, and checked growth; on August 1 the crop appeared a failure. After rains in August improvement was rapid, and most of the crop attained good size The most extensive damage by hail and wind probably ever known in the State was suffered during August. More than usual damage was also done by worms and grasshoppers, causing this crop to be the poorest harvested in a number of years, only a small per cent. being suitable for binders. Some damage, but not serious, from shed burn is reported. The yield per acre, 1,050 pounds, is less than for some years; the price, 7.5 cents per pound, is less than last season.

6. *Georgia and Florida.*—Too much rain during the growing and harvesting season caused serious damage to the crop both in the field and in the shed. Most of the cured product is of medium quality with a small per cent. of fine tobacco. Shade-grown tobacco sold for 30 and sun-grown for 15 cents per pound, the average being 22.1 cents, or less than last year. The yield per acre, 680 pounds, is also smaller.

II. CHEWING, SMOKING, SNUFF AND EXPORT TYPES.

1. *Burley District.*—Heavy and prolonged rains during June and the first half or July prevented proper cultivation and did serious damage. Subsequent dry weather afforded opportunities for cultivation, but delayed growth, causing most fields to be topped low. Some improvement was made during the latter half of August and September, but at harvest the crop was much inferior to that of 1909. The cured product is inferior to last year's in size, color and body, being mostly medium and low grades, showing some house burn and having a small per cent. of fine tobacco. The yield per acre, 830 pounds, is 130 pounds less than that of the preceding crop, and the December 1 price is 9.6 cents a pound, against 13.4 cents in 1909.

2. *Dark Districts of Kentucky and Tennessee.—Paducah District.*—Heavy rains in July prevented proper cultivation and destroyed some fields in the lowlands. Conditions improved later, and the crop went into the house in better shape than last year and was cured in good condition. It has medium size with good color and body Long tobacco is scarce, but quality is better than last year. The yield per acre, 750 pounds, is larger than in the preceding year, and the price per pound, 7.8 cents, is higher.

Henderson or Stemming District.—Considerable damage was done by heavy rains in July; a number of fields were entirely destroyed. During August and early September conditions were favorable, and a much better crop than the preceding one was harvested. The cured tobacco also has better size, color and body. The yield per acre, 800 pounds, is larger than a year ago. The price is 7.2 cents per pound, as compared with 6.8 cents in 1909.

Upper Green River District.—Damage was done by heavy rains in July, and some fields were destroyed. Late conditions were better, and a better crop was secured than last year. The cured tobacco is sound, with better color and body than in 1909. Most of the crop is of medium size, with a scarcity of long tobacco. The yield per acre is 850 pounds, or 130 pounds more than in 1909. The average price per pound is 7.4 cents, compared with 6.2 last year.

Upper Cumberland District.—During about three weeks of wet weather, beginning the latter part of June, the crop suffered from lack of cultivation and from growth of weeds and grass. Dry weather in late July and August checked growth, making the crop mostly of medium size, with a small per cent. of long tobacco. The

(Concluded on page 36)

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

Cost of Registration, Certificate and Publication is $1 for each Trade-Mark
For Searching a title which does not result in registration, 25 cents.
For transferring and Publishing Transfer of Registration, 50 cents.
For issuing Duplicate Certificate of Registration, 50 cents.
Applicants should be careful to fully specify the use of desired Trade-Mark

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

NORRI:—21235.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 13, 1910, at 9 A. M., by A. Lipschitz. Philadelphia:

STRAIGHT CUT:—21,236.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 12, 1910, at 9 A. M., by Wm. Steiner, Sons & Co., New York.

TALK-ON:—21,237.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 13, 1910, at 9 A. M., by H. F. Kohler, Nashville, Pa.

FAG-A-BALA:—21,238.
For cigars. Registered December 13, 1910, at 9 A. M., by E. J. Mattocks, Jersey City, N. J.

TECLA:—21,239.
For cigars. Registered December 13, 1910, at 9 A. M., by Quinones-Cabezudo Co., New York.

DULCE VANA:—21,240.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 14, 1910, at 9 A. M., by Schmidt & Co., New York.

IDEOLO:—21,241.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 14, 1910, at 9 A. M., by Wm. Steiner, Sons. & Co., New York.

WOLVERINE AUTOMOBILE CLUB:—21,242.
(With special design as illustrated.)
For cigars, cigarettes, chewing and smoking tobacco. Registered December 14, 1910, at 9 A. M., by Lilies Cigar Co., Detroit, Mich.

LA SANCHA:—21,243.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered December 14, 1910, at 9 A. M., by Fisher & Yglesia, Brooklyn, N. Y.

PESCADO:—21,244.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered December 14, 1910, at 9 A. M., by Fisher & Yglesia, Brooklyn, N. Y.

WHOOPEE:—21,245.
For cigars, cigarettes and cheroots. Registered December 15, 1910, at 9 A. M., by J. C. McKerring, Kalamazoo, Mich.

NEW NIXON:—21,246.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 16, 1910, at 9 A. M., by A. I. Gluckman, Philadelphia.

SOCIALIST:—21,247.
For cigars, plug, twist and smoking tobacco. Registered December 16, 1910, at 9 A. M., by F. A. Monday, Fort Scott, Kansas.

LONG RANGE:—21,248.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered December 16, 1910, at 9 A. M., by Frank Telscher, Cincinnati, O.

LOS LUCHADORES:—21,249.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 16, 1910, at 9 A. M., by Chas. Stutz Co., New York.

ROSA ANITA:—21,250.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 16, 1910, at 9 A. M., by Schmidt & Co., New York.

BIRON:—21,251.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 16, 1910, at 9 A. M., by Wm. Steiner, Sons & Co., New York.

THE WRIGHT:—21,252.
For cigars. Registered December 17, 1910, at 9 A. M., by Eugene P. Gillespie, York, Pa.

THIS IS IT:—21,253.
For cigars, cigarettes and cheroots. Registered December 17, 1910, at 9 A. M., by The Best & Russell Co., Memphis, Tenn.

PRINCESS MOLLIE:—21,254.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 19, 1910, at 9 A. M., by Theobald & Oppenheimer Co., Philadelphia.

LADY MOPSA:—21,255.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 19, 1910, at 9 A. M., by Theobald & Oppenheimer Co., Philadelphia.

PRINCESS EL BIMBI:—21,256.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 19, 1910, at 9 A. M., by Theobald & Oppenheimer Co., Philadelphia.

PRINCESS DEHRA:—21,257.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 19, 1910, at 9 A. M., by Theobald & Oppenheimer Co., Philadelphia.

C. & M:—21,258:—(With special design as per illustration.)
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered December 19, 1910, at 9 A. M., by by Courzis & Mexis, Tampa, Fla.

COLORADO E.:—21,259.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 19, 1910, at 9 A. M., by American Cigar Co., New York.

COLLEGE HEROES:—21,260.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 19, 1910, at 9 A. M., by American Cigar Co., New York.

OLD CROP:—21,261.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 19, 1910, at 9 A. M., by Dana-Cates-Simson Co., Ironton, O.

OH I SEE:—21,262.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered December 19, 1910, at 9 A. M., by H. H. Terry, Tampa, Fla.

O. I. C.:—21,263.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered December 19, 1910, at 9 A. M., by H. H. Terry, Tampa, Fla.

LA CORONA DE VERDAD:—21,264.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered December 19, 1910, at 9 A. M., by H. H. Terry, Tampa, Fla.

EL HASICO:—21,265.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 19, 1910, at 9 A. M., by Harry Silverman Cigar Co., Atlanta, Ga.

O. K.:—21,266.
For cigars and cigarettes. Registered December 19, 1910, at 9 A. M., by Toffaleti, Gonzalez & Co., Port Tampa City, Fla.

ORIOLE:—21,267.
For cigarettes only. Registered December 19, 1910, at 9 A. M., by Constantine Coconis and Alfred McDonnell, Boston, Mass.

EL VERMANO:—21,268.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 19, 1910, at 9 A. M., by Harry Silverman Cigar Co., Atlanta, Ga.

HOOCHIE-KOOCHIE SMOKERS:—21,269.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered December 20, 1910, at 9 A. M., by Heinemann Bros., Baltimore, Md.

THE PRINCESS OF EGYPT:—21,270.
For cigarettes only. Registered December 20, 1910, at 9 A. M., by E. Soter, Jr., New York.

YORK:—21,271.
For pipes. Registered December 22, 1910, at 9 A. M., by Metropolitan Tobacco Co., New York.

DUKE OF PAVIA*:—21,272.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 22, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y. (Re-registration.)

A. F. STEINER:—21,273.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco and snuff. Registered December 22, 1910, at 9 A. M., by Rigby Cigar Co., Dayton, O.

EL SECONDO:—21,274.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 22, 1910, at 9 A. M., by H. F. Kohler, Nashville, Pa.

LEO CARONO:—21,275.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 22, 1910, at 9 A. M., by Symons-Kraussman Co., New York.

COCA:—21,276.
For cigars and cheroots. Registered December 22, 1910, at 9 A. M., by J. F. Coca, Philadelphia. (Re-registration.)

EAGLE BELLE:—21,277.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered December 22, 1910, at 9 A. M., by American Lithographic Co., New York.

EL PROPINA:—21,278.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 22, 1910, at 9 A. M., by the American Lithographic Co., New York.

FLAXON:—21,279.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered December 23, 1910, at 9 A. M., by T. A. Wadsworth, Detroit, Mich.

ANSWER:—21,280.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered December 23, 1910, at 9 A. M., by T. A. Wadsworth, Detroit, Mich.

THE EGYPTIAN PRINCESS:—21,281.
For cigarettes. Registered December 23, 1910, at 9 A. M., by E. Soter, Jr., New York.

REAL THING:—21,282.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 23, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

RIGHT MARK:—21,283.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 23, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

GOOD MARK:—21,284.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 23, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y.

SILVER JINKS:—21,285.
For cigars, cigarettes, cheroots and stogies. Registered December 24, 1910, at 9 A. M., by J. W. Waddell, Belmont, O.

LA FLOR DE NACAR:—21,286.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 23, 1910, at 9 A. M., by L. C. Wagner & Co., New York.

ROUND HILL:—21,287.
For cigars. Registered December 23, 1910, at 9 A. M., by L. S. Annable, Springfield, Mass.

PINK RIBBON:—21,288.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 24, 1910, at 9 A. M., by Martha Washington Cigar Co., New York.

RED AND GRAY:—21,289.
For cigars and tobacco. Registered December 24, 1910, at 9 A. M., by M. McCoy, Philadelphia.

FULL BRED:—21,290.
For tobacco. Registered December 24, 1910, at 9 A. M., by M. McCoy, Philadelphia.

G. B. HAVANA SPECIALS:—21,291.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 27, 1910, at 9 A. M., by Gans Bros., New York.

LA GIRALDA:—21,292.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 27, 1910, at 9 A. M., by The Moehle Lithographic Co., Brooklyn, N. Y. (Re-registration.)

LAS PERLAS:—21,293.
For cigars and cigarettes. Registered December 28, 1910, at 9 A. M., by Toffaleti, Gonzalez Co., Port Tampa City, Fla.

LAS PRECIOSAS:—21,294.
For cigars and cigarettes. Registered December 28, 1910, at 9 A. M., by Toffaleti, Gonzalez Co., Port Tampa City, Fla.

TRADE BALANCE:—21,295.
For cigars, cigarettes and cheroots. Registered December 28, 1910, at 9 A. M., by Cole Lithographing Co., Chicago, Ill.

CARNO:—21,296.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered December 28, 1910, at 9 A. M., by Dana-Cates-Simson Co., Ironton, Ohio.

MARCA DE IMPERIAL:—21,297.
For cigars, cigarettes, chewing and smoking tobacco. Registered December 28, 1910, at 9 A. M., by Schmidt & Co., New York.

SPRING MAID:—21,298.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. Registered December 28, 1910, at 9 A. M., by American Lithographic Co., New York.

AMERICAN COMMERCE:—21,299.
For cigars, cigarettes and cheroots. Registered December 28, 1910, at 9 A. M., by The Golindo Cigar Co., Baltimore, Md.

PATSY CLUB:—21,300.
For cigars, cigarettes and cheroots. Registered December 28, 1910, at 9 A. M., by The Golindo Cigar Co., Baltimore, Md.

FITZ HERBERT:—21,301.
For cigars, cigarettes and cheroots. Registered December 28, 1910, at 9 A. M., by The Golindo Cigar Co., Baltimore, Md.

PRESCRIPTION:—21,302. With special design as per illustration.



For cigars, cigarettes, chewing and smoking tobacco. Registered December 28, 1910, at 9 A. M., by Charles Sether, Decatur, Ind. Re-registration by transfer. Originally registered June 13, 1907, by Jos. Simon & Son, and transferred to Charles Sether on October 31, 1910.

Tobacco Crops for 1910 by Types.

(Concluded from page 34)

cured product is sound, with good color, and quality about the same as last year, but body is not so good. The price is 6.8 cents and the yield per acre 750 pounds.

Clarksville and Hopkinsville District.—Reports indicate an irregular crop, good in some sections and inferior in others. Because of much rain in June and early in July and dry weather in August quality, on the average, is, like that of last year, only medium. The crop is mostly medium size, with a scarcity of long tobacco, but has good color and body. The yield per acre is 760 pounds, and the price 8.8 cents per pound, both higher than last year.

3. *Virginia Sun-Cured District.*—With good weather during the growing and curing season, a better crop than the preceding one has been secured; the size is medium, with better color and body. The yield per acre, 810 pounds, is less than in 1909, while the price, 8.5 cents, is higher.

4. *Virginia Dark District.*—The early part of the crop has medium size, while the late has larger growth. All has good color and body and is the best crop grown in recent years. While growing it suffered little insect or other damage, and a sound cure was secured, making it a fine crop. The out-turn per acre is 800 pounds, the price 8 cents per pound.

5. *Bright Yellow District.—Old Belt: Virginia and North Carolina.*—The crop has good size and body, but is deficient in color, being much darker than usual. Some late tobacco is coarse and dark on account of heavy rains during harvest and curing. Medium and low grades predominate with a scarcity of wrappers and other fine grades. Quality is inferior to last year's, but this is a ripe, sound, useful crop of filler tobacco. The per-acre yield amounts to 700 pounds; the price is 10.4 cents, both showing improvement as compared with 1909.

New Belt: Eastern North Carolina and South Carolina.—Wet weather during the growing season and harvest destroyed some fields and, by causing small growth, injured practically the entire crop. The cured tobacco, deficient in size, color and body, represents one of the poorest crops ever grown in the district, and contains only a small per cent. of wrappers or other fine grades. The yield per acre, 550 pounds, or 100 pounds less than last year, is much below average. The price, 10 cents per pound, is higher than that of the preceding season.

6. *Maryland and Eastern Ohio Export.*—Parts of this district report a better crop than the previous one, while others show lower quality. As a whole, the quality of the two crops is about the same. The early planting, having suffered from dry weather, is small in size, while the late made good growth after rain in August. With favorable weather after harvest the cured tobacco is sound, with good color and thin leaf. The yield per acre is 735 pounds, the same as the year before; the indicated price, 7.7 cents per pound, is less.

7. *Perique.*—Meager reports indicate a crop of better quality than last year and above average. A yield of 550 pounds per acre is reported and a price of 25 cents per pound.



NEW YORK STATE.

NEW YORK CITY.

FOR more than a week past, leaf tobacco packers and dealers have been busily engaged in ascertaining inventories, and with the exception of the intervening holidays, they were not seriously interrupted because buyers were scarce. Actual business in sales was small as was to be expected, and only on pressing needs did manufacturers go into the market at all for goods. Local jobbing houses, of course, had about the usual routine of business because their trade is made up largely of what may be called "transient business."

For another week or ten days little effort will be made to go after new business and most of the traveling salesmen are having a protracted holiday. Of course, there is always a certain amount of business done, no matter what the actual conditions are, but that is not trading in a truly commercial sense of the word. No revival is looked for, for the next week or two, and in the meantime our tradesmen are digesting the figures placed before them concerning the results of their business during 1910.

In Havana tobacco the conditions are quiet here, and yet reports are coming from the Island to the effect that a fair volume of business has been done there.

Some business has developed in the Sumatra market, although the volume was in keeping only with the season of the year when manufacturers curtail all excess purchases of stock.

PENNSYLVANIA.

PHILADELPHIA.

UP to within the past week the leaf market in this city showed considerable activity. In fact, during the week preceding Christmas an unexpected amount of business developed, and several houses reported unusually heavy shipments of goods. It is generally the case at this time of year that leaf men are requested to withhold shipments of leaf rather than be privileged to make prompt shipments. This fact would indicate either one of two things, which are that, cigar manufacturers must have been admittedly short of stock, or that their output exceeded their earlier expectations and made it necessary for them to acquire more than the usual quantity of leaf. It is stated that many of the factories are closing the year's business with more than ordinary amount of orders, and to this may be attributed the cause of their laying in stocks at this time of the year.

The Sumatra market has been in statu quo. Offerings have been taken only in meagre quantities, despite the fact that stocks are gradually dwindling away, and the matter of a sufficient supply may yet become a problem to cause some anxiety.

The Havana market shows a rather peculiar condition. It is stated by one importing house that during the past two months practically all the active business of the year was done. Manufacturers seem to have just come to realize the actual conditions, and the fact that prices could no longer be maintained at old figures. Another importer recently visited the Island and is reputed to have secured 1,500 bales of choice tobacco which will be offered the trade early this month.

LANCASTER.

There seems to have been a very small movement of old goods in this market during the past week or two. The business done was made up of small sales, to local manufacturers principally, because they are in the habit of buying pretty much as they need the goods. Notwithstanding this, there has been bought of the 1910 crops more than 60 per cent., and during the past week the prices have stiffened a little, if anything. Even though some of the earlier buyers seem to have, at least temporarily, withdrawn from the field, local packers have shown greater activity and the movement is steadily progressing. There are even a few who have not yet begun to buy, and they do not seem the least perturbed, or in fear that there will not be plenty of tobacco to buy later on. Sales have been more numerous at 11 cents during the past week than at any time previous, but it is thought to be due largely to the competition created by the local packers themselves, and not so much by an urgent need to procure the crops immediately.

Out in Manor township, which is reputed to be one of the best tobacco growing sections of the county, considerable quantities are said to have lately been contracted for at 11 cents.

While a big portion of the crops have been sold, only a very small percentage of it has thus far been stripped, but farmers are at it now. Not much has thus far been delivered at warehouses. Delivery will no doubt begin within the next two weeks.

OHIO.

DAYTON.

Buyers are still engaged in picking up crops of tobacco here and there, of both the Zimmer Spanish and Little Dutch variety. They are mostly in quest of old goods, but very few crops are remaining in farmers' hands. The production of leaf this year is about the same as last year, and prices do not show any material change either.

WISCONSIN.

EDGERTON.

THE tobacco buying movement has been somewhat retarded by the unfavorable weather conditions and which prevented casing, and operations through the country districts have been almost suspended for the time being. Growers are patiently awaiting suitable weather for completing the stripping process, and delivery of the large quantities already sold is being seriously delayed.

The market for old goods is reported quiet, at all the leading leaf centres of trade in this State, and at this season of inventory, neither manufacturer or leaf jobber cares to increase his holdings. Greater activity is looked for after the holiday season. Nearly 1000 cases have been shipped East during the past week.

STOUGHTON.

The present inactivity is ascribed to the cold weather and the intervention of the holidays, but dealers seem sanguine that before long there will be a general resumption of business.

Farmers are anxiously awaiting suitable casing weather which would enable them to complete the stripping of their crops and would also facilitate warehouse handling. During January damp periods are always looked for, and should it be delayed until spring a great amount of inconvenience would be surely caused. Warm weather is not so desirable as a spell of penetrating damp weather.

MADISON.

The Wisconsin Tobacco Growers' Association, at a meeting held on December 16th, decided to change the name to Farmers' Tobacco Association, to incorporate the body and engage in the tobacco business on a co-operative basis, and oprate warehouses.

The present plans are to carry on business after the methods attempted in the South, where crops are pooled and an effort is made to hold them until high prices are obtainable. The following set of officers were elected: President, J. H. Towensend, Cambridge; vice-president, J. C. Hanson, Deerfield; secretary, George O. Moen, Stoughton; treasurer, Jacob Asleson, Stoughton, and directors, Bert, Ehorn, Gay Mills; Jeans Davidson, Westby; Judge D. O. Mahoney, Viroqua; A. Neten, Chippewa Falls, and O. M. Olson, Stoughton.

Judging by the success obtained by the southern pools this year, that method would hardly seem worthy of emulation.

NEW ENGLAND STATES.

WINDSOR, CONN.

TOBACCO growers of this section are now making use of the experience which they obtained in growing the 1910 crop and will this winter prepare for next year's crop. It is well remembered that last season, when the tobacco damp came on, a number of tobacco growers saved their crops only by burning charcoal in their sheds to dry out the dampness, and doubtless a good many thousand of dollars' worth of tobacco were saved in that way. There were, however, quite a number who were not prepared when the damp appeared and had to send as far away as Hartford to buy charcoal and at a high cost, while in other instances crops were damaged. This winter a large number of farmers are cutting wood and burning charcoal so as to be in readiness for next spring.

WESTFIELD, MASS.

The tobacco men of this vicinity are becoming more and more interested in a movement to syndicatize tobacco lands for the purpose of raising Sumatra leaf under shade. There has thus far been no particular effort locally to raise Sumatra tobacco.

SUFFIELD, CONN.

At this town there is great contemplation of having a number of plantations of tent-grown tobacco during the coming year. Aside from syndicate operations, a number of individual growers have gotten the fever and will undoubtedly try it themselves, as an experiment. They contemplate, however, cultivation from Cuban seed.

SPRINGFIELD, MASS.

The buying of Connecticut Valley tobacco lands in a wholesale fashion continues to be the sensation in tobacco trade circles. In fact local growers seem to be becoming somewhat alarmed and fear that an attempt will be made to wipe out competition in shade-grown leaf by acquiring all the desirable farms that can be bought.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

For Sale.

FOR SALE—By the undersigned, the Executors of the Estate of HENRY H. HEERT, late of the County of New York, deceased, to wind up said estate:

Notice is hereby given that the undersigned will sell at public auction, upon the premises, on the 22d day of December, 1910, at eleven o'clock A. M., by OSCAR STERN, auctioneer, the business formerly conducted by the deceased under the name of Knickerbocker Cigar Factory, at Nos. 110-112 Murray street, in the City of New York, Borough of Manhattan, and continued by his executors since his death, consisting of a large and choice stock of Havana, Sumatra, and other tobaccos, manufactured cigars and tobacco in process of manufacture, labels, fixtures, including tables, molds, presses, scales, tools, implements, and other paraphernalia belonging to said business, and also the outstanding accounts, the lease of said premises, and the good-will of said business. The business is a profitable one, and has been favorably known to the trade for many years. The chief brand of cigars manufactured by said business was the "Fifth Avenue," which had and still has a large local trade.

Separate bids will be received for all of the foregoing assets in the following order: (1) Stock, (2) fixtures, (3) outstanding accounts, (4) lease and good-will. The said business, including all of the foregoing assets, will then be offered for sale, in its entirety, as a going concern. The undersigned reserve the right to accept the bid that will produce the highest sum for said business under either of the foregoing methods.

Bona fide intending purchasers will be given full opportunity to examine the stock, fixtures, lease, and the books of account, to which they are accorded free access at all reasonable hours up to the date of the sale.

A catalogue of the sale containing detailed information in regard to the stock, fixtures, lease, and outstanding accounts of the business, will be ready for distribution about December 19th, 1910, and will be mailed to any person sending his address to JOSHUA KANTROWITZ, Attorney, 320 Broadway, New York City, Manhattan Borough, or to JOHN LECHLER, 110 Murray street, New York City, Manhattan Borough.

Until such catalogue is issued, any information with respect to such business may be had by communicating with the said JOSHUA KANTROWITZ or the said JOHN LECHLER.

RAY H. WINSTEN,
MOSES ESBERG, and
JOHN LECHLER,
Executors.

The above sale is hereby adjourned to Friday, January 5th, 1911, at the same hour and place.

RAY H. WINSTEN,
MOSES ESBERG, and
JOHN LECHLER,
Executors.

STANDARD TOBACCO MATS FOR SALE. Orders promptly filled. Write for prices. F. H. Hauser & Co., 24 Stone St., New York. 10-15-N

MACHINERY AND TOOLS—Consisting of 50 H.-P. Boiler, 40 H.-P. Engine feed water heater cooking kettle, reserve tank, dipping tub, two wringers, two cutters, two shell dryers, Adt steam dryers, four conveyors steam coils, steam line shafting pulleys, hangers, belting tools, etc. Address Greenwold Bros., Walnut and Canal Streets, Cincinnati. 11-1-tf.

FOR SALE—Pure Dutch, Gebhardt or Zimmer Spanish scrap filler tobacco. These scraps are from old resweat wrapper B tobaccos—high quality, clean, dry and ready to work. Write for samples and prices. Horner Tobacco Company, 208 S. Ludlow St., Dayton, O. 9-1-c

FOR SALE—Pure Havana scraps, guaranteed high aroma. Price, 45 cents; any quantity.
PANDOZ CO.,
173-175 E. Eighty-seventh St., New York. 8-15-ch.

Special Notices.

L. L. SCHLOSS,
CIGAR BROKER,
29 Randolph Street, Chicago, Ill.
Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill. 6-17-he

Help Wanted.

SALESMEN WANTED to represent a Philadelphia factory manufacturing popular five and ten-cent cigars. Address Box 51, care Tobacco World, 102 S. 12th St., Phila.
50 PER CENT. PROFIT ON THIS SIDE LINE.

SALESMEN, CALLING ON THE CIGAR AND TOBACCO TRADE, CAN OBTAIN A SIDE LINE PROPOSITION WHICH WILL NOT INTERFERE WITH THEIR REGULAR BUSINESS, TAKE VERY LITTLE OF THEIR TIME AND YIELD A PROFIT OF 50 PER CENT.
ONLY FIRST-CLASS MEN WHO CAN FURNISH REFERENCES AS TO HONESTY AND ABILITY NEED APPLY. WE CAN GET PLENTY OF THE OTHER KIND.
ADDRESS CONFIDENTIALLY, BOX 52, CARE OF THE TOBACCO WORLD, PHILADELPHIA.

Cure for Disease in Tobacco Plants.

CONSUL FRANK W. MAHIN notes from an Amsterdam publication that Mr. Ter Laag, of Surinam (Dutch Guiana), has devised and uses an effective method for destroying bacilli which injure tobacco plants by crisping the young twigs. It is said that a common method is to cut off affected parts as they appear, but that this is troublesome and expensive and delays the maturity of the plant. Mr. Ter Laag removes crisped twigs and seriously affected branches, and then sprinkles on the plant a solution of copper sulphate, This operation, repeated a few times a year will, it is said, accomplish the same result as the cutting process, but more directly and with more lasting benefit to the plant.

Badger State Items.

The Eagle Tobacco Warehouse, of Jacksonville, has been leased from Geo. Decker by the American Cigar Co., who will put up a large packing of tobacco.

T. B. Earle, of Edgerton, is installing some modern drying machinery in his warehouse to be used in connection with the stemming operation carried on for the Bloch Bros. Tobacco Co., of Wheeling, W. Va.

Geo. Rumrill, who has been under medical treatment by a specialist in Chicago, has returned to his home at Janesville, greatly improved.

Tobacco Crash Causes Bank Failure.

IT is reported from Danville, Va., that following the announcement of the insolvency of the Suthern-Mead Tobacco Co., the firm of Johnston & Cheak, private bankers, failed to open its doors. The firm consists of Chas. L. Holland and Edmund B. Mead. The bank is said to have had about $150,000. The liabilities are estimated at $180,000 and assets at $200,000.

Connecticut Valley Items.

A. F. Shepard, of Portland, has been operating quite extensively in buying crops lately.

Unfavorable weather recently caused a temporary shutdown of Emanual Hoffman & Sons, at East Hartford.

Representatives for Isaac Meyer & Sons, of New York City, have been operating quite successfully in the vicinity of South Glastonbury.

Perry Lowenthal, of P. Lowenthal & Co., New York, was a recent visitor through the Connecticut Valley where he purchased a number of crops of 1910 tobacco.

The Fuller warehouse, at Suffield, has now been opened for the season.

We beg to extend to the trade
our best wishes for a
Happy and Prosperous
New Year

H. DUYS & CO.
170 Water St., New York

The Leading Sumatra House

Standards for Thirty Years



Havana Filled Cigar retailing at 10 cents



High Grade Nickel Cigar that sells on its Merits

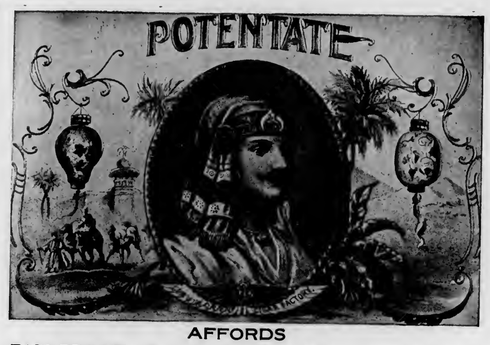
These brands will be a valuable acquisition to live dealers
Write direct to the manufacturers

GEO. S. MILLER & CO., Pottstown, Pa.

MORE POPULAR THAN EVER

JOBBERS who have taken hold of these goods during the past three months HAVE MET WITH SUCCESS, because

THE



AFFORDS

FAIR PROFIT to the Jobbers; GOOD MARGIN to the Dealers; FULL VALUE to the Consumers

The POTENTATE is a QUALITY Ten-cent Cigar in all that "Quality" implies

We also make a SUPERIOR LINE OF NICKEL GOODS, under the titles of "Lehr's Smokers," "King of the Desert," and "Confidence." Correspondence with active handlers invited.

GEO. W. LEHR

Established 1876 — READING, PA.

T. L. ADAIR & CO.

Wholesale Cigar Manufacturer

MAKER OF



And Other Brands of QUICK SELLING CIGARS

Our specialty is a medium priced cigar that is free from all dust and grit and a perfect burner. For some years we have had a steady gain in trade and never a complaint. Our goods are delivered to jobbers and distributors under a positive guarantee of their sale. Let us send you full particulars.

Red Lion, Pa.

The Florida Tobacco Commission Company

WM. M. CORRY, President, QUINCY, FLORIDA

Fine

Florida and Georgia Tobaccos

Wrappers and Fillers

Largest Independent Packers and Dealers

Operating Five Warehouses in Gadsden County, Florida, and Decatur County, Georgia.

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(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

Figuras 39-41, Cable "CUETARA" Havana, Cuba

BRUNO DIAZ — **B. DIAZ & CO.** — R. RODRIGUEZ

Growers and Packers of
Vuelta Abajo and Partido Tobacco

Prado 125, HABANA, CUBA
Cable "ZAIDCO"

CARDENAS y CIA — Cable Address, "Nasdecar"

Almacen de Tabaco en Rama

SPECIALTY—VUELTA ABAJO AND ARTEMISA

126 AMISTAD ST. — HABANA, CUBA

ERNEST ELLINGER & CO. Packers and Importers
OF HAVANA TOBACCO
Havana Warehouse, Estrella 35-37 New York Office, 87-89 Pine Street

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PEREZ & OBESO
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(Sobrinos de G. Palacios)

LEAF TOBACCO

Vuelta Abajo Factory Vegas a Specialty
Proprietors of famous Lowland Vuelta Abajo Vegas
Prado 121, Entrance Dragones St.
HABANA, CUBA
Cable "SODECIO"

S. JORGE — Y. P. CASTANEDA

JORGE & P. CASTANEDA
Growers, Packers and Exporters of
Havana Leaf Tobacco
Egido, corner Dragones Street, - - HAVANA

JOSÉ C. PUENTE
Leaf Tobacco Merchant
In Vuelta Abajo, Semi- Vuelta, Partido and Remedios
Principe Alfonso 166-170, HABANA, CUBA
Cable "Sepuente"

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Dealers in **LEAF TOBACCO**
Specialty: Vuelta Abajo and Partido
Warehouse and Office: 92 Dragones St., Havana, Cuba
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Leaf Tobacco and Cigars
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Havana Tobacco Importers
Habana: Amistad 95
196 Water Street, -:- -:- NEW YORK

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QUALITY HAVANA
Neptuno 6, Havana, Cuba - 88 Broad St., Boston, Mass.

Standards for Thirty Years



Havana Filled Cigar retailing at 10 cents



High Grade Nickel Cigar that sells on its Merits

These brands will be a valuable acquisition to live dealers
Write direct to the manufacturers

GEO. S. MILLER & CO., Pottstown, Pa.

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Wholesale Cigar Manufacturer

MAKER OF



And Other Brands of QUICK SELLING CIGARS

Our specialty is a medium priced cigar that is free from all dust and grit and a perfect burner. For some years we have had a steady gain in trade and never a complaint. Our goods are delivered to jobbers and distributors under a positive guarantee of their sale. Let us send you full particulars.

Red Lion, Pa.

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GEO. W. LEHR

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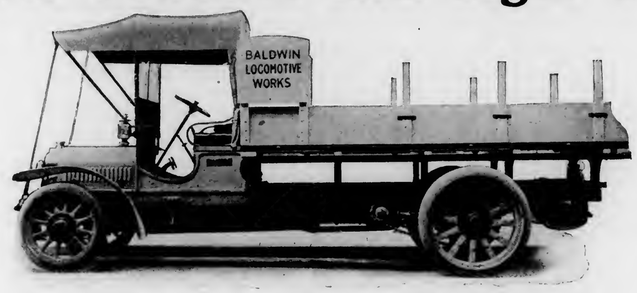
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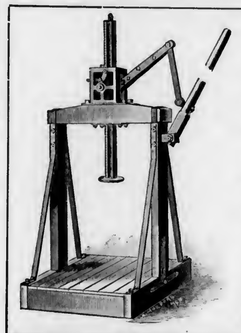


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Established 1890 Correspondence Solicited

Keystone Variety Works
HANOVER, PENNA.
Cigar Ribbons, Silk Imitation and Muslinola Ribbon
Printed or Stamped in Gold or Silver
Labels Stock Cards
Give Us a Trial. We Want Your Opinion

Parmenter Wax-Lined Coupon Cigar Pockets
AFFORD PERFECT PROTECTION AGAINST MOISTURE HEAT AND BREAKAGE
¶ INDORSED BY ALL SMOKERS, and are the MOST EFFECTIVE Advertising Medium Known
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Sole Owners and Manufacturers
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ESTABLISHED 1877 NEW FACTORY 1904
H. W. HEFFENER & SON
Steam Cigar Box Manufacturers
AND MAKERS OF
Patented Wire Bound Shipping Cases
HOWARD & BOUNDARY AVE. YORK, PA.

Established 1834
WM. F. COMLY & SON Auctioneers and Commission Merchants
27 South Second Street, Philadelphia
REGULAR WEEKLY SALES EVERY THURSDAY. CIGARS, TOBACCO SMOKERS' ARTICLES, SPECIAL SALES OF LEAF TOBACCO. CONSIGNMENTS SOLICITED. ADVANCES MADE. SETTLEMENTS MADE ON DAY OF SALE

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Make tobacco mellow and smooth in character and impart a most palatable flavor
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Write for List of Flavors for Special Brands
BETUN, AROMATIZER, BOX FLAVORS, PASTE SWEETENERS
FRIES & BRO., 92 Reade Street, New York



F. P. SHANFELDER
Maker of
Quality Cigars
Put up in Attractive Style
¶ Jobbers and Dealers wanting Goods that are STANDARDS, should write
OUR BRANDS:—"Lucy Forrester," "Royal Guide," "Happy Felix" and "Fort Steadman"
Newmanstown, Pa.

MONARCH CIGAR CO.
RED LION, PA.
MAKERS OF LORD NORTHCLIFF, Superior five cent cigars and a fine line of medium priced goods.
Facilities Unexcelled - - - Correspondence Solicited
Goods Sold to Jobbing Trade Only

VERTICAL TOP CIGAR MOLDS
HIGHEST GRADE MOLD AT LOWEST PRICE
WRITE FOR CATALOGUE OF 1,500 SHAPES
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1931-1935 Western Ave., and
1201-1209 Dayton Street
CINCINNATI, - OHIO

The American Tobacco Co.
Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

H. G. BARNHART
Maker of
Good Cigars that Sell Cheap, but Not Cheap Cigars
The Quality is what Tells
Reliable dealers are invited to write for Prices
SPRINGVALE, PA.



Color and Cancelling Stamps Lead Seals and Stencils
Quaker City Stencil and Stamp Works
INCORPORATED
234 ARCH STREET - - - - - - - PHILADELPHIA

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These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon
Printed or Stamped in Gold or Silver

Labels — Stock Cards

Give Us a Trial. We Want Your Opinion

Parmenter Wax-Lined Coupon Cigar Pockets

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¶ INDORSED BY ALL SMOKERS, and are the MOST EFFECTIVE Advertising Medium Known

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Sole Owners and Manufacturers

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Make tobacco mellow and smooth in character and impart a most palatable flavor

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Write for List of Flavors for Special Brands

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Put up in Attractive Style

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Piper Heidsieck Plug
Star Plug
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Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
J. T. Plug
Battle Ax Plug

They Please All Tastes

Always Uniform and Reliable

H. G. BARNHART

Maker of

Good Cigars that Sell Cheap, but Not Cheap Cigars

The Quality is what Tells

Reliable dealers are invited to write for Prices

SPRINGVALE, PA.



Color and Cancelling Stamps — Lead Seals and Stencils

Quaker City Stencil and Stamp Works

INCORPORATED

234 ARCH STREET - - - - - - - PHILADELPHIA

INTENTIONAL 2ND EXPOSURE

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

THE LEADING 5c. CIGAR



Straiton & Storm Co., New York

Telonette

THE HAVANA BLEND CIGAR

Telonettes are the best value in the line of Short Smokes. They are longer and better than any other. Smokers know it and that is why they want them.



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Manufactured by Allen Tobacco Co., N.Y. Independent Manufacturers

BEHRENS & CO.

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Manufacturers of the "SOL" Brand

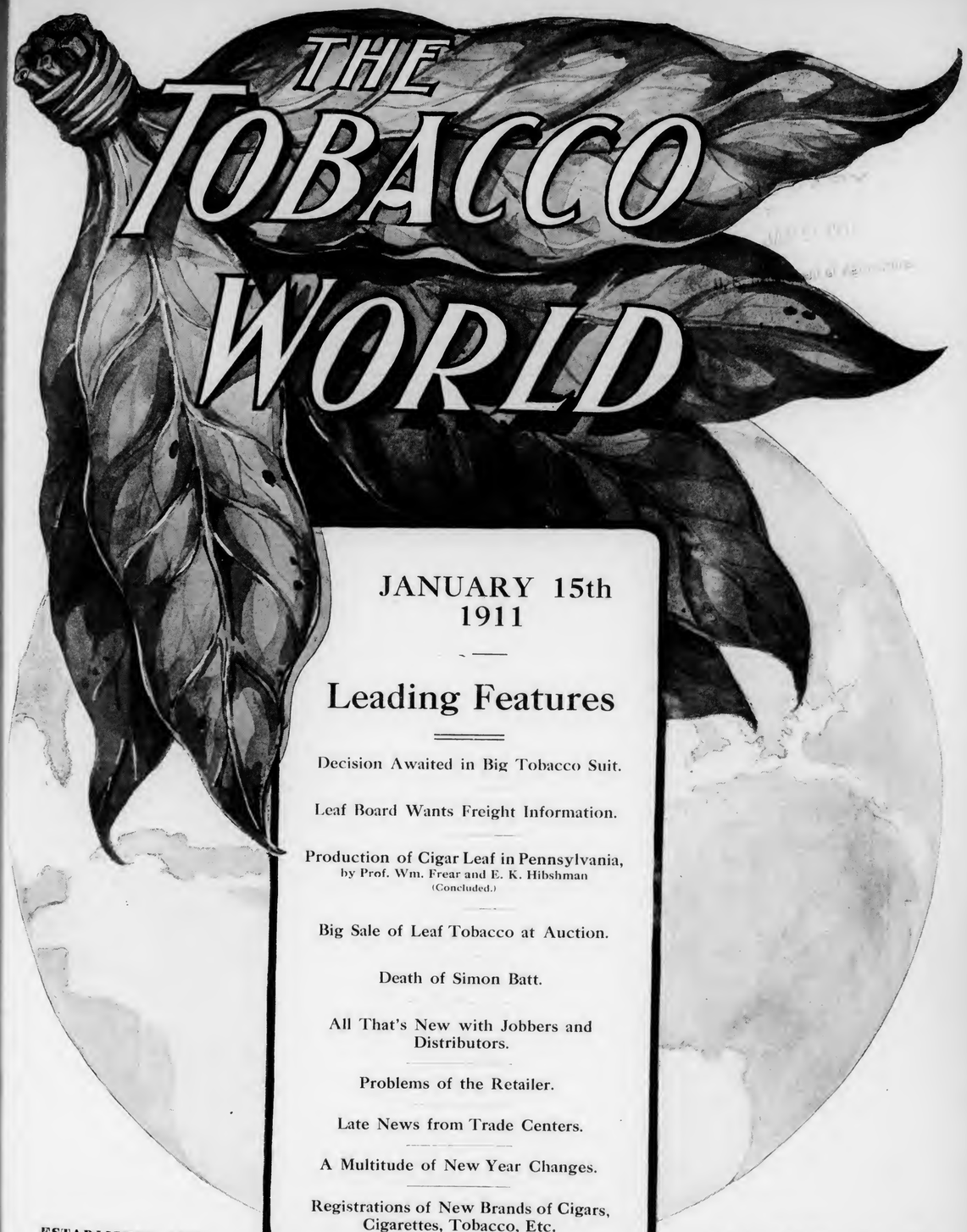


Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States

76½ Pine Street, New York City



THE TOBACCO WORLD

JANUARY 15th 1911

Leading Features

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Big Sale of Leaf Tobacco at Auction.

Death of Simon Batt.

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Problems of the Retailer.

Late News from Trade Centers.

A Multitude of New Year Changes.

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXI No. 2

PUBLICATION OFFICES: 102 South 12th St., Philadelphia; 41 Union Square, New York





FOR GENTLEMEN OF GOOD TASTE

SAN FELICE

5c A HIGH GRADE CIGAR FOR 5c

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

The DEISEL-WEMMER Co.

Makers, : : Lima, Ohio

Start the New Year Right!

Buy the RIGHT Line, at the RIGHT Place
At the RIGHT Price, at the RIGHT Time

You'll start right if you select your leaders from this list

Cheroots, 4 for 5c.	Cigars, 3 for 5c.
Factory No. 1	Ducico
Conemaugh	Indemnity Bond
Dukano	White Lily
King Brand	County Fair

X-L Cheroots, 3 for 5c. 250 in wood Box. 3 in Pouch

Stogies, 3 for 5c.	Cigars, 2 for 5c.
Red Demon	Capt. Sam Brady
Our Special Dutch	Pittsburg Girls
Our Little Havanas	Lenawee Bouquet
Steel King	
Colonel Boquet	

These Lines Spell "Success"

Write Now for samples, prices and territory **Right Now**

The Duquesne Cigar Co. of Pittsburg, Pa.

Factory No. 1, Twenty-third Revenue District of Pennsylvania

COBS



A MAN WHO HAS once smoked Cobs —wants Cobs. They give him satisfaction and bring him back to your store. They are the smoke of Quality. They please the most critical and at 15c. for 9 are the most economical cigar in the country.

Vest Pocket edition 5c. for a packet of 3.

Write for particulars.

I. Lewis Cigar Mfg. Co.
Newark, N. J.

The largest Independent Cigar Factory in the World

REASONS FOR SAVARONA SUCCESS

We are giving a series of reasons for SAVARONA success. Some of them apply to other Porto Rican cigars, but SAVARONAS are pre-eminent, because we have made better use of our opportunities than some other people.

Reason No. 6

We own our plantations in the Cayey and Caguas Districts. As these districts produce the best tobacco grown on the Island of Porto Rico, so our plantations are the best in these districts. We did not own the land to start with, but made our choice carefully because we were going to use the tobacco raised in our own cigars and it was vital that we should get the best. **And we did! Savaronas prove it!**

CAYEY-CAGUAS TOBACCO COMPANY
Pine Street, New York

(See next issue for Reason No. 7.)

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO



FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY
3 PARK ROW, NEW YORK

CRESSMAN'S Counsellor



The 5 Cent
Cigars of Real Value

Made by
Allen R. Cressman's Sons
Philadelphia

FRISHMUTH'S WHITTLE CUT TOBACCO

WILL NOT BITE THE TONGUE

The Best

One Hundred Years Old

Mr. Dealer: Whittle Cut Tobacco is being advertised all over the United States. Will you not supply the demand we thus create? Write us today and we will put you in touch with the distributor in your district.

FRISHMUTH BRO. & CO., Inc.
Philadelphia, Pa.

PORTUONDO

Juan F. Portuondo founded our business in 1869.

When a brand stands unbroken from Maine to California for forty years, there must be something in it.

Juan F. Portuondo Cigar Manufacturing - - COMPANY - -

1110—1116 Sansom St., PHILADELPHIA, PA.

-CENTRAL UNION-



No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.



FOR GENTLEMEN OF GOOD TASTE

SAN FELICE



5c A HIGH GRADE CIGAR 5c
FOR

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One Hundred Years Old

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PRICE, 5c.

United States Tobacco Co.

RICHMOND, VA.

INTENTIONAL 2ND EXPOSURE



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CLEAR HAVANA.

Is Now and Always Will Be the Best Five Cent Cigar Made

LOOKS LIKE 15 CENTS
SMOKES LIKE 10 CENTS
COSTS 5 CENTS

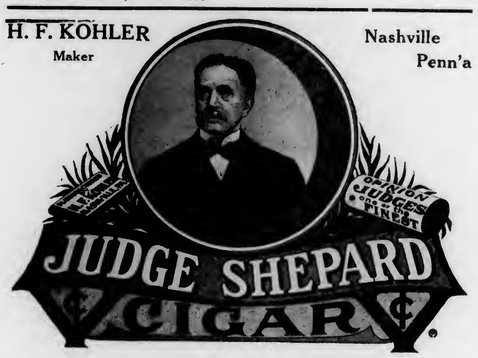
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PHILADELPHIA

Factories Nos. 1, 15 and 153

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FIVE CENT CIGAR

PHILADELPHIA



BUILD YOUR TRADE ON QUALITY

A Five-Cent Straight Cigar



Hand-Made in Five Sizes

A Live Proposition for Live Distributors

H. B. GRAULEY, Manufacturer, 6th & Chestnut Sts., Phila.

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Radnor

5¢ CIGAR

A. ULRICH & CO.

100 Market Street, Philadelphia

Put it up to your most discriminating customers to pass judgement upon the exceptional smoking quality of **ROIG'S** (hand-made) cigars.

¶ Then ask yourself if the painstaking effort we are making to give the consumer the best value possible isn't worth your support.

¶ Satisfying your trade is the surest way to attract a larger volume of business.

ROIG'S cigars will satisfy.

¶ Thirty-nine years' experience has taught us how.

Established 1871

ANTONIO ROIG & LANGSDORF

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"The Straw Shows the Way the Wind Blows"

A very old saying, but true. The way the public is taking hold of *"Crown" Coupons* is marvelous—like the straw, it tells a story just as true—it tells you Mr. Manufacturer and Mr. Retailer that the tobacco using public want *"Crown" Coupons* and *Certificates*.



Don't take our word for it—ask one of the hundreds of merchants who are giving them out. If the Public didn't take to them we couldn't hand out Ten Millions (10,000,000) in thirty days, and the smoker doesn't have to wait until he is as old as Methuselah either to get something—we give premiums for ten 25 Cent Certificates Besides, *"Crown" Conpons* and *Certificates* are redeemable in conjunction with *"Crown" Stamps*. See the point?

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"44"



The established and renowned five cent cigar, that is a leader Everywhere

To appreciate quality is to appreciate the "44" Cigars

"44" CIGAR COMPANY, Philadelphia, Pa.



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Makers of the Famous

El Pandoz Cigars and Our Little Major

173-175 E. 87th Street, New York

10 for 25 cents





"Egyptian Lotus" Plain or cork tips. 15c. per package.
"Fifth Ave" With mouthpiece, plain or cork tips. 10 per package.
"Egyptian Heroes" Plain or cork tips. 10c per package.

And other brands. All are made of pure Turkish Tobacco of superior quality. Union made. Samples and Price List sent on request.

I. B. KRINSKY Office and Factory: 227 BOWERY, NEW YORK

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

PITTSBURGH GENUINE

Spanish Seed Stogies

Hand Made, Long Filler, Filled with Quality, Reasonable Prices, Made in Two Sizes, 3 for 5 cents 2 for 5 cents

Distributors Wanted Write for Prices and Samples

Crescent Cigar Co., Pittsburgh, Pa.

Manufacturers

Correspondence with Jobbers and Brokers Solicited

THE BEAU BRUMMEL OF STOGIES

PHOEBUS

Manufactured by

Consolidated Cigar Co., Pittsburg

Distributed by
MITCHELL, FLETCHER & CO.
Philadelphia

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

G. S. Nicholas & Co.

41 AND 43 BEAVER STREET

NEW YORK

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Havana's Kingly Product

MARCA INDEPENDIENTE POR LARRAÑAGA DE TABACOS DE VUELTA ABAJO MANUFACTURADO EN LA HABANA

Oldest Independent Factory in Cuba
Established over 75 Years
The Cigar of QUALITY and RENOWN
New York Office:
D. JACOBS, 200 Fifth Avenue

HAVANA CUBA CIGARS

CASTAÑEDA TRADE HABANA MARK

We Suggest **CASTANEDA**

New York Office: 3 Park Row
Dave Echemendia, U. S. Rep.
Telephone Connection
London Office: 14 Gracechurch Street
Castaneda (Havana) Cigar Factories, Ltd.
129 Virtudes, Havana.

- Highest Class Materials
- Best Workmanship
- Perfect Colors
- Delightful Aroma

Cable Address, Havana, London and New York: CIGARESTAS

CLEAR HAVANA CIGARS OF MERIT

Manufactured by

S. WOLF'S SONS

LUKOS-SMOKER MADE IN KEY WEST FLA BY S. WOLF'S SONS

Factory No. 318 KEY WEST, FLORIDA

WRITE FOR QUOTATIONS

EL AGUILA DE ORO
BOCK & Co HABANA
BOCK & Co

LA ESPAÑOLA FUEYO Y Cª HABANA
LA FLOR DE NAVES DE OBESO Y CUETO HABANA
LA FLOR DE MURIAS DE A. MURIAS Y Cª HABANA
LA COMERCIAL DE RENGOCHEA Y FERNANDEZ HABANA
A DE VILLAR Y VILLAR
LA FLOR DE HENRY CLAY JULIAN ALVEZ HABANA
ESTELLA DE F.J.C. HABANA
H DE CABANAS Y CARBAJAL
LA INTIMIDAD DE ANTONINO CARUNCHO
AFRICAN HABANA
LA MERIDIANA DE P.M.Y Cª HABANA FLOR DE URIAS
FLOR DE J.S. MURIAS HABANA
Flor de J. S. Murias y Ca.
LA FLOR DE CUBA EL M. VALLE Y Cª HABANA
MANUEL GARCIA ALONSO HABANA
SUPERIOR DE LA ROSA DE SANTIAGO HABANA DE PEDRO ROGER
LA FLOR DE YNCLAN DE F. YNCLAN HABANA
LA CAROLINA EL BANCES Y SUAREZ HABANA
LA CORONA

HENRY CLAY AND BOCK & CO. LTD.

HABANA, CUBA.

These BRANDS have long been recognised The WORLD Over as the Standard Values in fine

HAVANA CIGARS

During the year of 1910, the sales of

FIVE CENT **Pulliam Cigars** FIVE CENT

was very extensive.

But we have the facilities for taking care of more trade, and our success has spurred us to greater efforts. Therefore we have made an improvement in the *Pulliam* cigars and are now offering them in a *new shape*—strictly Hand-Made.

In *quality*, the *Pulliam* cigars are the best that the most careful selections of *Havana* and seed leaf tobacco will produce when skilfully made. There is just enough *Havana* to give pronounced *aroma*, and just enough domestic leaf to make them *very mild*.

Drop us a line and we will tell you how to participate in the benefits of handling *Pulliam* cigars.

PULLIAMS PLEASE PARTICULAR PEOPLE

MADE BY

HERMAN WARNER & COMPANY

YORK, PA.

Territory open to Progressive Houses — Write us to-day, it'll pay

Ideal Building & Location for Cigar Factory

At Zieglerville, Montgomery County, Pennsylvania



Factory Building at Zieglerville, Pa., For Rent

ADVANTAGES

LOCATION—Situated near Red Hill, E. Greenville, and other towns where there are prosperous cigar factories, this factory should have no difficulty in obtaining **plenty of expert help.**

SHIPPING FACILITIES—On the Perkiomen branch of the P. & R. Ry., and conveniently near Philadelphia.

BUILDING—Three stories and cellar. Large hay-press adjoining which could be used as storage room.

RENTAL—Moderate terms for a good tenant.

DIMENSIONS

First floor:	45 x 31 x 8 feet 8 inches high
Second floor:	45 x 31 x 9 feet high
Third floor:	45 x 31 x 8 feet 10 inches high
Cellar;	45 x 31 x 7 feet high
Haypress;	40 x 32, with 16 x 32 ft. storage room attached.

This proposition should interest manufacturers who desire to start in business or open branch factories.

Inspection and inquiries invited.

APPLY TO:

AMERICAN ICE COMPANY, Sixth & Arch Streets, Philadelphia

PAPER FOR PACKERS

TOBACCO LINERS

You are as anxious to get the best possible wrapping protection for your "leaf"—as you are to reduce your "liner" expense.

You want a paper with STRENGTH—toughness, and extreme durability:—a paper the Tobacco Trade has tried out and approved.

Then let us send you samples of that paper and four others. Let us quote you—tell you why these papers have succeeded.

For the cost of a postage stamp—all this information is yours.

Write to-day.

THE J.L.N. Smythe Co.
509 LUDLOW STREET.
PHILADELPHIA, PENNA.

Here is THE BEST 5c. Cigar

El **Borita**

DRAWS Trade and HOLDS IT

Made of the **Best** Domestic Leaf, by Skilful Hands, in Clean Factories, the **El Borita** is Banded, and put up in Attractive Boxes

Tastes and Looks like a Cigar Twice the Price.



OTHER LEADING BRANDS:

LAVOCA 10c. to 50c. — **LATONIA** 10 Cents

Territory Open for Live Distributors

John Steigerwald & Co.

Main Office: Twentieth and Tioga Sts.

PHILADELPHIA

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds

STAUFFER BROS. MFG. CO.
S.B
5¢ CIGAR
HAVANA FILLED

Fac Simile of the S. B. Label

Are the Cigars of the following Registered Brands

BRILLIANT STAR, Clear Havana 10c.
S. B. Seed and Havana . . . . 5c.
KATHLEEN O'NEIL . . . . . 5c.
VUELTA SPRIGS, The Mellow Cigar, 5c.

These brands sell on merit and constantly repeat. Try them and judge for yourself why this factory never shuts down

STAUFFER BROS. MFG. CO.
New Holland, Pa.

OLOGY
CIGAR OF QUALITY
5¢
BEST BRAND FOR BIG BUSINESS
CASPER ROSENBERG, MAKER
CLEVELAND OHIO

A Free Deal on London Trophies

The New 2 for 5c. Cigar

Mr. Dealer:—Save the profit sharing certificate found in each box, they are worth money to you. A fine proposition. We also make a line of 3 for 5c. stogies. Correspondence with wideawake dealers invited.

WABASH CIGAR COMPANY, PITTSBURGH, PA.

London Trophies ARISTOCRATS

Quinones Cabezudo Co.

MANUFACTURERS OF

High Grade Porto Rico Cigars

OUR BRANDS { "Mejorana" "Nabisco" "Tonina" "Ei Resumen" "Bella Cadiz" "Hanabanilla" "Quicaco" "Flor de Quizudo"

Factory and Warehouse: CAGUAS, PORTO RICO
New York Office: 130-132 PEARL STREET



Send for Free Sample Book
OF
German Process Cigar Bands

THEY HAVE THE
"LUSTER THAT LASTS"

THE BOOK contains an issue of original designs in a variety of colors, and every one perfect and superior to most imported bands. They are sold at a price that will save you money and yet give the most satisfactory results.

Attractive designs that are characteristic and highly embossed.

German Process Cigar Bands are the Best

Write Now—Made only by

Wm. Steiner, Sons & Company
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We are showing Samples of our own

Packing of 1909 Penna. Tobacco

Our offerings consist of the choicest of the year's crops, in both wrappers and fillers. The goods have been handled with care, and we can show exceptional values.

Present conditions suggest the advisability of taking advantage of opportunities.

We aim to be always able to show a fine general line of cigar leaf tobacco, and stand ready to back up the quality of our goods.

Let us send you our quotations.

A. B. HESS
Packer and Dealer in
CIGAR LEAF TOBACCO
Warehouses and Offices:
LANCASTER, PA.

Heywood, Strasser & Voigt Litho. Co.
155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of
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Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office--Paul Pierson, Mgr., 160 Washington St., Chicago, Ill.

ESTABLISHED 1887

LOUIS C. WAGNER & CO.
43 EAST 20th STREET NEW YORK

ORIGINAL PRIVATE DESIGNS IN STOCK

IMPORTERS OF **FINE CIGAR LABELS AND BANDS**

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

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Tin Cigar Cans and Boxes
THE HUMIDOR PACKAGE



Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

NATIONAL CAN COMPANY
Independent Manufacturers Detroit, Mich.



GET A REAL MOISTENER

The ONLY one producing Healthy Moisture by VENTILATION, from the center, producing more **pure moisture** to the inch than a yard of solid filtering brick, clay, or other solid materials. Don't be misled any longer with **ancient** methods of **damp** producers. You cannot create moisture from a stone.

The Pure White Tile Moisteners are like a shining light in your case, always **bright and clean** like fine French white china. **Guaranteed to give satisfaction for 5 years. Perfection in refinement, artistic** in design. The best trade winner ever invented. Like a searchlight compared to a candle in illumination. It adds dignity, tone, and sentiment to your store.

Why get the worst, when it costs no more to enjoy the best.

Price from $1.00 to $2.00

Manufacturer of high class display cases, Health Humidors and cigar store specialties.

Established 1892.

P. A. BECKER
451 Hudson Ave., Brooklyn, N. Y.

E. S. SECHRIST
Dallastown, Pa.

MAKER OF



AND OTHER BRANDS OF FINE

Domestic Cigars
Established 1890

Capacity 25,000 per day

Finest Imported Cigar Labels and Bands

Manufactured by

Gebrüder Weigang, Bautzen, Germany

American Representatives

Möller, Kökeritz & Co.

25 Astor Place, New York.

World Famous
Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA
Havana, Cuba

EL CREDITO and MIRAMAR
American Clubmen's Favorite Brands

EL CREDITO DE C·R·MAURI HABANA — Trade Marks — MIRAMAR DE (RODRIGUEZ Y HNO) HABANA

If you want to handle a popular line of
RELIABLE HAVANA CIGARS
write for our price list.

RODRIGUEZ Y HNO.
BELASCOAIN 88c. Esq. A. Penalver
Havana

A NEW FEATURE
OF ALL
PROMINENT STORES
VERY MILD
CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY

E. A. CONDAX & CO.
NEW YORK

The Originators of the
CONDAX STRAW TIPS

Pittsburg Stogies and Cheroots

Made by *Experienced Hands*, in *Daylight Workrooms*, under *Sanitary Conditions*.



"Workmanship, Cleanliness and Quality," our Motto.

"PURO SPECIALS" our Leaders

Write for Prices. Territory Open for Distributors

W. D. SHARPE CIGAR CO.
Pittsburg, Pa.

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, JAN. 15, 1911. No. 2.

DECISION AWAITED IN BIG TOBACCO SUIT

Appeal of Case Against American Tobacco Company Concluded Before U. S. Supreme Court—Hard Fight Made by Both Sides

By Special Correspondent.

WASHINGTON, D. C., Jan. 12.

THE fate of the American Tobacco Company now rests in the hands of the Supreme Court of the United States.

Attorney-General Wickersham today closed the arguments of the Government in the cross-appeal made, both by the complainant and defendant, on the suit originally filed in 1907 before the United States Circuit Court for the Southern District of New York.

The grounds for the suit are based upon the alleged violation, by the American Tobaco Company, of the Sherman Anti-trust Law and certain provisions of the Wilson Tariff Act, relating to monopolies and their restraintive trade.

Arguments were begun January 6th, and the case was concluded, after an intermission of several days, today.

The American Tobacco Company was represented by an array of legal talent comprising John G. Johnson, Philadelphia; Judge William J. Wallace, W. W. Fuller, De Lancey Nicoll and Junius Parker and William M. Ivins, of New York. William B. Hornblower acted as counsel for the Imperial Tobacco Company.

The Government's case was presented by Attorney-General Wickersham and J. C. McReynolds, special assistant.

THE GOVERNMENT'S CONTENTION.

Mr. McReynolds made the opening address to the court. He told the court that this was the first case that had ever been brought under the Wilson Tariff Act of 1894. The act, he explained applied to instances of restraint of trade where an importer was a party. This information was brought out by questions from Justice Lurton.

"I do this because I never heard of the Wilson Act in this case before," said the Justice. Mr. McReynolds assured him that it had been mentioned in the first argument.

Almost the entire time that McReynolds spoke was devoted to a history of the defendant company, from the time the first American Tobacco Company was organized, in 1890, for the alleged purpose of effecting a monopoly in the cigarette trade, down to the incorporation, in 1904, of the new American Tobacco Company as a holding company, controlling sixty-five companies interested in various branches of the tobacco business. He described the "plug war," about 1892, resulting in the organization of the Continental Tobacco Company, by which, he alleged, peace was restored and competition of independents was eliminated. He told of similar alleged combinations in the snuff, cigar and stogie trade.

These alleged combinations he described as designed to remove competition. He told how, once organized, competing plants were purchased, each purchase being accompanied by covenants on the part of those who were selling out not to engage in the business of manufacturing or selling tobacco within from ten to twenty years in the United States, except in Nevada and a Territory or two.

Finally, he turned to the contracts of the American Tobacco Company with the so-called British branch, the Imperial Tobacco Company. By these contracts, he said, the trade of the world in tobacco had been parceled out between them, the American taking the United States and Cuba for its own, the British Great Britain and Ireland and the Isle of Man, and the British-American Tobacco Company, organized by the two, carrying on tobacco business in the rest of the world. As a result of these combinations, he alleged, that competition for

(Continued on next page.)

Jeitles & Blumenthal Get New Factory.

Will Occupy Big Four-Story Building Down Town---Will Open New Branch Up State.

JEITLES & BLUMENTHAL, LTD., have just closed a lease for the four story and basement brick building at 119-121 S. Eleventh street, Philadelphia, which they expect to occupy for manufacturing within the next month. It is their intention to move from their factory on North Randolph street and use their old building as a warehouse.

At their new quarters this firm will have splendid facilities for manufacturing and nearly double the floor space formerly occupied. The building is well lighted, centrally located, and in every respect ideal for the manufacture of cigars.

Another move of expansion has been made by the opening of a branch factory at Sinking Springs, near Reading, Pa., which, together with their two other branch factories and the new one in Philadelphia, will give them facilities for bringing their annual output up to 35,000,000 cigars.

This firm open the new year under very encouraging auspices, and with plenty of orders ahead on their leading brands, "Royal Peer," "Masterpiece," "Statesmen" and "Flor de Jeitles."

Mr. Samuel C. Jeitles, of the firm, left today for a three weeks' trip through the West.

Mr. English Retires from Cores-Martinez Co.

TEMPLE J. ENGLISH, who last April became treasurer of the Cores-Martinez Company, cigar manufacturers, Philadelphia, resigned this week and retired from active interest in the business. Whether he will continue his holding in the company has not yet been determined.

Before entering the Cores-Martinez Company, Mr. English was associated with the American Cigar Company. It is not announced whether he will again engage in the cigar business, or take up some other line of work.

Mr. English's successor as treasurer will be elected at the annual meeting of the Cores-Martinez Co., in February, when other changes in the personnel of the company will likely be made.

Big Fire At Janesville.

JANESVILLE, WIS., Jan. 10th.—A big tobacco warehouse, with all of its contents, valued at from $50,000 to $60,000, belonging to Abel Fisher, has been destroyed by fire.

The Premium System Cigar Company, of Chicago, Ill., to manufacture, sell and deal in cigars and tobacco of all kinds, was incorporated on January 3d, at Dover, Del., with a capital of $25,000.



ROIG & LANGSDORF'S NEW TEN CENT CIGAR MAKING GOOD.

WHEN an old established firm lke Antonio Roig & Langsdrof put a new cigar on the market and back it up with aggressive salesmanship and advertising, cigar dealers may feel confident that the makers have something worth while to offer.

Before launching their new ten-cent cigar, the "Flor de Girard," this factory spnt months in perfecting it. Various blends and combinations were tried and submitted to the severest tests before the firm was ready to put the "Girard" on the market. Having satisfied themselves that they had a ten-cent cigar that would command trade, the problem of selling it was put in the hands of Ernest A. Hallenbeck, the sales manager. In less than two weeks the cigar was on sale in 600 stores in Philadelphia, and the duplicate orders that are coming in from these stands, as well as other points into which the "Girard" was subsequently introduced, have convinced the firm that they have a winner. An aggressive local campaign of advertising, distinctive and forcible, served to create a demand and the Roig sales force did the rest.

Now that the brand is firmly established in the Philadelphia market, Mr. Hallenbeck is making plans to extend the sale throughout the country. Indeed, the reputation that the "Girard" has achieved has been an advertisement of itself, and business has flown in spontaneously from many outside points.

The "Girard" is a clear Havana cigar, perfectly made, and put up in attractive boxes, which bear the signature of its distinguished namesake, Stephen Girard.

Continued from Page 11

the purchase of leaf tobacco had been eliminated in the United States.

SUMMARY OF THE DEFENSE.

The chief arguments of the defense were embodied in the brief by Mr. Johnson and associates supplementing one presented to the court a year ago.

It says the Government still entertains inexact and confused ideas on the subject of "monopolizing," as referred to in the Sherman Anti-trust Law.

In the first place, it says, the Government fails to distinguish "by any clear line of cleavage, or, indeed, any line of cleavage at all, between large businesses on the one hand and monopolies on the other."

The brief concludes with this review of the situation:

"We believe that we have demonstrated that the intercorporate relations of these defendants are not such as to bring any of them within the proper definition of a 'holding company,' or upon any of them the condemnation of having violated the Sherman law by the improper elimination of incentive to engage in interstate trade.

"Nothing is left for the Government, logically, but to dispute this whole conception of the law, and to rely upon the doctrine announced by Circuit Judge Lacombe, and now repudiated, illogically, by the Government, to wit:

" 'That any acquisition of the business of an interstate trader by one theretofore engaged in such trade, or any formation of a partnership, even between individuals who have been driving rival express wagons between villages in two contiguous States, is violative of this statute—thus construed, revolutionary, indeed, as characterized by Judge Lacombe.' "

The suit under the Sherman Anti-trust Law to dissolve the so-called "Tobacco Trust" was instituted in 1907 in the Circuit Court of the United States, for the Southern District of New York. The proceedings were brought by the Department of Justice against more than sixty corporations and many individual defendants, headed by James B. Duke.

Three of the four judges on the Circuit Bench united in a decree. This decree dismissed the petition as to the Imperial Company and the British-American Company and the United Cigar Stores Company, which was held to be the retail branch of the organization. This action formed one of the grounds for appeal by the Government to the Supreme Court.

The decree adjudged the other defendants to be parties to an unlawful combination, but said nothing about the monopolizing charges. This furnished another ground for appeal by the Government. The American Tobacco Company, the American Snuff Company, the American Cigar Company, P. Lorillard Company, R. J. Reynolds Tobacco Company, Blackwell's Durham Tobacco Company and the Conley Foil Company, were adjudged to hold shares in a number of specified tobacco corporations, and were enjoined from acquiring the

(*Continued on next page.*)

Leaf Board Wants Freight Information.

Matter of Cuban Shipments Submitted to Manufacturers Throughout Country.

AT the regular monthly meeting of the Board of Trustees of the New York Leaf Tobacco Board of Trade, held at their rooms, 141 Maiden Lane, on January 10th, 1911, the principal topics under discussion were the Insurance Committee report and the communication from the Cuban Freight Rate Committee of the National Cigar Leaf Tobacco Association.

F. M. Dolbeer, chairman of the Insurance Committee, presented a statement of facts to the Legislative Committee, together with suggestions for improver methods and co-operation between insurance officials and members of the Leaf Tobacco Board of Trade. The report stated that through the committee's efforts, the advance rates made in May, 1906, were refunded, and the specific rates on leaf tobacco in storage warehouses were reduced one-third—the foreign to 50 cents, domestic to 40 cents, Porto Rico to 50 cents, hogshead to 30 cents, and smoking to 50 cents.

The Insurance Committee also stated that it proposed to present to the entire trade, including growers, all handlers and manufacturers of cigar leaf, a plan of co-operation relative to all kinds of insurance matters, excepting life, which will subserve the interests of all concerned.

The following communication was presented, requesting an expression of opinion as to what course the Freight Committee shall follow in its negotiations with the steamship lines plying between New York and Cuba:

To the Local Leaf Tobacco Associations of the National Leaf Tobacco Association.

Dear Sirs: On March 1, 1911, most of the Cuban freight contracts made at our solicitation expire with the New York & Cuba Mail S. S. Co.

Lately the Hamburg-American Line has established a service between Havana and New York.

At present the rates on both lines are the same, viz.: Eighty cents per bale and twelve cents per cubic foot for barrels (lighterage included). We think the Hamburg-American Line will make a cheaper rate, providing a year's contract for all freight is signed. The New York & Cuba Mail S. S. Co. claims that 80 cents is the lowest rate they care to make at present, but we have not pressed them. The New York & Cuba Mail S. S. Co. has two sailings a week from Havana, while the Hamburg-American Line has one. We believe one sailing a week would be inconvenient to large shippers.

While we welcome competition and think it will greatly benefit the trade, we think both lines should be encouraged to stay in the business and each given a proportionate amount of freight.

We ask your advice on the following:

1. Should we sign a yearly contract for all our freight with the line giving us the cheapest rate?

2. If rates are not the same between the two companies, should we still give each some freight?

(*a*) If the New York & Cuba Mail S. S. Co's rate is higher, what proportion should be given them?

(*b*) If the Hamburg-American Line's rate is higher, what proportion should be given them?

3. If rates are the same, what proportion should be given to each line?

Awaiting your early reply, we remain,

Very truly yours,

(Signed) COMMITTEE ON CUBAN FREIGHT RATES,
Albert Kaffenberg, *Chairman.*

A committee was appointed to confer with the Havana tobacco importers regarding the above questions, and further action on the subject will depend very largely on their report.

Three new members were elected: Nussbaum & Bower, Henry Rothenberg, Edward Schroeder.

(*Continued from page 12.*)

plants or business or voting the shares of and from exercising control over these subsidiary companies. The Government was dissatisfied because the holding companies were not enjoined from collecting dividends from the subsidiary companies. The defendants appealed to the Supreme Court because the petition of the Government was not dismissed *in toto*.

The retail cigar establishment of A. O. MacDonald & Co., at McCook, Neb., recently sustained a fire loss. The firm, however, was amply covered with $2000 insurance.

Big Sale of Leaf Tobacco at Auction.

Fair Prices Realized at Public Bidding---Many Buyers Attend.

THE big sale of leaf tobacco, held on the twelfth instant, at 119 N. Third street, under the auspices of J. S. Batroff, drew an attendance not as large as might be expected judging from the interest manifested previous to this time. A number of New Yorkers and numerous members of the trade at Lancaster, Baltimore and other points were on hand, and at times the eagerness for goods resulted in keen bidding.

The entire twenty-six hundred cases of seed leaf were divided into thirty-six lots of various amounts. The first thirteen lots, consisting of a total of thirteen hundred cases of 1908 Pennsylvania Broadleaf B's, brought an average price of 15.6 cents per pound. Four lots, constituting 394 cases of 1906 Pennsylvania Broaleaf B's, were sold to the same buyer at an average of 16 cents. This same purchaser also secured 25 cases of York State Binders at 15 cents, 35 cases of 1908 Pennsylvania, ordinary B's, at 10 cents; 24 cases of Pennsylvania Broadleaf fillers at 8½ cents; 95 cases 1907 Pennsylvania Broadleaf B's at 15½ cents, and another lot of 95 cases of 1907 Pennsylvania Broadleaf B's at 13 cents.

These transactions seemed to enthuse local tradesmen and resulted in a purchase of 74 cases of 1905 Pennsylvania Broadleaf B's, 7 cases of Wisconsin; 75 cases of 1908 Pennsylvania; 110 cases of 1908 Broadleaf B's, and 36 cases 1908 Zimmer Spanish being purchased by Valenchik Bros., of this city. Prices ranged anywhere from 11½ to 16½ cents according to the grades purchased.

S. Weinberg, a Third street dealer, secured one lot, 47 cases, Pennsylvania Broadleaf B's; one lot of 36 1909 ordinary Pennsylvania B's, and 19 bales of Havana First Capaduras.

The following lots of seed leaf were secured by Hoffman Bros., of Lancaster: 48 cases Pennsylvania Havana Seed B's; 53 cases 1908 Pennsylvania Broadleaf B's; 25 cases 1909 Pennsylvania Broadleaf sized fillers; 37 cases 1909 Pennsylvania Broadleaf fillers; also a lot of 97 cases 1909 Pennsylvania Broadleaf fillers together with two lots of 100 each 1909 Pennsylvania Broadleaf B's.

One barrel of strip Porto Rico tobacco was sold at 31 cents; 6 bales of Remedios Havana, First Capaduras, at 65 cents, duty paid. Sumatra tobaccos were sold in bond at prices ranging from 30 to 45 cents.

Members of the Philadelphia trade were out in good force. A Lancaster delegation consisting of I. H. Weaver, E. L. Nissly, J. H. Hoober, M. H. Rank, I. Sukovice, B. F. Hoffman, Norman Hoffman, John F. Nissly, Joseph Goldberg, Wm. DeHaven and B. F. Good. A. W. Gieske was on hand to represent the Baltimore trade, while New York, headed by Menko Roe, of Rose & Wobbe, was also represented by I. Popper, of H. Koenig, Popper & Co., Wm. Glaccum & Sons, L. I. Kutinsky, M. Chigorinsky, proprietor the American Leaf Tobacco Co., Brooklyn, N. Y.; Chas. Kropfler, Pearl street, leaf dealer; Emanuel Cohen, of the Globe Cigar Co., Ephrata, Pa., and S. R. Kocher, of Wrightsville, together with Frank Holland, with S. H. Durstein, proprietor of the San Aubon Factory, at Wilmington, Del., were seen among the gathering.

Imported Line of Steffens, Jones & Co.

UPON inquiry of Steffens, Jones & Co., importers of lithographed cigar bands and cigar labels, at 35 E. 23d St., New York, THE TOBACCO WORLD was informed that the cigar manufacturing trade is repeating history immediately after the holidays; and, although not offering anything particularly new, nor contemplating any specializing, they are continuing to distribute their line of imported goods very extensively and business seems to be constantly expanding with this house.

Production of Cigar Leaf Tobacco in Pennsylvania.

By Prof. WM. FREAR and E. K. HIBSHMAN.

(Continued from last issue.)

Curing and Handling.

Curing Sheds.

The majority of the small tobacco growers thrash out their grain early, stack their straw, and then use their barn mows and driveways for curing tobacco. The space is provided with a timber framework to support the tobacco-filled laths, which are hung, beginning near the ridgepole, side by side about 6 inches apart and in descending tiers so closely placed that a space of not more than 4 to 6 inches is left between the tips of the plants in one tier and the butts of those in the next lower tier. At the time of hanging the tobacco, care is taken that the plants are uniformly spread upon the laths, as immediate contact of the plants may lead to the injury of the leaves in curing.

The large growers, however, usually erect separate curing sheds provided with some system for controlling the ventilation. In some cases top ventilation is secured by means of slatted ventilators, set in the gable ends of the shed or in the roof along the ridgepole, or by means of valved, cylindrical, metal ventilators set in the roof peak. In others, side ventilation is adopted and either vertical ventilators are made by inserting loose boards at intervals of a few feet along the sides of the shed, or horizontal boards, hinged above and fastened to a common vertical lifting rod, are fixed in the sides of the shed at points near the lower end of each tier. In still other cases the floor beams project on each side beyond the foundation walls, and the wall plates rest upon the ends of these beams rather than directly over or upon the foundation walls. The floor between these two lines of walls consists of trap doors, which can be raised to secure bottom ventilation.

Very commonly the system adopted provides for both side and roof ventilators, each under control from the floor, or for bottom and top ventilators. Heating systems for the control of ventilation are very exceptional. In the Clinton-Lycoming district the vertical-hinged side ventilator is almost exclusively used, sometimes with the addition of a roof ventilator.

The Curing Process.

Tobacco in curing gives off large quantities of moisture, but the process is not a simple drying. The leaf is the seat of rapid chemical processes by which heat is developed. If the air in the sheds becomes dry the leaf becomes brittle and retains most of its green color, as well as its raw flavor and aroma. After the first ten days or two weeks, therefore, the doors must be closed, especially in dry, windy weather, and the ventilators partly or wholly shut. The loss of water from the plant is most rapid after the leaf has turned yellow.

On the other hand, there is danger as the curing progresses, and especially in rainy or in quiet, foggy weather, that the humidity of the air in the curing shed may become excessive. If the heat given off by the plants should, at the same time, elevate the temperature to between 70 and 90 degrees F., the tobacco at any time during the first three weeks of the curing is very much subject to attack by pole-burn, which may in a single day ruin the entire crop. When, therefore, the air of the shed becomes highly moist, every effort must be made to promote ventilation, especially when the presence of a faint ammoniacal odor gives warning that pole-burn has already begun its attack.

There is every reason to believe that a heating system, such as will make possible the development of the air currents in the shed in times when the outer air is moist and quiet, will enable the careful tobacco farmer to overcome the dangers from pole-burn. This is the more clearly perceived when it is recognized that at temperatures below 70 degress and above 90 degrees F. the danger from pole-burn is not great, and that the tendency to attack is greatly diminished so long as the leaves can freely discharge their moisture into the surrounding air. The capacity of air for holding moisture increases very rapidly as its temperature rises. Consequently the sudden warming of air saturated with moisture not only tends to set up a circulation in foggy weather, but will enable the air to take up more moisture from the leaves and thus tide the crop over the danger point until the outer air is restored to its normally favorable condition. As already noted, Pennsylvania farmers, with few exceptions, have not availed themselves of this method of control.

While the dangers from pole-burn are confined to the earlier stages of the cure, excessive moisture in the shed at a later period is also undesirable, since it favors the development of the mold that causes white-vein.

By the last of September the entire crop is usually housed, and that which was harvested first is partly cured. It is not until the middle or the last of November that the tobacco is cured off well enough to be stripped. The midrib is the last part of the leaf to lose its moisture, and until this is thoroughly dry it is not safe to begin to strip.

After the leaves are cured they are dry and brittle and cannot be handled until a period of wet weather sets in, when they become damp and elastic. When in this condition the tobacco, still on the laths, is taken from the scaffold and piled compactly in heaps on the floor of the shed. It is then covered over with corn fodder to keep it from drying out. From the heaps it is taken to the dampening cellar, where it is put in the proper condition of moistness for stripping.

The Dampening Cellar.

The dampening cellar is often located under the curing shed; in other cases it is a portion of the barn basement, walled off from the stables. It is commonly adjacent to a well-lighted stripping room, which is provided with a stove, so that the room may be kept comfortable for work during the colder winter weather. The cellar usually has an earth floor, which may be sprinkled as need may arise, thus keeping the air sufficiently humid to put the tobacco rapidly in case for stripping. The best dampening cellars are almost entirely below



FIELD OF TOBACCO DURING HARVEST
Showing the Way Stalks are Strung on Laths, and Type of Wagon Used in Hauling.

the ground level and have their floors several feet lower than those of the neighboring stripping rooms.

In the Clinton-Lycoming district all growers use cellars in preparing their tobacco for stripping.

Arteficial Means of Dampening.

Considerable difficulty is frequently encountered in getting a sufficient quantity of tobacco into the proper condition of moistness to keep busy the men in the stripping room, and therefore the farmer sometimes deems it necessary to use artificial means of dampening. Various methods are practiced. The easiest is to sprinkle luke-warm water over the butts of the stalks after the tobacco has been hung in the cellar. A less harsh method is to have a water boiler on the stove in the stripping room and to force the steam from this into the dampening cellar. The steam is allowed to escape near the floor and on rising dampens the tobacco.

All artificial means of dampening are, in general, condemned by the packers, because of the rot which the excessive moisture will probably cause while the tobacco is sweating.

A properly constructed cellar with a capacity of 500 or 600 laths should, under ordinary conditions, without any artificial means of dampening, keep four strippers working continuously. It is necessary, however, that the cellar be filled each day from the shed, since the tobacco must hang in the cellar at least thirty-six hours to become fully damp.

Stripping and Sorting.

From the dampening cellar the tobacco is taken to the stripping room, where the stalks are removed from the laths and then stripped of the leaves.

The leaves are usually sorted into two grades, commonly called "fillers" and "wrappers," although, as previously stated, the latter are chiefly used for filler purposes. For the fillers are taken all the lower or sand leaves and for the wrappers all the other leaves free from blemishes. Sometimes three grades are made. In the Clinton-Lycoming district but two grades as to length and quality are used, while in the Bradford-Tioga district some growers make but one grade of sound tobacco. The tobacco is then tied up in hanks or bunches of 15 to 20 leaves each. The leaves in the bunches are tied together by wrapping a leaf about the butt ends.

The hanks are usually tied up in bales of about 50 pounds each. In the Bradford-Tioga district the bales are not uniform in weight, but range from 25 to 50 pounds. The bales are wrapped in heavy paper with the ends open and are tied with three or four hemp twines.

It is in this shape that the tobacco is sold to the packer. In the Clinton-Lycoming district, however, the tobacco is delivered to the packer in the case and a tobacco press is commonly used in filling the case. There are two ways in which tobacco in this shape is generally sold. One way is on the basis of so many cents a pound for the wrappers and so many cents a pound for the fillers. The other way is on the basis of so much a pound for every pound in the crop. The latter method is almost universal in the Clinton-Lycoming district.

Cost of Production.

In a survey made by the writers in 1908 to ascertain the cost of production of seedleaf tobacco on a number of the better conducted tobacco farms of Lancaster County, it was found that the cost per acre, including the rental value of the land and buildings, the depreciation of equipment, the expense of preparing the land in its manured state, of planting, cultivating, harvesting, curing, stripping, and preparing the crop for market, and of delivering it to the railway, ranged from $90.07 to $126.74, averaging $112.42.

The yields upon the farms studied ranged from 1075 to 2267 pounds per acre, averaging 1639 pounds. The cost per pound of stripped tobacco, calculated from the corresponding cost and yield per acre, ranged from 4 cents to 11.3 cents, averaging 7.4 cents.

It was found that intensive cultivation, and especially the use of a vigorous strain of plants, so greatly increased the yield as to keep the cost per pound near the lower point.

Tobcco Diseases and Enemies.

From the time the seed is planted until the tobacco is ready for manufacture it is running the gauntlet of a succession of diseases and enemies.

The covers of the seed bed to some degree protect the young seedlings from attacks by beetles, but the snail is often very destructive, eating off the young leaves as they develop.

Immediately after transplanting, the cutworms begin their ravages. The custom of placing bran or green vegetable material mixed with arsenical poison at frequent intervals along the row is found quite efficient in destroying these worms.

Frenching and "foxy" tobacco sometimes appear, the latter especially in unfavorable seasons; likewise the rust. Against these fungi and diseases no remedy has been found efficient, which is also true of the rather frequent instances of the mosaic disease.

In Pennsylvania, as in all other American tobacco regions, the large hornworms, or tobacco worms, several inches in length, begin their attacks not long after transplanting and sometimes devour all but the stalk and midribs of the plant. Removal by hand and constant vigilance are relied on in this section as preventives of the serious injuries these worms quickly accomplish. Here and there tobacco farmers give the growing crop, some weeks before the time of harvest, a spraying with some arsenical poison. This greatly assists in combating the attacks of leaf-biting insects. Subsequent rains often remove the evidences of such applications. Flea-beetles, grasshoppers, crickets, and stinkbugs often work considerable injury by perforating the leaf, and the budworm occasionally hollows out the flower buds so as to prevent seed formation. Constant inspection of the tobacco and the removal of these leaf eaters is essential to success.

Immediately after the tobacco is hung in the curing shed the danger from poleburn begins. The means now used for preventing or controlling this disease, from which few crops wholly escape, have been mentioned in the discussion of curing. The disease appears to be due to the successive action of associated molds and bacteria, for whose destruction no means applicable to the conditions are known. Pole-burned leaf turns dark brown, is wet and soggy, easily torn, and has practically

(Concluded on page 31)



A TOBACCO CURING SHED WITH HORIZONTAL VENTILATORS.

PROBLEMS of the RETAILER

Things Not in Their Right Place.

INNOVATIONS may lead to abuses, and consequently they are not always the best things to introduce, because it sometimes happens that, when something new is to be tried, it takes on the importance of being superior to anything else heretofore existing and pushes its nose so far to the front that it may become more or less obnoxious and assuredly disagreeable. This sort of thing not infrequently occurs when it is undertaken to establish a new order of things in interior arrangements in a new retail cigar store. Sometimes the thing done is so far overdone as to make it almost a nuisance. It is generally the case that retailers will advocate the pushing of stock which is at the time most desirable, directly to the front, which is a good enough thing if it is carried out in a reasonably conservative way.

It should be remembered, however, that nothing is so good that it should be allowed to monopolize what of right belongs to something else, whether it be goods or people. Retail cigar dealers, like any other merchants, sometimes find it necessary to conduct a bargain sale, which results in crowding the establishment during certain times of the day in such a way that the doorway is stopped for the uses of others who don't care a rap about the bargain offering, but who really want to get inside and purchase their accustomed goods. Such an occurrence is liable to more than offset the good effect of a bargain sale, and it can be easily avoided if the project is not too thoughtlessly entered into.

There is every good reason why special goods should be featured, and the pity is that not more stores pay attention to this feature and endeavor to get something new out to attract attention. However good the reasons for this may be, there is never a good reason for stopping up the entrance to a store, even with the most attractive offerings ever presented, for it would savor too much of the puller-in method of the old time Bowery in New York. Retail cigar dealers should not fail to recollect that they really have more than one thing to offer in their stores at one time

Two Extremes in Advertising.

THERE recently came to the notice of the writer some advertising which shows two extremes out of which a progressive cigar dealer may be able to select a means that offers real value in advertising. The one of the extremes was a man who carefully advertised by describing the goods he had for sale, going into numerous details, without mentioning a single price. In fact, the details were so comprehensive that they became almost tiresome, even though entirely accurate. The other extreme was the man who eliminated much of what an experienced advertiser would consider desirable description, and filled his advertising with an excess of prices at which he was offering goods, without even suggesting a comparative value.

It is doubtful if either of these retailers derived anything like the benefits they should have received from the money they must have spent, and between these two extremes lies a means that represents a common sense method of putting merchandise value before the public.

The worth of advertising never equals a waste of desirable space, or the blowing in of an appropriation on a certain date without care.

Two-Minute Chat with Retailers.

WE believe it *à propos* to say a few words concerning the need of having samples to represent the standard of the goods, for samples are often better than the stock which they are supposed to be exactly like.

Buyers know that samples are always carefully selected but in filling orders, goods may not always be so carefully selected, and when the goods arrive at their destination, they should be gone over in a thorough manner to see that they come up to the sample in every respect.

Some houses are so crooked, the owners would never enjoy another night's good sleep if they sent out a bill of goods that compared exactly with the sample, while other houses have careless employees who do not carry out the strict orders of their employers, and so it is safe only, in inspecting all goods as soon as they arrive.

That is the logical moment. Look them over carefully, note any shortcomings, and write your letter of complaint without delay, while the entire matter is fresh in the minds of all concerned. If you bought from a house which wants to treat you right, it will thank you for calling attention to such things, as it can then weed out any undesirable employees it may find it has, and at least, rectify the trouble whatever it may be.

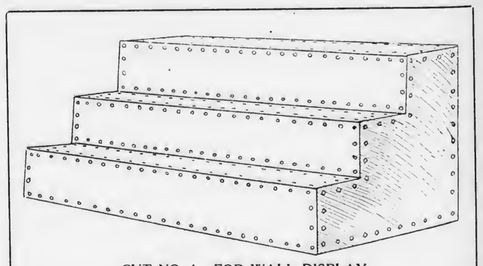
But if you have bought from a house which does not want to treat you right, then you have all the more reason for standing up for all of your rights and seeing that you get them.

A thorough inspection of goods on arrival is the first step to insure justice for your own business, and it is your own business that you are bound to protect.

Simple Methods of Effective Display.

EVERY intelligent retail tobacconist will readily recognize that he can easily profit by getting out some of the stock which is probably hidden on his shelves, or in show cases, and putting them properly on display. Just a casual glance about the store will quickly suggest to him numerous articles which he can effectively utilize in this manner. It may even be that there is some unoccupied, and also some unproductive floor space, which, with a little thought and ingenuity, might be made profitable.

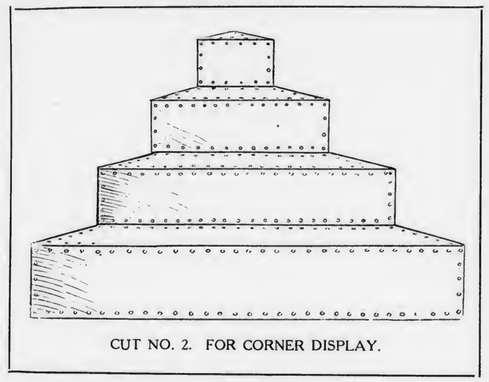
The writer has in mind a few simple designs for fixtures of this kind, and herewith presents two illustrations in order to more clearly convey the idea, and which are particularly intended to interest the really live merchant. Their proper use will undoubtedly help to give the store a more attractive



CUT NO. 1. FOR WALL DISPLAY.

and more business-like air. Furthermore, we want to lay stress upon the fact that most of the material may be obtained from shipping cases which every store is accustomed to getting now and then, thus making their construction of little, and at most, a trifling expense.

In Fig. 1 is shown an idea calculated to display merchandise along side walls or in a space back of the show wnidow. In fact it could be used to equal advantage probably in the show window. If one cares to go the small additional expense, new boards can be procured of a size suitable for the construction of such a fixture and it would prove a good investment. Of course, if the fixture is long, and is to be used for displaying goods of a heavy nature, there should be a brace in the center similar to those at the ends. After the frame work is constructed, the fixture should be smoothly and completely covered with denim or other material. Burlap, of a green color, will in many instances prove attractive and always serviceable. Besides it can be repainted when it becomes faded or soiled, and a finished touch may be given if desired, by fastening the edges with brass-headed tacks as shown in the illustration.



CUT NO. 2. FOR CORNER DISPLAY.

Fig. 2 shows a similar idea to the one described above, but which latter design is calculated for the greater utility of space in the corner of the store. Practically the same idea is carried out in its construction and can be even embellished in various ways. Because of the fact that it can be constructed in a very cheap way, or elaborately and expensively, makes the utility of this device all the more pronounced.

The Worth of Window Advertising.

IT will be admitted by every retailer, who is at all a judge of human nature, and most of them necessarily are, that the chief means he has of judging a person is by his face. It is the index of character. Strength or weakness, firmness or vacillation, good or evil, intelligence or ignorance, confidence or doubtfulness, success or failure, all are clearly stamped thereon, and one is instinctively attracted or repelled. One's likes or dislikes of a person is formed by the impression made by his face.

It is just the same with the "face" of a store. It advertises you and your business to the extent of its attractiveness, whether any goods are displayed in it or not, whether the display is good or poor. It is in the show window that one can demonstrate what kind of a merchant he is.

Heart to Heart Talk with Clerks.

IT is well to remember that we have just entered upon a new year. The thoughtful clerk should take a little time to himself to figure out the assets and liabilities of his capabilities, and then, by striking a balance between the two, he will be about able to tell where he stands. If he finds that he is lacking in any respect, he should wipe out the deficit and go to work anew.

In starting in for the new year, it should be with the determination that at the close of the period there will be a big surplus on the credit side of his ability account. Everyone can make himself a better business man and better intellectually. In other word, we make our own destiny.

Warning to Columbus Cigar Dealers.

OFFICERS of the Juvenile Court, Columbus, Ohio, recently sent out notices to the different tobacco dealers, warning them of the law relative to selling tobacco to children under eighteen.

The law, we understand, provides that for the first offense, dealers shall be fined not less than $25 nor more than $100, or be imprisoned for not less than two days nor more than thirty days. For the second offense they shall be fined not less than $50 nor more than $300, or imprisoned for not less than five days nor more than sixty days.

No Blue Laws for Hot Springs, Ark.

THE order issued by the Township Constable that all drug stores, cigar stores at Hot Springs, Ark., must be closed on Sundays was generally disregarded and half a dozen arrests followed. One cigar dealer having been arrested twice.

It is reported that the Reform Prosecuting Attorney has made it known that he would nolle prosse in the Circuit Court all convictions secured by the Constable in Justice Court. The prosecuting attorney believes the movement to be an effort to coerce him into allowing theatrical performances on Sunday after he had just finished a determined and successful crusade against them. While determined to close Sunday shows he does not want to rigidly enforce the Blue Laws.

Denver Revives Skyscraper Rumors.

THE rumor which was prevalent in Denver, Col., about a year ago, and which was to the effect that a skyscraper was in contemplation by the United Cigar Stores Co., has been revived.

A sixteen-story structure is in contemplation, and the site in question, which has been known as the Guldman corner, was leased under the condition that if, at the expiration of ten years, the company had not erected a modern building thereon, the lease should expire; but in case such building is erected, or in the course of construction, the lease should cover a period of ninety-nine years.

The price of the Guldman corner is said to be $55,000 a year, which is not regarded as excessive, considering the fact that it is the finest location in town, and the negotiations now under way, if not closed, call for the lease, on the same terms, of the two lots adjoining, owned by W. E. Goldsborough.

New Store at Schenectady.

A fine new cigar store is to be soon opened at 724 State street, Schenectady, N. Y., by Edward Otten. A full line of cigars, both domestic and imported, are to be carried, and in addition to a very nice equipment of fixtures, there is also to be a smoking room in the rear of the building.



THE Supreme Court, always looked upon as an apotheosis of austere dignity, is seldom a scene of levity. However, when it is least expected, there are sometimes flashes of wit which would move even a cynic to laughter. An instance of this occurred this week, during the hearing of The American Tobacco Company's case.

Justice Harlan, who is known to be very fond of chewing tobacco, interrupted the proceedings to question Attorney Hornblower, representative of the Imperial Tobacco Company, of Great Britain, as to why the chewing tobacco on the market today is of such poor quality.

"It is rotten," observed the justice mournfully. "We seem to be unable to get any good chewing tobacco any more; that is, tobacco that is not artificially sweetened or doped. Why is this?"

Mr. Hornblower seemed non-plussed, not being familiar with chewing tobacco, but retorted: "Personally, I have no knowledge of the quality of chewing tobacco. I presume the only demand for it in Great Britain is by Americans who are abroad and demand the comforts of home."

This was all the satisfaction that the tobacco-chewing justice could get.

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An odd experience was recently related to me, by a Philadelphia cigar man who will vouch for its truthfulness, and I will give it in his own words.

"I have been using street cars here for years, and am well known to the conductors. When I got on an open car one day last summer, the conductor asked me if I had a pipe. 'Yes,' I said.

"'Is it rank?'"

"Well, tolerably. Why?"

"'You see that lady,' pointing her out. 'She gets on the car every afternoon, and always take a smokers' seat. I wish you'd bring a good pipe to-morrow and take the seat at her side—a-n-d smoke.'

"Well, the next day, I not only took my pipe, but some of the strongest tobacco I could find, and smoked in big clouds. The lady coughed a great deal, but held her ground. The same thing happened the next day; but on the third day, I found she had removed herself to where she belonged. She was sitting in front."

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"Mehitabel," said Archibald, "now that we are engaged, we should have no secrets from each other, should we dear?"

"No," replied Mehitabel, after she had assured herself that her mother was not listening in the next room.

"Well, then," he said, "do please tell me just how old you are."

"With pleasure," said Mehitabel. "But first, Archibald, please tell me just how much you spend for cigars a week."

Archibald pondered. His mind ran ahead into the future.

"Forgive me, Mehitabel," he responded; "It was none of my business to ask."

Uncle Joe Cannon, who is a stickler for rules, especially when he makes them, and had them laid down to him by a red-headed waitress in Washington recently in a manner that caused the veteran statesman to lose his equilibrium. As is well known, "Uncle Joe's" love for a cigar has added a great deal to his fame. One day he strolled into a restaurant conducted principally for women, and had lunch, and, as was his custom after lunch, he placed a cigar between his teeth and struck a match; but before he had time to apply it an auburn-haired waitress who was standing near snatched the weed out of his mouth. He protested vigorously.

"I smoke in the Waldorf in New York," he argued, "and in the"——

"I don't know nothin' about the Waldorf or the nothin' else," said the waitress, "an I don't care 'bout them, but the rules is rules, and it's a rule that no smokin' goes in here."

"I guess I'll wait until I get out," surrendered Uncle Joe.

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If you happen to be in Washington during the coming session of Congress and should spy a dignified looking Congressman puffing contentedly at a corncob pipe, do not be surprised. He is smoking a pipe of peace, presented by Representative Champ Clark, of Missouri, who wants to be the next Speaker of the House, and who is likely to have his ambition fulfilled.

Out in Mr. Clark's congressional district, there is situated the Washington Pipe Works, which make the bulk of the corncob pipes used in this country. As a compliment to Mr. Clark, the factory sent him two barrels of these good, old-fashioned pipes, and Mr. Clark at once proceeded to distribute them among his Democratic allies. Certainly he should have enough to go around among the Democrats and have a few left for the Republicans.

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Burke Cockran, the former Congressman and silver-toned orator, is not one of those who considers smoking a vice. Indeed, Mr. Cockran is fond of saying that he owes his rise in life indirectly to a "stogie." When quite a youth he obtained a job as porter in the great dry goods establishment of A. T. Stewart & Company. The merchant prince one day caught him puffing away at a "two-fer." He was given the alternative of "reforming" or quitting the place. He quit and his next position was in a law office. This was the real beginning of his brilliant career.

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It is said that J. Pierpont Morgan distributed five thousand $1 cigars, as Christmas presents, to his immediate friends in New York. J. P., as is well known, is a discriminating smoker, and it will pique the curiosity of the trade to know just what brands he selected. Cigars retailing at $1 are not so unusual today as to excite wonderment, but it is not often that five thousand of them are purchased by a consumer at one time.

THE ONLOOKER.

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EDITORIAL.

What Will the Supreme Court Do?

The first case of moment to be argued before the reorganized bench of the United States Supreme Court is the appeal in the American Tobacco Company's now famous suit. Neither the Government nor the defendant company have spared any effort or expense to bring this case as strongly as possible before the attention of the highest tribunal; all the evidence is now in, all the legal thunderings have ceased, and there ensues the calm before the final storm. When this storm will break, and whom the lightning will strike, none but the learned judges know—and they won't tell until they are ready.

The hearings at Washington were conducted in a dignified manner by both sides and there was a commendable absence of bitterness and animosity, which augurs well for the final adjudication of the case on a basis absolutely fair to all concerned.

The tobacco trade of this country is naturally interested and affected by the outcome of this test case, but there is nothing to indicate on the surface that there is any feverish anxiety on the part of any branch of the industry as to the eventual outcome.

The decision will be awaited with eagerness and with the sublime confidence that the scales of justice will weigh the evidence impartially and determine the result, not only on legal grounds, but on the higher grounds of the greatest good for the greatest number.

Why Not Develop Connecticutt Tobacco Land?

Persistent reports from Connecticut to the effect that large growers of leaf tobacco, and especially those who are engaged in the shade growing enterprises, have sold their 1910 crops, would indicate that in that State there are great opportunities for capitalists and others to develop more tobacco lands.

Confirming this, we might refer to the recent communication received by THE TOBACCO WORLD from J. C. Mitchelson, a prominent grower of Tariffville, Conn., who says:

"I am unable to send any samples of 1910 crops to any one, as we are entirely sold out, and I do not know of any on the market as it has all been sold for some time.

"It looks now as if there would be a big increase for 1911, and I hope there will be enough for those wishing to buy, but I hardly think there will be one-fifth enough. Capital must come from outside to produce this tobacco as our Connecticut tobacco growers are not possessed of sufficient means to push the cultivation of tobacco properly and place it where it belongs. If we could get some outside capital interested in raising it—and capital has already commenced to come—then there will be demands for customers for it, and in this way the industry would take on a complexion of competition.

"Send us some good men with money up here and we will show them where we think they can do well in growing tobacco. There is still plenty of land here to produce all the wrappers that may be needed in years to come. It certainly seems to me that it is a good time to take hold of these lands."

Why not develop this?

W. C. T. U. and Tobacco.

Mrs. Lillian M. Stevens, president of the National Women's Christian Temperance Union gives refreshing evidence of sanity in a discussion of the cigarette habit among women. She acknowledges that it is not on the increase, and is inclined to dismiss the whole agitation as trivial. This is encouraging. It indicates that the time is approaching when enemies of the liquor traffic will realize that there is no connecting link between tobacco and whiskey. Whiskey drinking to excess is unquestionably a "vice," while the immoderate use of tobacco is nothing more nor less than an indiscretion, like a perverted appetite for mince pies or fudge.

Women will never smoke in America until public opinion justifies it, and this public opinion is formed not along moral lines at all. It is due to our traditions and Yankee notions of good taste.

Many lovable mothers in Isreal, of the last generation, smoked their corn-cob pipes without any loss of "Caste" whatever. Indeed, in some sections of the country to-day it is quite common for women of refinement and respectability to take snuff and they run no risk of ostracism by their neighbors. We Americans, in the language of a Kentucky colonel are "mighty keerful of our women folks," and we do not like to see them light cigarettes in public, not because there is anything inherently wrong in the cigarette, but solely because we do not admire a member of the sex who is indifferent to a prejudice that is entertained by thousands of well-meaning people. It does a girl no harm to respect these prejudices for gossip is a barbed and poisoned arrow, which may inflict a mortal wound.



From The Tobacco World Bureau, 910 Hartford Building, New York.

Meeting of Philip Morris Aid Society.

THE Philip Morris Mutual Aid Association held its annual ball at the Murray Hill Lyceum, Thirty-fourth street and Third avenue, New York, Friday evening, January 6th. The hall was beautifully decorated with bunting and flags of all nations. Directly over the stage was a large electric sign reading, "The Philip Morris Mutual Aid Asso." The event was opened with a musical program. About nine o'clock the floor was well filled with the employees of the company, a large portion of which were cigarette girls with their sweethearts, brothers, sisters and friends, and the dancing continued from that time until about 4 A. M.

There was an attendance of about 750. Each one of the ladies received a silk handkerchief as a souvenir of the occasion. At one o'clock A. M. the officers of Philip Morris Co., with about fifty invited guests, assembled in the banquet hall, where very bountiful refreshments were served. Among those present were F. S. Lucey, secretary; C. Milnes-Hey, asst. secretary; Alex. Herbert, vice-president; T. J. Baillie, treasurer; Wm. King, asst. treasurer; Arthur Herbert, J. Piocaco, of Smyrna, Turkey; Poulidee Bros., Turko American Tobacco Co.; D. Hefter, J. Hefter, J. Oppenheim, of Buffalo; F. L. Lewis, of Montreal; C. G. Galbo, of Detroit; W. Cleveland, of Philadelphia; C. J. Holton, of Boston, and all the city salesmen.

Wm. King acted as toastmaster and read telegrams from the London and Montreal houses, wishing the association success. The London and Montreal houses were toasted with musical honor and responded to by F. S. Lucey and F. L. Lewis. The toast of the ladies was proposed by Mr. Lewis and responded to by Wm. King.

The arrangement committee was composed of W. R. Littel, C. J. Sutcliffe, N. B. Haskins, B. Wachner and Wm. King as chairman, to whom much credit is due for the grand success of the entertainment.

Gans Bros. Start Year Actively.

I M. GANS, of Gans Brothers, left January 9th on his usual Western trip, which will take him as far as Omaha. He goes via Baltimore, Washington and Richmond and then North and West, returning to New York in about six weeks.

Ralph Gans left the same day to cover his trade in New York State and New England towns, and Victor Molga for Pennsylvania and the South.

William D. Scisco, the firm's Pacific Coast salesman, who makes his headquarters at Seattle, is now making his regular trip through the Coast cities, and will spend the next two months covering his territory, which extends as far East as Salt Lake.

Jerome Baer is now looking after New York City trade.

Kleiner's New Year Announcement

BEGINNING with January, 1911, L. B. Jandorf becomes one of the traveling representatives of E. Kleiner & Co., and will in the future look after the selling interests of that firm in the Southwestern territory.

Mr. Jandorf has had a wide experience of over twenty years as a salesman in the cigar trade, dating back to the successful days of the "Hazel Kirke" cigar manufactured by S. Ottenberg & Bros., with whom he was associated for nine years. He was also connected with the Hillson Co. for over ten years.

The field he will now cover is a part of his old territory. He leaves New York, January 14th, for Galveston, Texas, and expects to be away on this trip for about eight weeks.

Anton Kleiner, representing E. Kleiner & Co., returned to the road January 10th. He will visit his trade in New York State, the Middle West and the South.

Emil Popper, of E. Kleiner & Co., who was taken ill several weeks ago, has returned to the office fully recovered in health, and has now taken up his regular duties in charge of the manufacturing end of the business.

Oppenheimer Goes with Frank & Co.

RALPH B. OPPENHEIM has joined the selling forces of D. M. Frank & Co., the well-known cigar manufacturers at 214-216 E. Fifty-second street, New York, and will represent this house in New York State and the Western territory.

Mr. Oppenheim is well acquainted in this field, having covered the territory for a number of years and has made a host of friends. With the D. M. Frank & Co. he has a full line of clear Havana and seed and Havana cigars, made in all shapes and sizes.

He left on January 3d, making his first stop at Rochester, N. Y., and will be away from two to three months, visiting all the principal cities as far West as Denver.

Geo. Symons Again Active.

GEORGE L. SYMONS, of Symons-Kraussman Company, who has fully recovered from his recent illness and is now in the best of health, leaves New York January 20th on his regular winter trip to the Pacific Coast.

Mr. Symons will first visit Boston and from there head for the West and Coast via Albany, returning to New York in about three months.

"Jack" Merriam leaves New York, January 15th, 1911, for Chicago, St. Louis, and the Middle Western cities, where he will spend from two to three weeks calling on the trade.

Cordero's Plans for 1911.

E. P. CORDERO leaves for Havana, January 16th, via the Sea Board Air Line and steamer from Knight's Keys. Mr. Cordero will be accompanied by his wife and expects at this time to make quite an extended visit in Cuba. His main object, however, will be the purchasing of an additional supply of tobacco.

Harry Cordero, who has been recuperating his health at Muldoon's farm for the past two weeks, returned to the office January 14th and will assume full control of the office and factory during his father's absence.

Mark Jacobs, who recently took charge of the selling end of the E. P. Cordero factory, left New York, January 8th, on his initial trip for this house. His first stop was Rochester, N. Y., and it is his intention to visit all of the larger cities through the West, Northwest and Pacific Coast, covering a period of about three months. The "Mi Hogar" and "La Superior" are well-known brands, and with Mr. Jacobs' experience and acquaintance in that territory many new accounts will no doubt be added.

Good Progress at Pandoz Factory.

UNDER the present management of the Alonzo B. Pandoz Co., 173-175 E. 87th street, New York, the business of this house has expanded very materially. Hill Schneider, who, up to October 18th, 1910, controlled a half interest in the company, is now the sole owner of the business and president of the company. Associated with him as secretary and treasurer is his son, Louis Schneider.

Mr. Hill Schneider is one of the veterans in the cigar manufacturing trade, a keen judge of tobacco, with an experience of twenty-five years in this line. For fourteen years he was superintendent of L. Miller & Sons, manufacturers of cigars and the famous "Le Roys."

Louis Schneider got his first training in this line from his father, while in the employ of L. Miller & Sons. With the father as an expert cigar manufacturer and the son in full control of the office and financial end, a very strong combination is the result.

Their leading brands are: "El Pandoz" cigar, a high grade product, and "Monogram," a nickel proposition. They also make "Our Little Major," a four and a quarter inch cigar, which is put up in a very attractive package, packed ten in a box, and retails ten for 25 cents.

Success of the Kings Club Cigar.

THE Cuba Cigar Co., of Park Row, New York, are making a very pronounced success with the "King's Club" clear Havana cigar, made in Tampa. Many new accounts have been opened up in New York and duplicate orders occur in every instance. The goods are running well in colors and quality and giving the best of satisfaction to particular smokers.

E. P. Oakes, president of the company, states that he has never handled a brand that has taken so well and made so many friends in so short a time as the "King's Club." The factory is running full force and now shipping into this market an average of 50,000 a week, and from present indications the "King's Club" will have one of the foremost distributions in New York among the Tampa-made cigars.

The company carry a stock of thirty to forty thousand in their humidors, at the New York office, for immediate delivery.

S. Hamburger, of Hamburger Bros. & Co., Havana importers, sailed for Cuba on Saturday last, January 7th. Mr. Hamburger will personally inspect their holdings on the island and look over present market conditions.



THE LATE SIMON BATT.

Death of Simon Batt.

SIMON BATT, one of the old line cigar manufacturers of New York City, after an illness of several weeks, died at his home, 553 First street, Brooklyn, N. Y., on January 6th. The immediate cause of death was complications of the stomach, from which he has been a sufferer for some time.

Mr. Batt was born in Germany sixty-seven years ago. He came to New York at the age of thirteen, and a few years later opened a retail cigar store. He was a brother-in-law of M. Stachelberg, and for a number of years was foreman of the M. Stachelberg & Co. factory. In 1886 he started in the cigar manufacturing business on his own account, forming the firm of Morris & Batt, and later as Simon Batt & Co. He has lived in the Park Slope section of Brooklyn for over twenty years and is survived by a widow, a daughter, Mrs. Sidney Goldberg, and two sons, Clarence S. and Jesse R. Batt.

The funeral services took place on January 9th and the interment was at Mt. Neboh Cemetery, Cypress Hills. Among the floral tributes was a beautiful set piece six feet high, from the employees of the company, in the shape of a pedestal surmounted with a wreath to which was attached a white silk streamer with gold letters.

The business of the company will be continued as heretofore by Sidney Goldberg and Jesse R. Batt.

Danton Cigars at Anvil Chorus.

AT the third annual dinner of the Anvil Chorus, of Brooklyn, N. Y., to be held at the Brooklyn Academy of Music, January 26th, 1911, the "Danton" cigar, manufactured by Fisher & Yglesia Co., Inc., will be the only cigars served.

The Anvil Chorus is an organization composed of prominent men of Kings County comprising jurists, business, professional and newspaper men. The honorary committee for the coming banquet includes over 138 well-known Brooklynites.

PHILADELPHIA.



Rigby Makes Flying Trips.

AFTER making a flying visit to Philadelphia, in order to be present at the annual dinner given to the department heads of the Theobald & Oppenheimer Co., which was held on Monday last, J. A. Rigby, the vice-president of the company, was recalled to Mansfield by pressing business, and he again left Philadelphia two days later.

Every one was happy, however, that he was able to attend the banquet, which was one of the most enjoyable that the firm has ever tendered. In addition to the officers of the company and the department heads, the dinner was also attended by a number of their traveling representatives, among whom were: Chas. H. Knubel, San Francisco, Pacific Coast representative; Wm. Cain, Kansas City, Mo.; W. H. Clark, Western representative, with headquarters in Chicago; and E. S. Reynolds, of Norwich, Conn., representing the house in the New England States.

Mr. Rigby is expected to return to Philadelphia shortly.

New Cigar Enterprise Projected

PHILADELPHIA is soon to have a new and important cigar factory which will be headed by Benjamin Grabosky, who was formerly secretary of the "44" Cigar Company of this city. Mr. Grabosky will have associated with him Charles Pollock, who was also formerly connected with the "44" factory, in the capacity of advertising man.

No definite location has yet been selected, although several premises are under consideration. During Mr. Grabosky's absence, Mr. Pollock will keep a sharp lookout for a suitable location, and active operations will be undertaken as soon as Mr. Grabosky returns to this city. The firm name is as yet undecided.

The "Counsellor" Salesmen in this Territory.

ABBOTT G. BOOKER, formerly located at Lewisburg, Pa., recently took up his duties as a superintendent of Eastern business with the factory of Allen R. Cressman's Sons, in the exploitation of their well-known "Counsellor" brand of cigars. While not new in the cigar trade he is at least known in this territory.

There has been no recession of business with this firm and orders continued to come in at so rapid a rate that not a moment of time was lost in the manufacturing department, and immediately after the New Year holidays the factory was opened with a full complement of hands.

John J. Bagley's Philadelphia Representative

THE new year seems to have opened auspiciously with Charles A. Clayton, general agent for the product of John J. Bagley & Co., tobacco manufacturers, at Detroit, Mich., and a number of repeat orders have been taken since January 2nd.

Mr. Clayton is just beginning on his second year as representative of this factory, with headquarters in this city, and occupies commodious offices at 903 Lippincott Building. For several years previous he had been representing the same house in Western territory. He has been a prominent member of the trade in this city for the past fifteen years, but about four years ago removed to Buffalo, where he took charge of the Buffalo branch of the Reid Tobacco Company, of Milton, Pa.

A New Cigar Firm---Brown Brothers.

A NEW firm of cigar distributors, to be known as Brown Brothers, has just been formed in this city. The firm consists of Samuel J. Brown and his brother, Frederick E. Brown, both of whom have been in the cigar trade of Philadelphia for nearly a score of years. For the past two years, the Messrs. Brown were associated with Allan R. Cressman's Sons in the capacity of local salesmen. Prior to that they were with Oblinger Bros. & Co.

It is their intention to obtain the output of several factories and put on the market brands which they will control. A salesroom and stock-room will be opened shortly in the central part of the city.

New Personnel of the "44" Cigar Company

SOME changes recently took place in the "44" Cigar Company of this city, owing to the retirement of B. Grabosky as its secretary, but to which office no successor has as yet been chosen.

Mahlon B. Funk, who has been connected with the firm for some years, was recently admitted to a more active interest in the firm and is now in full charge of the sales management.

Max Lipschutz, son of the head of the concern, is in general charge of the advertising department, while B. Lipschutz, the founder of the business, continues to devote his whole energy to the manufacturing department.

Orders are coming in at a rapid rate for this time of the year, and the factory is being operated with a full complement of hands.

The cigar factory of Sumner Green & Co., 2332 Market street, was recently burglarized and plundered of a quantity of cigars found in stock.

Southern Buyer Visits Philadelphia.

NED S. ADAMS, the efficient manager of the cigar department of Matthews, Harrison, Phillips & Co., the prominent jobbing house, at 4 Cummins Station, Nashville, Tenn., has been on a trip North during the past fortnight, visiting Philadelphia. While in Philadelphia, he made his headquarters at the offices of Sig C. Mayer & Co.; and, in this connection, he was very much interested to note that, hanging from the Horseshoe of Good Luck, which has become a landmark in the Mayer establishment, upon the day of his arrival, an inscription "Welcome Mr. Adams," was appended.

Handsome New "Counsellor" Sign.

THE handsome new clock encased in a large and very attractive sign of the "Counsellor" cigars recently erected over the iron awnings of Edward Aufderheider's cigar store, at the northwest corner of Third and Walnut streets, is attracting a great deal of attention. It is an electric clock, regulated to United States Observatory time and Mr. Aufderheider says that it has been a very valuable advertisement for both "Counsellor" cigars made by Allen R. Cressman's Sons, of this city, and for his store. It is diagonally placed across the corner and can be seen at a considerable distance.

Philadelphia Pilgrims to Havana

ON January 11th, S. Grabosky, of the Empire Leaf Tobacco Company of this city; B. Grabosky, formerly of the "44" Cigar Co., and S. Levy, of the Enterprise Cigar Co., Trenton, N. J., left upon a trip to Havana. This was rather an important pilgrimage, in view of the fact that the Empire Leaf Tobacco Company are extensive handlers of leaf tobacco. Mr. Levy is also a large buyer of Havana tobacco, and Mr. B. Grabosky is in contemplation of opening a large new cigar factory in this city upon his return from Cuba.

They will probably remain on the island several weeks to make a thorough canvass of the market there.

Vetterlein's Prosperous Year.

JULIUS VETTERLEIN & CO., widely known leaf dealers of this city, have just closed one of the most successful years in the history of the house. Mr. Julius Vetterlein, the head of the firm, returned some days ago from a special visit to Havana where he made a survey of the leaf market and succeeded in securing a thousand bales of fine quality of tobaccos for their extensive trade in the States.

Terry & Duncan, cigar distributors, at Tenth and Chestnut streets, are featuring a brand of all-Havana cigars from the factory of the Cortez Cigar Co., Key West, and put up under the title of "Tec-Dec." The cigar is put up in twentieth packages, and packed in a neat cedar box. The brand name is stamped on the lid in gold on a red background, and it is being marketed as a special nickel proposition.

A. E. Ecclestone has just been transferred from the Pittsburgh district to the Philadelphia district of the cigarette department of the American Tobacco Company, succeeding C. E. DeGoey, who goes to Providence, R. I. Since taking charge in Philadelphia, Mr. Ecclestone has been pushing aggressively the sale of "Moguls," "Sweet Caporals," "Sovereigns" and "Pickayunes." Just at present he is being assisted by Messrs. Coon, Dalton and Wireman, all expert salesmen.

Philadelphia Pointers

Isadore Langsdorf, of the well-known cigar manufacturing firm of Roig & Langsdorf, left this week upon a short vacation, which he will spend at Pinehurst, N. C.

Benjamin Labe & Son have secured new quarters at 236 N. Third street, and have removed from their former premises, at No. 228 of the same street.

W. S. Luckett, of Luckett, Luchs & Lipscomb, began a very active year early in the month. He is now on a visit to some of the firm's distributors and fine reports are coming in from him.

W. H. Perkins, who represents Vetterlein Brothers' cigar lines in Tennessee, Virginia, West Virginia and Kentucky, visited the factory in Philadelphia during the first week in January.

Two new brands of cigarettes are being introduced by the American Tobacco Company, "Karnack," a ten-cent cork tip Turkish cigarette, and "Emblem," a five-cent plain Turkish cigarette.

G. H. Smith, representing the German cigar label importing house of Moller, Kokeritz & Co., called on the Philadelphia cigar manufacturers during the past week. He contemplates an early trip to the Middle West, after which he will spend some time in Florida.

George I. Watson, secretary and treasurer of Sig. C. Mayer & Co., is now busy in making some flying trips among the firm's distributors. It is contemplated that Mr. Watson will do considerably more traveling this year than he has before.

George W. Mason, representing the Fehsenfeld Cigar Co., of Baltiomre, was visiting the Philadelphia trade this week, showing a line of their "Bob Earle" 5-cent cigar, and "El Poderso" Havana cigars, the last named of which is made up in eleven sizes.

Why the Grauley Cigars Make Good.

FEW names in the cigar trade of Philadelphia are better known than Henry B. Grauley. Mr. Grauley has been manufacturing cigars in the Philadelphia market for more than thirty years, and today has factories located at Souderton, Quakertown and Shelly, all being in the First Revenue District of Pennsylvania.

By enterprising methods and constant oversight of every detail of manufacture, Mr. Grauley has built up a splendid business on his leading brands "The Golden Rod," "Orange Flower" and "Lord Caspar." These are only a few of the best known brands emanating from the Grauley factories, but they all bear the unmistakable stamp of quality which has been consistently maintained year in and year out. Indeed, in searching for the secret of Mr. Grauley's steady advancement, one need look no further than the fact that his cigars are always uniform in quality.

The distribution of cigars from the Grauley factories is handled largely by big wholesale houses scattered throughout the United States, and any distributor who has not seen the goods from this factory would do well to investigate them.



Tampa Factories Getting New Hands.

Manufacturers Making Big Gains Each Week---Year's Output Shows Up Well.

TAMPA, FLA., Jan. 10.

DESPITE the cigarmakers' strike in this city during the late summer and fall months, the effects of which are still being felt by the manufacturers of clear Havana cigars here, albeit the situation is now one of steady improvement, the statistics for the year 1910 are anything but pessimistic. Had not the strike occurred, Tampa would have enjoyed a record-breaking year in her output of high-grade cigars.

The cigars manufactured and shipped from Tampa during the year just passed totaled 201,405,000. There was paid into the Tampa custom house in customs duties $1,377,262.21, while the post-office receipts of the Tampa post-office aggregated $169,106. Internal revenue receipts (derived almost *in toto* from the sale of stamps for cigars) totaled $638,535. The figures noted show a slight decrease from those of 1909.

The importations of tobacco from the Island of Cuba are an excellent index to the clear Havana industry in this city. There was imported during 1910, 40,989 bales of tobaccos, imported as follows:

January	5,175
February	3,959
March	6,038
April	3,998
May	4,274
June	4,102
July	3,208
August	2,286
September	1,553
October	1,440
November	2,628
December	2,329
Total	40,989 bales

With the addition of 163 new recruits to the working forces in the Cigar Manufacturers' Association factories yesterday (Monday), and 53 additional recruits today, coupled with the fact that last week 277 new workmen applied for work and were accommodated, the active list of cigarmakers now at work in the association factories is over 1500.

Sunday's P. & O. steamer brought up some eighty odd cigarmakers from Key West. They were among yesterday's recruits. From information received here from both Havana and Key West, it is apparent that many cigarmakers are idle in those cities now, and that they should turn to Tampa for employment is natural. Optimism prevails here as a result.

The indications are that this week and next will see big additions to the working forces. Cigarmakers in some of the association factories, allowed to work overtime as much as they please, are earning as high (in some cases) as $50 the week.

New Year's Day strikers attempted a demonstration in the streets in front of the Labor Temple, but they were quietly dispersed by the police. The citizen's committee patrols, however, were in readiness to lend the police aid in suppressing any disorders which might have arisen and their quick mobilization was a matter of comment at the time. Utmost order prevails in the factory districts.

E. C. Berriman, of the well known firm of that name, has arrived in this city from Chicago and is stopping at the Tampa Bay. It is Mr. Berriman's custom to spend a part of the year here, and he is usually looked for at this time. Mrs. Berriman accompanies him.

Maximo Caras, a well-known business man of Ybor City, has become a partner in the old firm of Ortiz and Suarez, cigar manufacturers, the latter partner withdrawing from the firm. In future the firm will be known as Ortiz ans Caras. Mr. Suarez has left for Cuba to enjoy a vacation. He has not announced any future plans.

E. J. Stachelberg, of M. Stachelberg & Sons, is in the North, having left this city shortly after the New Year. He will look over the consuming field and spend some time in New York before returning.

William Fitzpatrick, of the Exchange Cigar Company, left Sunday night for Havana. He will spend some little time in Cuba, making leaf purchases before he returns.

Maurice Abrams, of the Santa Clara Cigar Company, of Brunswick, Ga., passed through this city late last week, stopping off here two days before embarking for Havana. He is on a leaf purchasing jaunt.

Charles M. Monrose, one of the best known young business men of this city, and a brother of E. W. Monrose, French Consul at this port, has severed his connection with the P. San Martin Cigar Company. He was with the company for several years.

The racing season, which began here January 2d, is proving to be a splendid drawing card and Tampa is filling up with tourists quite rapidly. The National Association of Railway Freight Agents convene for a four-day convention tomorrow, the delegates arriving on a special train from Chicago in the morning. The American Pomological Society convenes here for its biennial convention, February 9-11.

BLARDONE.

New Union's Labels Thrown Out by Court.

YORK, PA., January 10th.

A PERMANENT injunction was granted on January 7th against the Universal Cigar Makers' and Packers' Union, a local organization having headquarters at Hanover, Pa.

It is said that in July, 1909, a number of cigar manufacturers in Pennsylvania, and some of their employees, organized the local union as an independent association. After receiving a charter, they issued a specific label, which was objectionable to the International Cigar Makers' Union of America, and President G. W. Perkins, of the International Union, declared it an imitation of the "Blue Label" of the Cigar Makers' International Union. Mr. Perkins contended that it was a fraud intended to deceive consumers.

Under instructions from President Perkins, I. B. Kuhn, of McSherrystown, Pa., proceeded to collate evidence for an action, to restrain the new organization from using their label. Jere S. Black, a widely-known attorney of York, was retained by the International Union, and with the aid of valuable evidence supplied him through Union No. 316, of McSherrystown, a verdict was secured before Judge Warner, who not only restrained further use of the imitation label, but also ordered all the engravings and labels on hand, to be turned over to the officers of the International Union.

TOO LATE FOR CLASSIFICATION.

FOR SALE—About five hundred (500) leaf tobacco cases kept in good dry place on top floor of our warehouse, nailed up with lids ready for use; sizes running from 36 to 42 inches. John C. Herman & Co., New Cumberland, Pa. 1-15-c.

WANTED—A granulator that can be used by hand or power, for leaf tobacco, stems and deer tongue. Frank A. Bronson, Binghamton, New York. 1-15-c.

FOR SALE—Modern humidor, cost $2000; formerly owned by Raubitschek Bros. Will sell for $250. The Zeugschmidt Cigar Co., Pittsburgh, Pa.

Cigar Factory Notes

A. J. Engleman is opening a new cigar factory at Eveleth, Minn.

J. J. Campbell is opening a new cigar factory at "The Dalles," at Wash.

The Bauman Cigar Factory, at Sparta, Mich., was recently purchased by Betterly & McCall.

The cigar manufacturing firm of Maloney & Riches, at Couer de' Alene, Idaho, has dissolved.

A cigar manufacturer's license was recently taken by Robert Warren, who will open for business, at West Suffield, Conn.

A contract was recently awarded for the erection of a new cigar factory building at Wheeling, W. Va., by Wm. Marsh, the well-known stogie man.

A new Italian cigar factory was recently opened at Reading, Pa., by Michael Martone, which is the second establishment of its kind for that city.

Thomas Quinn, cigar manufacturer at Torrington, Conn., has removed from the Lilly Block on Main street, to the O'Brien Block on South Main street of that town.

A new cigar factory and retail establishment is being opened by J. M. Phelan in the Sherry Block, at Dover, N. H. Mr. Phelan was formerly located in the Morrill Block, but has had to seek increased facilities.

A new cigar factory is soon to be located at Spokane, Wash. David Kuttner will be the proprietor, and he has purchased the property at the southwest corner of Ivory street and Second avenue at a cost of about $2500.

Manuel Vega & Co., some days ago were granted a license to do a cigar and tobacco business as a corporation at Chicago, with a capital of $8000. The incorporators were Manuel Vega, O. M. Wolff and H. Cardberg.

The cigar manufacturing firm of Joseph & Barrett, at Hartford, Conn., has been dissolved. Joe Josephs has succeeded to the firm and has removed the factory from 61 Pratt street to No. 9 Kinsley street in that city

The cigar factory of Semple & Hogett are now preparing to remove from present quarters, in the Franklin Building, to the Wynkoop Building, corner of Main and Cherry streets, Jefferson, Iowa, where they will have more room.

The A. S. Dorfman Cigar Company, on North street, Pittsfield, Mass., is to be incorporated to take over the cigar manufacturing business heretofore conducted by A. S. Dorfman. The incorporators are A. S. Dorfman, Geo. A. Pomfrey and Wm. E. Brooks.

Messrs. Gustafson and Dahlberg are said to be behind a new project to start a snuff and tobacco factory at Rockford, Ill. Plans have been drawn for the erection of a new building to be located on Railroad avenue, near Parmele street.

Negotiations have been pending for some time between P. J. Sullivan, cigar manufacturer, at 179 Sargeant street, Holyoke, Mass., and prospective buyers who have made overtures to Mr. Sullivan to take over his business, has not turned a deaf ear because he is also interested in a hotel enterprise.

A receiver was appointed some days ago to take charge of the assets of Hyman Blumenfeld, a retail cigarist at Fremont avenue and Baltimore street, Baltimore, Md., who had been adjudicated a bankrupt upon his own application. John Salmon was appointed receiver and bond fixed at $2000. Blumenfeld places his liabilities at $11,589 and assets at $3375, which includes $1200 of stock in trade and $2000 in insurance policies.

A certificate of incorporation has been filed in the office of the county clerk at Elizabeth, N. J., by the C. Schlosberg Tobacco Company, which is being incorporated for the purpose of manufacturing tobacco products and mixtures. W. Eldridge, of 215 Broad street, is the authorized agent of the company. The capital stock is given at $25,000, divided into 250 shares at the par value of $100 each. The incorporators are Charles Schlosberg, Harry Brewer and John J. Smith.

A certificate of incorporation was recently granted to the Connecticut Valley Cigar Company, which is to have its main office at Hartford, Conn. The corporation is to begin with a nominal capital of $1000, and was organized for the purpose of growing and selling tobacco and maintaining stores in connection with its business. The officers are as follows: President John J. Burns, Hartford; treasurer, Wm. J. Turner, Hartford; secretary, E. V. Llewellyn, Addison, Conn.

The cigar manufacturing firm of Joseph Whitcomb & Co., of Springfield, Mass., recently brought suit and obtained judgment against the Willimantic Cigar Co., at Willimantic, for the sum of $99.31. The Willimantic Company had been started by Holmer L. Simonds, but who, shortly after left the town, and judgment was procured by default. A stock of goods were then seized and will be sold to satisfy the claim.

New Cigar Factory at Phœnixville, Pa.

REPRESENTATIVES of the Uneck Havana Cigar Company, with factories at present at Red Hill and Blooming Glen, have recently visited Phoenixville, with a view to interesting its citizens in starting a cigar factory in that place. This company now manufactures the "David Rittenhouse" cigar, and it is said that they have secured an option on a factory on High street.

William P. Lilienfeld Dead.

Wm. P. Lilienfeld, president of Lilienfeld Bros. & Co., a cigar manufacturing firm whose offices are at 79 Jackson Boulevard, died on December 9th, at his residence, No. 4727 Michigan avenue, Chicago. Death was due to the effects of a stroke of paralysis from which he had been suffering for two years.

Deceased was born at Hanover, Germany, in 1842, and emigrated to Chicago when he was a young man. He was a member of a number of social and secret organizations.

He is survived by a widow and one son, E. W. Lilienfeld. Two brothers, Eugene W. and Edward D. Lilienfeld, are respectively secretary and treasurer of Lilienfeld Bros. and Company.

all that's new with JOBBERS and DISTRIBUTORS

Atlanta House Adopts Profit-Sharing Plan.

AT the close of last year, the annual banquet of the Capital City Tobacco Company, of Atlanta, Ga., was held at the Piedmont Hotel in that city. President J. W. Davis of the company acted as toastmaster, and the gathering burst into its fullest enthusiasm when he announced that, hereafter the business would be conducted on a profit-sharing basis, and all the profits over a certain per cent. would be divided among the employees.

W. B. Carlton, head of the credit department, gave a short talk on the relation between the credit and sales departments. Short addresses were also made by other department heads, among whom were: C. C. Philips, E. P. Harris, B. C. Fowler, J. H. Hollies, A. C. Carlton, L. W. McGrady, P. B. Rand, L. Q. O'Brien and P. G. McLean.

Mr. Davis' guests then sprung a surprise upon him by the presentation of a beautiful gold watch chain and charm. The presentation speech was made by F. B. Lewis. The banquet was thoroughly enjoyed and will undoubtedly promote a spirit of good-fellowship among the Capital City forces.

Brisk Trade at Portland, Ore.

THE cigar jobbing trade of Portland, Ore., report that between $60,000 and $70,000 was spent at that point in the cigar and tobacco trade between the Christmas and New Year holidays. Money was plentiful and all the cigar dealers reaped a harvest. By the middle of December, they had already reached the high-water mark of Christmas receipts during 1909, leaving them the biggest weeks of the year to surpass the records of the year previous.

This vast sum was spent not alone for cigars, but it included also purchases of humidors, pipes, cigar and cigarette holders, and other smokers' articles. One wholesale house sold every humidor it had in stock that ranged in price from $12.00 down.

It was in the cigar department, however, that the most money was taken, and it is said to have been nothing unusual in a customer giving an order for $40 and $50 worth of cigars, and that as high as $100 and $200 worth of cigars were purchased in instances, sales running largely in high-priced brands.

New Wholesale Business at Middletown, Conn.

The retail cigar store in the Pythian Block, on Main street, which for the past year has been conducted by P. Keuhnemann, as successor to his father, C Keuhnemann, is giving up the store to engage exclusively in the wholesale business. The elder Keuhneman had been in business in the premises for nearly twenty-five years.

Employees of the Altoona, Pa., branch of the Reid Tobacco Company presented the local manager, John K. Kauffman, with a handsome Christmas gift. The employees were assembled in the office with Mr. Kauffman in the centre of the crowd, when one of the young men made a neat speech and presented the manager with a complete desk set. The gift was much appreciated by Mr. Kauffman.

William Best Gives Interview.

WILLIAM BEST, of the widely known distributing house of Best & Russel, of Chicago, recently gave out an interesting talk on trade conditions as he sees them. Mr. Best said:

"Prosperity, on the whole, has marked the year 1910 for cigars and tobacco, though the long strike at Tampa, lasting from August to the end of the year, seriously interfered with the production and shipment of goods at that centre. Only about one-fourth as many cases were shipped from Tampa as in 1909.

"The business of the country generally and of the city has been good, showing a healthy increase, and the Christmas trade in Chicago has been better than was ever before known. Prices have been very firm. For cigars and smoking tobacco the demand has been remarkably large, and the sale of pipes, notably of the newest sorts, like the calabash, has been great. The demand for high-priced and low-priced goods alike has been good, and sales of cigarettes have increased by a great percentage. Five-cent cigars continue to be the chief reliance of the trade, about 90 per cent. of the cigars consumed in the country selling at that price at retail. The outlook for the coming year is very good, with no prospects of a serious falling off anywhere in sight."

Progressive Methods of Los Angeles House.

THE retail cigar concern known as the Hookstratton Cigar Company, of Los Angeles, claims some very distinctive features in the conduct of its business. First, the company operates a chain of six stores, every one of which is particularly well located, with their chief headquarters at Fourth and Spring streets. The general management of their affairs is in the hands of Mr. M. G. Hookstratton, who personally does all the buying for the several stores and who has steadfastly adhered to "quality" as his password, as exemplified by the fact that their stock includes such choice selections as E. Regenburg & Sons "American," Y Pendas & Alvarez "Webster" in their clear Havana offerings, Yocum Brothers' popular "Y-B" in seed and Havana cigars. In other truly high grade domestic cigars there might be enumerated Eisenlohr's "Cinco" as a prominent nickel leader.

It is also shown that an equal diligence and care is exercised in the selection of their tobacco and cigarette offerings, as shown by the fact that they are handling "Milo" and other cigarettes from the factory of The Surbrug Company, of New York.

It requires a force of twenty-five capable men to handle the business of their half dozen stores.

Buffalo House Incorporates

THE well-known Buffalo cigar and tobacco house, known as the Haas Tobacco Co. was incorporated last week with a capital of $47,500. The incorporators were N. Ellis, D. Ellis and G. Haas. The above named gentlemen constituted the firm which has been successfully conducting the business since the death of the late Mr. Haas.

Jobbing Trade Items

A new size of cigar, the "Sublimes," has been placed with the Minneapolis Drug Company by H. C. Martin, of the Juan F. Portuondo Cigar Manufacturing Company.

The W. S. Conrad Company, St. Paul, announce that they will handle during the coming year the "Royal Lancer," "Qualtility" and the "Wm. Penn" and "Little Wm. Penn," made by the Theobald & Oppenheimer Company, Philadelphia.

Salesmen with the Wm. A. Stickney Cigar Co., of St. Louis, who lately visited the trade throughout Nebraska, found a very satisfactory state of affairs in this section. A good business followed their canvass, and the firm's goods are being more widely distributed in Kansas today than ever before.

August Schmelzer, formerly engaged in the cigar and tobacco business at Meriden, Conn., but largely in a retail way, lately decided upon some important changes because of the rapid increase in his wholesale trade. He has decided to sell out his stock of retail goods and engage in the wholesale business exclusively.

The Gray Cigar Company of 1117 Olive street, St. Louis, Mo., has done a continuously increasing business during the past year in the distribution of the "King's Herald," New St. Louisan," "El Nutricio," "Amanola" and "San Vega."

This company also covers the Southwest and has branches at Kansas City, Mo., and Fort Worth, Texas.

New Cigar Company at Syracuse, N. Y.

THE Eaton Cigar Company, of which H. E. Eaton is proprietor, had an auspicious opening in the McCarthy Building, at the corner of South Salina and Onondaga streets, Syracuse, N. Y., on December 16th, and it is claimed by those who had the pleasure of inspecting the store that in point of equipment and stock it is one of the finest in the State. It is Mr. Eaton's idea to feature standard brands of goods and he displayed a large line of cigars and pipes suitable to the season of the yer.

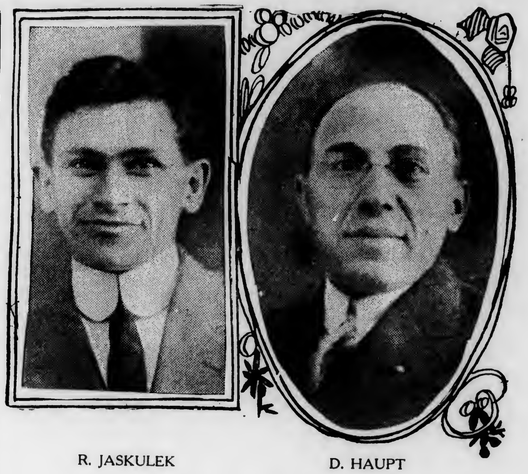
Dan Wolf's Christmas Cards.

AN unique Christmas card has been issued by Dan. A. Wolf, well-known Cincinnati cigar jobber, suggesting a box of cigars as a Christmas gift. It is printed in Christmas colors, with the usual holly border. Mr. Wolf is a distributor of the product of A. Santaella & Co., M. Rodriguez & Co., Rey, Straus & Co., Lopez Hermanos, Sig. C. Mayer & Co. and Antonio Roig & Co. Lately he has been strongly featuring the "El Wadora" five-cent cigar of Sig C. Mayer & Co., of Philadelphia.
ADD RETAIL.

Price-Cutting at Portland, Ore.

A CUT-RATE war is breaking out spasmodically at Portland, Ore., and according to recent advices a new battle is on. It is said that goods are being sold at prices that are within about two per cent. of the cost.

One of the larger hotel stands recently made out an order, calling for ten brands of cigarettes, and which was one of the largest in the history of the trade, to be purchased by a retail establishment. The transaction has had a tendency to seriously demoralize trade conditions in that city.



R. JASKULEK D. HAUPT

New Cigar Firm at Dayton, Ohio

ON January 3d last, operations were begun by Haupt & Jaskulek, as cigar manufacturers at Dayton, O. They have already placed upon the market two brands of cigars known respectively under the titles of "Morso," a 5c. product, and "Soroma" in 10c. quality. The "Soroma" cigar they claim to be a strictly Havana filled brand, and put up under the highest type of workmanship. There are already many indications that the firm will have a busy time of it as soon as their cigars are more widely offered.

The firm consists of D. Haupt and R. Jaskulek, and they will trade under the name of the Morso Cigar Company.

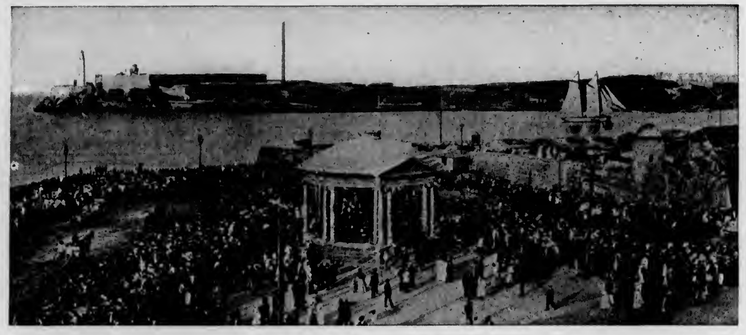
Mr. Haupt was superintendent of the Heitman Cigar Company, at Dayton, and resigned from his position on December 31st last. He looks young in years, but he is well experienced in cigar manufacturing, having been formerly connected with Seidenberg & Company in the manufacture of clear Havana cigars, after which he joined the forces of the American Cigar Company, and gradually worked his way to the position of superintendent of one of their largest and most important factories, located at Detroit. He became connected with the Heitman Company in March, 1908, and in less than two years time the output of that factory was more than quadrupled.

Mr. Jaskulek has been in the leaf tobacco business in Dayton for the past ten years, associated with his father, having full supervision of several warehouses, and for a number of years he bought considerable tobacco, not only for his own firm, but for other large interests. He is regarded as an excellent judge of tobacco qualities.

The new firm engages in the business in a thoroughly enterprising spirit, and will employ all the modern means of exploiting trade that are known, and may be even expected to introduce some innovations.

Mr. Fernandez Corrects Statement.

Don Rodriguo Fernandez, proprietor of the R. Fernandez Havana Cigar Company, informs us that the announcement that Jose A. Fernandez had been admitted to membership in the firm is incorrect, and that young Mr. Fernandez will act as representative of the company and will do considerable traveling in the interest of the house. Their product is making good wherever introduced and it is expected that Mr. Fernandez will be able to show a largely increased volume of business.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, January 6th, 1911.

AS far as the new crop is concerned, all is yet uncertainty as to quantity, while the future quality is still harder to guess at. From reliable sources, people who have been last week over the Vuelta Abajo district, it has been learned that so far very little transplanting has been done in the famous "Morra Llana" (lowland) section, as no rain has fallen to facilitate matters for the Vegueros. Many of the latter, instead of planting tobacco, have devoted a large part of their fields to raise beans and other vegetables, in order to have at least enough to eat. In the Remates section and in the Lomas (hills), they may have had some rains and the young plants (or seedlings) have taken firm roots and are growing well. There is a chance still of setting out more plants this month, if only a good rain shower should fall.

The tenants of Don Luis Marx's farms at "Alquizar," "Zorilla" and "San Antonio" have had a good chance to raise tobacco early this year, and they expect to pluck the ripe leaves of the shade-grown tobacco by about the fifteenth of this month. The Partido crop promises well, as with the few showers and artificial irrigation the majority of the Vegueros will start in to cut their plants by the end of January or the beginning of February. General Alberto Nodarse, of "Las Cañas," has also been one of the few favored ones and expects to cut his ripe leaves by the middle of January.

The Santa Clara province has had some rain the latter part of December and planting has continued upon an extensive scale; therefore, with favorable weather, this crop ought to produce a larger yield this year.

The leaf market has been considerably quieter during the past fortnight, although if our local American houses had not made some liberal purchases, the few Northern buyers would not have been able to show any results worth speaking of. The Henry Clay and Bock & Co., Limited, and the "Romeo y Julieta" factory were the chief buyers in our market, besides a few of our cigarette manufacturers. Exporters for Europe have also operated to a lesser extent.

Prices have, however, shown no decline, and for certain styles the asking figures are higher. Remedios tobacco has commanded the principal attention, principally because the stocks are no longer abundant and the crop has been a good deal shorter than was calculated in the beginning. Third Capaduras are nearly gone, seconds are beginning to be scarcer, and while firsts have not moved yet in large quantities, are bound to be called for this and next month.

Prices are reasonable enough for Vegas, while Escojidas, with the exception of two houses, cannot be called dear, either. A fact is that our packers will make no money on last year's operations at the ruling figures.

Vuelta Abajo Vegas are abundant in our market and it is said that there are still about 20,000-25,000 bales unsold in the country in farmers' hands which could be acquired upon favorable terms. One Tampa manufacturer purchased 1500 bales of Vuelta Abajo in the country and was well pleased with his buying excursion.

Sales during the past fortnight reached 13,914 bales, which, divided, consist of: Vuelta Abajo, 3931; Partido, 446, and Remedios, 9537 bales.

Buyers were: American dealers and manufacturers, 8751; exporters for Europe, 1002; for Buenos Aires and Montevideo, 334, and our local cigar and cigarette manufacturers, 3827 bales.

Exports of leaf tobacco from the port of Havana from December 19th to December 31st, 1910, were:

To all ports of the United States	9,419 bales
To all ports of Europe	1,002 "
To Buenos Aires and Montevideo	621 "
Total	11,042 bales

PRINCIPAL BUYERS WHO COME AND GO.

ARRIVALS.

August Kuttnauer, of Rothschild Sons & Co., Chicago.
Francisco Garcia, of F. Garcia & Bro., Tampa.
Morris Winter, of M. Perez Co., Tampa.
Alex. Goldschmidt, of A. Blumlein & Co., New York.
Vincent Planco, of Ruy Suarez Co., New York.
S. Ruppin, of S. Ruppin, New York.
S. Rossin, of S. Rossin & Sons, New York.
A. L. Ullrich, of M. J. Lopez & Co., New York.

RETURNED.

Manuel Suarez, of M. Suarez & Co., Havana.
Casimiro Heres, of Casimiro Heres & Co., Havana.
Felipe Rodriguez, of F. Rodriguez & Co., Havana.

DEPARTURES.

Henry Esberg, for Tampa.
Edgar Stachelberg, for Tampa.
B. Lichtenstein, for New York.
Alex. Goldschmidt, for New York.
N. E. Guedalia, for New York.
Vincent Planco, for New York.
Florence Vega, for Chicago.

CIGARS.

With very few exceptions business is dull in the majority of our factories and a good many cigarmakers are out of employment. On Saturday, December 31st, 400 of them were booked to go by the steamship "Olivette" to Key West and Tampa, but owing to a dense fog at the former port the steamer did not reach here until Sunday morning, January 1st, and left at noon again for her Florida ports. Undoubtedly they will be received with open arms at Tampa and find work immediately.

Up to the middle of last month our factories worked under high pressure, as the following exports will demonstrate, viz.:

From the port of Havana, according to official Custom House returns:

Jan. 1st to Dec. 15th, 1909	172,806,483 cigars
" " " " 1910	164,097,149 "
Decrease in 1910	8,709,334 cigars

On November 30th, 1910, the decrease was 13,423,540 cigars, thus showing a betterment during the fifteen days in December of 4,714,206 cigars; or, we shipped this year 12,562,662 cigars, while during the same period in 1909 we exported only 7,848,456 cigars.

The principal increase consisted of 3,125,207 cigars to the United States, 725,636 to Germany, 369,525 to Canada and 353,124 cigars to England. The only decrease of importance was to Chile, 128,994 cigars.

The chief factories working well were: Henry Clay and Bock & Co., Ltd., Romeo y Julieta, H. Upmann, La Escepcion (and Hoyo de Monterey), Sol, Por Larrañaga, La Diligencia, El Credito, Castañeda and Partagas.

BUYING, SELLING AND OTHER NOTES OF INTEREST.

Muñiz Hnos & Co. sold 1380 bales of Remedios during the past two weeks.

Edgar J. Stachelberg was the fortunate buyer of 1500 bales of Vuelta Abajo in the country direct from the farmers.

Rz Bautista & Co. were sellers of 1190 bales of all kinds of tobacco during the past three weeks.

N. E. Guedalia is reported to have purchased close on to 1000 bales of Vuelta Abajo and some Partido leaf.

Sobrinos de A. Gonzalez appear this time with only 1100 bales of Vuelta Abajo, Partidos and Remedios as the amount of the two weeks' transactions to their customers.

Bernhard Lichenstein, from a good authority, is credited with 650 bales of Remedios purchased during his two weeks' stay here.

José F. Rocha disposed of 1000 bales of Vuelta Abajo Colas.

Alex. Goldschmidt, during the week which he spent in Havana, secured close to 500 bales of Remedios.

Herrera, Calmet & Co. report their sales as about 1000 bales of Remedios during the past fortnight.

August Kuttnauer, of the sterling house of Rothschild Sons & Co., Chicago, is still here and intends to remain yet for awhile. He is an excellent judge of tobacco and complains only that the kinds of tobacco which he is looking for are as hard to find as a needle in a haystack. However, he has found several Vegas already and expects to secure enough stocks to last their customers until next season.

Cardenas & Co., besides some other transactions, sold 700 bales of their fine old Vuelta Abajo (1909 crop) to one of our first-class local factories.

J. Bernheim & Son were heavy buyers of Remedios tobacco 1st and 2nd Capaduras in our market.

Perez & Obeso sold 1200 bales of their choice Vuelta Abajo holdings to American manufacturers.

Other sellers of importance were: C. Perrote, Aixala & Co., Cano y Hno., A. M. Calzada & Co., Planas & Co., and Perez Hnos.

Vincent Planco has been hard at work to find the right kinds of tobacco for the Ruy Suarez Co., of New York, and purchased nearly 450 bales.

The Romeo y Julieta factory purchased over 1000 bales of old Vuelta Abajo (1909 crop) again during the past two weeks.

The principal shippers were: C. E. Beck & Co., J. F. Berndes & Co., J. Bernheim & Sons, Leslie Pantin, Sylvester & Stern, M. Suarez & Co., Michaelson & Prasse, A. Moeller, H. Upmann & Co., M. Pollack, H. Neuberger, José H. Cayro é Hijo, M. V. Perez, I. Kaffenburgh & Sons, Garcia & Co., Cardenas & Co., and Rodriguez, Menendez & Co.

RECEIPTS OF TOBACCO FROM THE COUNTRY.

For two weeks ending December 31st, 1910.		Since Jan. 1st, 1910.
9,039 bales	Vuelta Abajo	195,246 bales
1,168 "	Semi Vuelta	22,229 "
97 "	Partido	27,997 "
4,693 "	Remedios	95,579 "
380 "	Santiago de Cuba	7,544 "
15,377 bales		348,595 bales

The latest weather reports state that it has rained in the Vuelta Abajo.

ORETANIV.

H. Fendrich Secures New Location.

THE New Year was greeted by H. Fendrich, the well-known Evansville, Ind., cigar manufacturer, with the announcement that he would shortly re-open a big factory there, and immediately after a large force of men were started to work in preparing two large bulidings as temporary quarters for factory purposes, and nothing could have caused greater joy among the twelve hundred fromer employees in the establishment.

There has been secured for this purpose the old hominy mill and the former Akin packing house on lower Second street, and as soon as some needy alterations can be made operations will immediately begin in making up the well-known Fendrich brand of cigars.

It is stated that practically none of the former hands of the Fendrich factory have left the city, and all seem willing to wait for another short period rather than seek employment elsewhere.

Coincident with the confirmation of the lease of temporary quarters it is announced that Mr. Fendrich had agreed to buy half a block of ground now owned by the Willard Library Corporation in the rear of Library Block.

The report of Inspector Laham, sent to Evansville from Chicago to investigate the condition of the Sumatra tobacco damaged in the recent fire, and which recommended an abatement of the duty to $51,600, has been endorsed by the Treasury Department at Washington. The original duty on the tobacco would have amounted to about $172,000, showing that 30 per cent. of the tobacco was not spoiled and the remainder should not be taxed by the government because it cannot be used.

The "World's" Laughograph



Clerk—"We have some good cigars with a Sumatra wrapper and some with a Connecticut wrapper."
Fair Customer—"A wrapper! Haven't you got some better dressed than that? I'm afraid they wouldn't look well for a birthday present."



Maid—"Do you think, young man, that you can ever save anything by smoking?"
Messenger Boy—"Why, cert: I save de coupons. Sign dis book, please."

More Favorable Conditions at 'Frisco.

Jobbing Houses Consolidate—Salesmen Again On the Road—Trade Notes

SAN FRANCISCO, Jan. 5, 1911.

THE year just closed has been rather a hard one for the retailers in San Francisco, and until recently the volume of business was by no means up to expectations; while rentals and other expenses have been high. There has been a steady improvement, however, and since a good many went out of the business during the summer, rents have been going down. Conditions have been better than in 1909, when the slot machines were abolished, causing a great disturbance in the trade, and the recent shortage of Tampa goods has hurt the retailers much less than the jobbers. The trade is entering the new year with high hopes, partly founded on expectations of the Panama-Pacific Exposition, but even more on the general turn for the better which has been noticed in the last few months. Many stands have changed hands recently, but the number of people starting in business has been greater than those going out, and nearly all the good locations are now occupied by dealers who are known and considered reliable. All the newer stands down town are fitted up so as to be a credit to the city, some of them being among the most attractive on the Coast.

The most notable change which has occurred for some time is the consolidation of the young jobbing firm of Pollak Bros., who started business here some four years ago, with the old-time wholesale house of Michalitschke Bros. & Co., which will continue to handle the best lines represented by Pollak Bros. Michalitschke Bros. & Co. have long stood among the largest and strongest establishments on the Pacific Coast, and as the Pollak boys are known as energetic hustlers the change brings quite an addition to the personnel of the older house.

Most of the traveling salesmen of local firms have been in for the holidays, but are now starting on the road again. All of them reported a big holiday business with outside dealers, and now find most of them pretty well cleaned out. It is still too early for much stir in the jobbing trade, but the first few days of the year have been above expectations.

M. A. Gunst & Co. have geen giving a lot of attention to their 5-cent lines of late. They are oversold, as usual, on the old favorite, the "Owl" cigar, and also report an unusually large demand for the "Little Bobbie" and "Bohemian" lines.

Mr. Stowell, formerly with M. A. Gunst & Co., at Seattle, Wash., is now acting as specialty man for Surbrug & Co.'s cigarettes, covering the entire Coast.

The Edw. Wolf Company has put in two glass show cases for the display of its specialties. One is used for fine sizes of Manila goods, and the other for its new "Por Larranaga" imported line. They got in the first large shipment of "Nestor" cigarettes last week, and are beginning to advertise them extensively. Mr. Wolf says the line has started off as well as he expected, and while he is not making any big flourish he is very confident that they will become a prominent feature in the market. He is satisfied with the results so far obtained with the imported cigars, but says it is too early to expect any great amount of business.

Wm. Bercovich made every effort to get his new stand at Powell and Market streets open before Christmas, but was unable to do so. He is now opening in good style and expects fine results from the new place, which is one of the best points in the city for this business. He will make a strong feature of the Luis Martinez line, which has been his leader for the last year.

The downtown trade seems to be enjoying an extension of the holiday season, owing to the large number of visitors who are coming in to attend the aviation meet which will occur at South San Francisco next week. Several dealers are competing for the privilege of selling cigars at the grounds, which will mean a large amount of business for a few days.

H. Bohls & Co., local tobacco and cigarette manufacturers, with a factory at Fremont and Folsom streets, are starting the year with a strong advertising campaign, from which they expect great returns. Some of their goods, such as "Great Blend" pipe tobacco and "Kadee" cigarettes, already have a well established place in the market.

Wm. Wolf, of Castle Bros.-Wolf & Son, is spending some time in Chicago in the interest of the Manila cigar lines.

Carl Koenig, the "Big Elk," specialty man for Frankel, Gerdts & Co., who stands nearly seven feet high and weighs 300 pounds, is receiving the congratulations of his friends on his recent marriage.

D. Frankel, of Frankel, Gerdts & Co., will leave in a few days for Havana to make additional purchases of tobacco. Under ordinary conditions a trip at this time would have been unnecessary, but in the absence of Tampa goods the factory has worked off most of its stock on hand.

Space for a cigar store in the new Hearst Building at Third and Market streets has been leased to the United Cigar Stores Company. The place will probably be ready in time for the next holiday season.

W. I. Pixley, who has for some time represented the Frishmuth & Bro. Company smoking tobacco line, is now also representing the J. G. Dill Company, whose line he took up the first of the year.

F. Garcia, of F. Garcia & Bros., spent last week in San Francisco. Another recent visitor was W. C. Clarkson, of P. San Martin & Co., who made a short visit with L. A. Sawyer & Co., his Coast agents. This company's "El Grifo" cigar was one of the few Tampa lines not affected by the strike, and has had an extremely heavy run for several months past.

Two carloads of Turkish tobacco were shipped recently from Exeter, Cal., to New York, by E. Chalikian, who has been experimenting with growing tobacco of this type in the San Joaquin Valley. He expects to get a good price on the shipment, and he says he will have about twelve cars to send out next year.

John Fashburg, a pioneer cigar dealer, of Yreka, Cal., died December 19, aged 78 years.

The Independent Cigar Company has been incorporated in San Francisco with a capital stock of $9970, by Morris Steinberg, Louis Sanders, David Brachfeld, L. E. Prescott and H. M. Pabor.

H. Rinaldo & Co. are now starting a campaign on a new 5-cent line, the "Caparetta," made by the Barnes-Smith Company.

A. Samuel, one of the largest retailers of the San Joaquin Valley, who has a chain of stores in Stockton and some of the oil field towns, has secured a new location, one of the best in Stockton, where he will open early next month.

ALLEN.

Henry Deisel Entertained Department Heads.

IT has been the custom for some years past for the Deisel-Wemmer Company to tender a banquet to its department heads and salesmen about New Year, as a testimonial of appreciation. This year, however, it was not observed in its usual form, owing to the recent sudden death of L. C. Hartman, a highly valued representative of the company at Kansas City.

Henry Deisel, president of the company, entertained at his residence, in Lima, O., a few of his business associates and salesmen who happened to be in town at that time. The affair was impromptu and was calculated merely to afford opportunity for exchanging New Year greetings.

York Produced 350,000,000 Cigars in 1910

Seventeen New Factories Licensed in December—Busser Dies from Injuries

YORK, PA., January 12th, 1911.

DURING the month of December there was produced in this division of the Ninth Internal Revenue District of Pennsylvania, 86,976,160 cigars, according to the report of the Deputy Collector at the York office, which is 3,496,420 cigars in excess of the corresponding month of the previous year and makes a total production during the year of 350,000,000, an excess over the total of the previous year of 5,000,000. There are about 1400 factories included in the York division, the combined production of which was as follows during the months of 1910, and its comparison with 1909.

	1909.	1910.	Increase.
January	23,325,680	24,783,060	1,457,380
February	23,430,883	26,043,075	612,192
March	24,448,910	27,960,475	3,511,565
April	22,557,036	26,668,136	4,111,100
May	22,971,560	29,443,890	6,472,330
June	29,069,806	31,797,015	2,727,209
July	27,716,063	30,117,590	2,401,537
August	28,060,700	31,996,880	3,936,180
September	29,573,910	34,389,243	4,815,333
October	33,393,500	35,090,856	1,697,356
November	33,764,813	37,034,180	3,269,376
December	25,479,743	28,909,500	3,419,757

During December seventeen licenses were issued for the opening of new factories, among the largest of which will be the new factory of Jacobs & Holtzinger Co., at Yorkana, who expect to employ fifty hands. Under the firm name of Tyson & Burger, who have been bonded for forty hands, there is promise of an additional important industry to this city. The following is a complete list of the new licensees:

Jacobs & Holtzinger, Yorkana, 50 hands; Reuben E. Kohler, R. F. D. No. 2, Springvale, two hands; Ida M. Jones, R. F. D. No. 3, New Freedom, two hands; Carrie Gemmill, Stewartstown, two hands; C. M. Lahr & Co., Red Lion, ten hands; Sara A. Miller, Red Lion, five hands; Otis B. Grove, R. F. D. No. 2, Felton, four hands; Harvey R. Lutz, Parke, four hands; Tyson & Burger, York, forty hands; Curven Mess, Red Lion, two hands; Daniel P. Reichard, Windsor, two hands; Emanuel S. Neff, R. F. D. No. 2, Red Lion, two hands; W. C. Frutiger & Co., Red Lion, ten hands; C. C. Olewiler, Windsor, five hands; C. O. Grove, Felton, four hands; Reuben Wallick, Windsor, two hands, and J. E. Knisely, Windsor, two hands.

A. F. Fix, J. C. Heckert, J. W. Minnick, all prominent in the cigar manufacturing business at Dallastown, are conspicuous in a newly organized furniture manufacturing establishment in that town.

John H. Busser, of the cigar firm of Young & Busser, of this city, died some days ago as a result of a recent fall on the icy pavement.

It is stated that C. O. Meades, of Red Lion, is about to open a new scrap tobacco factory in that town.

David A. Minnich, formerly postmaster of this city and later identified with the tobacco trade here, died several days ago quite suddenly, death being ascribed to heart failure. Before being appointed postmaster of York by President Cleveland in 1896, Mr. Minnich was engaged in the cigar business at Dallastown. He is survived by a widow and two children.

E. J. Stiles, a cigar manufacturer at Arbor, this county, was recently awarded a prize at the Lititz, Pa., poultry show upon his fine exhibit.

E. S. Sechrist, well-known cigar man at Dallastown, has just returned from a pleasure trip through Florida and other points in the South. He was accompanied by Mrs. Sechrist.

J. W. Minnich, of the firm of J. W. Minnich & Son, is at present making preparations for an extended visit to Florida, where he is expecting to do considerable touring in his automobile.

D. Frank Kaltreider recently purchased the interest of A. Scott Fry in the cigar factory heretofore conducted by them at Red Lion.

Special Deal "On the Square."

ON January 2nd, there will be issued to the retail cigar dealers of Philadelphia and vicinity, numbering over 11,000, a special announcement, of a special and free deal with "On the Square" of tobacco from the factory of Strater Bros. Tobacco Company, and which is well worth careful perusal.

It is sent out from the office of J. Harvey McHenry, representing the factory in Philadelphia and vicinity, and reads as follows:

PHILADELPHIA, Jan. 2, 1911.

Mr. Dealer, of course you sell "On the Square," every good dealer does, but we want you to start the new year right and sell more of this tobacco which is "just a little bit better."

Effective this date, but for a short time only, your jobber will allow you a free deal with "On the Square" of ½ pound free with a six pound box, or ¼ pound free with a three pound box. It costs you at this rate 44c. per pound and you retail it at 60c. per pound leaving you a profit of 16c. per pound or 33-1/3%. Pretty good profit isn't it? We want you to also remember that "On the Square" is union-made and bears the label.

If your jobber will not supply you promptly, then address our Philadelphia representative and he will see that you promptly receive the tobacco that his "stood the test for years."

Yours very truly,

Strater Brothers Tobacco Co.

Jollity Up in Maine.

NAPOLEON ROYER, a cigar manufacturer, at Lewistown, Me., was taken completely by surprise some days ago, when one evening a large number of his friends paid him a friendly visit in a body. Mr. Royer was adroitly led into the cellar of his home by a plumber who claimed there were necessary repairs to be made, and this afforded the opportunity for his friends to pile in and give him a rousing cheer when he emerged from basement floor. It was a jolly affair and both Mr. Royer and his friends enjoyed the occassion very much.

Yankton, S. D., Cigar Manufacturer Retires.

THE Pioneer Cigar Manufacturing establishment of W. S. Stockwell, of Yankton, S. D., was recently sold by the former proprietor to W. H. Wagner, and the ownership was transferred on January 1st.

Mr. Wagner was formerly a resident of Yankton, but later had been conducting a cigar manufacturing establishment, at Arcata, Cal. Mr. Stockwell, who retires, had been actively in business at Yankton for twenty-six year past.

Harry Heidenrich, a cigar manufacturer at Lancaster, died a few days ago, at the age of 47 years. He was for many years superintendent of the factory of Oblinger Bros. & Co., and at one time operated a cigar factory at Terry Hill.

Louis L. Rohrberg, of the cigar box manufacturing firm of L. Rohrberg & Co., 313 E. 22nd street, New York, died last week at his home, 383 Madison street, Brooklyn, at the age of forty-five years.

Ninth District Produced 724,645,746 Cigars

Shows Gain of 300,000 in December Alone—The Output by Months

LANCASTER, Jan. 12th, 1911.

THE cigar output of this district during the past year seems to total up 724,645,746, with indications of a continued prosperity during 1911. As October and November were unusually heavy months, the December production of 58,761,460 cigars is an agreeable surprise and proves it the largest closing month of the year since 1906. It shows also an increased production over December, 1909, of more than 3,000,000 cigars.

The following is the output in the district during the past year, taken by months:

January	48,790,730
February	50,196,680
March	57,153,066
April	56,270,120
May	59,005,740
June	63,568,700
July	58,674,490
August	64,403,720
September	67,416,520
October	69,743,660
November	70,660,860
December	58,761,460
Total	724,645,746

The Lancaster Co. Tobacco Growers' Asso. held its monthly meeting December 2nd at the Board of Trade rooms here, and several interesting papers were read. Amos Cooper, of Landisville, discussed the subject "Should the paying of a bonus by the purchaser of tobacco be encouraged"? The subject of "Is it advisable to sell the trash tobacco, and what effect, if sold, would it have on the better grades of tobacco"? was also skilfully handled and was listened to with interest.

William Levy has returned from a short stay in New York and is now prepared to do business at his new headquarters in Market street, this city.

The cigar and tobacco men of Lancaster are apparently much interested in the forthcoming sale of leaf tobacco at Philadelphia, and unless all signs fail this city will be well represented upon that occasion.

A considerable buying of the 1910 crops has been going on during the past week. Captain Joseph Goldberg and William Levy, the new leaf packer, have both been quite actively operating in the field.

Max Meyer, of the new leaf firm of Meyer & Mendelsohn, was a recent visitor in this city.

With a long string of creditors and liabilities amounting to over $38,000 Charles J. Lederman, who has for several years past been engaged in the leaf tobacco business, and later in the cigar manufacturing trade, recently went into bankruptcy and creditors are requested to forward their claims to B. F. Davis at Lancaster, a well-known attorney.

That the former connection of Wm. Levy with the S. R. Moss Cigar Company, of this city, was highly appreciated by the numerous employees of that establishment is fully demonstrated by the fact that upon his leaving that house the employees presented him with a handsome and complete office outfit, which included a safe, roll-top desk and chairs. The occasion was quite a social affair at the Moss factory, which establishment he left with the best wishes of all connected with it, from the proprietor down to the humblest employee. On the second instant, Mr. Levy opened an establishment on North Market street, where he will do a leaf tobacco business. There will be connected with Mr. Levy in the new enterprise Geo. D. Erisman, a well-known and experienced tobacco man of Lancaster.

Jacob L. Frey, one of Lancaster's oldest leaf tobacco men, and who was also the first man in the Ninth Internal Revenue District of Pennsylvania to receive a cigar manufacturer's license after the department was established, died at his home in Lancaster on 30th ult. of heart failure.

Years ago he was a member of the leaf firm of Frey & Weidler, and later became associated with John D. Skiles, under the firm name of Skiles & Frey.

He had lived a retired life for some years and was eighty-six years old.

Steiner's Special Band Offer.

IN consequence of concentrating all their efforts to the new German process of cigar bands, William Steiner, Sons & Co., well-known lithographers, at 257-265 West 17th street, New York, are now offering at extremely low prices their entire stock of formery-made domestic bands.

This stock includes a number of very attractive designs and high-colored effects, and they are offered at such very attractive prices that the manufacturers who can use domestic bands will profit very largely by communicating with this firm at once. In fact, they will close out this stock at almost any price that is within reason, solely because they are discontinuing all domestic bands in stock and, as has been stated above, devote their energy entirely to their new German process stock.

Mr. Wagner on Western Trip.

THE New York cigar label and band house of Louis C. Wagner & Company are beginning a very active campaign in the new year. On Saturday, the 14th inst., C. R. Wagner, with this house, left on his initial trip West. He will probably be gone nearly a month, during which time he will visit the trade at Cleveland, Detroit, Chicago, Milwaukee, St. Paul, Minneapolis, Cincinnati and Dayton.

This house has just issued a new and handsome sample book of their collection of stock bands and will be very glad to forward a copy of it, upon request, to any cigar manufacturer or other persons using this class of goods. Their product is of the higher order which has given uniform satisfaction.

Death of William Westphal.

Upon the death of William Westphal, who was one of the pioneer leaf tobacco packers of Hartford, Conn., and who died recently at his home in that city, a meeting of the Connecticut Leaf Tobacco Association was held and resolutions passed which read as follows:

"Whereas, It has pleased our Heavenly Father to take unto Himself our true friend and associate, William Westphal; and

"Whereas, Our friend and associate had always endeared himself by his uniform kindness, true advice and good will to all; therefore, we, the undersigned, mourn our loss greatly, and extend our sympathy to the bereaved family, that God may give them comfort in the dark hour.

"Resolved, That we attend the interment.

"Resolved, That these resolutions be spread on our record and a copy be sent to his family.

"For The Connecticut Leaf Tobacco Association.
The Committee,
E. A. FULLER,
MAURICE HARTMAN."

Thomas F. Crawley, formerly associated with his brother, Edward Crowley, in the conduct of a cigar factory at Ansonia, Conn., has discontinued the business and removed to New Haven, Conn., where he will again enter the trade.

A MULTITUDE OF NEW YEAR CHANGES

Brown—Lawrence Brown, of Syracuse, N. Y., is the latest acquisition to the staff of traveling salesmen of the wholesale firm of Gowan-Peyton-Congdon Co., at Duluth, Minn.

Daily—"Tom" Daily, formerly with Dohan & Taitt, of Philadelphia, has joined the sales force of E. A. Kraussman, Water street, New York, leaf dealer.

Earl—E. J. Earl, who for several years past represented Niles & Moser, Kansas City, and later with Stickney Cigar Co., has joined the selling forces of Peregoy and Moore, of Omaha, Nebraska. His headquarters, however, will be at the St. Joseph, Mo., branch of this house.

Hammond—S. C. Hammond, formerly connected with L. Martindale & Sons retail establishment, at Los Angeles, Cal., has connected with Sun Drug Company in that city.

Hoefer—Gus. A. Hoefer, has acepted a position as traveling representative of Lopez Hnos. & Co. and will represent them, covering the territory from Denver, west. His headquarters will be in Denver.

Holihan—Martie Holihan, formerly with Wade-Cook stores, of Syracuse, N. Y., has now connected himself with the David Whelan store in that city.

Hoorman—George Hoorman, of Sparkill, N. Y., has joined the selling forces of the American Exchange Cigar Co., at New York.

Levine—Ralph G. Levine, a brother of Mark Levine well-known Canadian representative of H. Duys & Co., has now also joined the forces of this successful house, beginning with the new year, and will cover the trade in Philadelphia and a part of the State of Pennsylvania.

McLain—W. E. McLain recently purchased the cigar store of W. E. Pruitt, at 110 S. Spring street, Los Angeles, Cal., but will continue as a representative of H. Boles & Co., San Francisco Cigarette Manufacturers, in Southern California.

Meagher—T. F. Meagher, who was formerly connected with the accounting department of the American Cigar Company, has resigned his position and joined the forces of the E. A. Kline Cigar Co., of Cleveland and Buffalo.

Pixley—W. I. Pixley, of 88 First street, San Francisco, Cal., has accepted the selling agency for J. G. Dill, of Richmond, Va., tobacco manufacturer.

Sahm—W. D. Sahm, until recently with Julius Vetterlein & Company, has formed a new connection with a Cincinnati firm and will cover his usual territory in Pennsylvania.

Schecter—John Schecter, formerly with the B. F. Meyers Cigar Co., of Denver, on the first day of the year joined the Metropolitan Cigar Company's traveling forces and will cover Wyoming and New Mexico for this well-known Denver house.

Spiegelmier—Charles Spiegelmier, formerly representing Wedeles Bros., of Chicago, has associated himself with M. Kemper & Sons, of Baltimore, which house he will represent in Pennsylvania.

Uhler—W. L. Uhler, who had for a number of years been connected with H. Duys & Co., Sumatra importers, of New York, as their representative in Pennsylvania, has connected himself in a similar capacity with L. Schmid & Co., New York, Sumatra importers.

Weisenberg—David Weisenberg, formerly manager of the cigar department of the Daniel Stewart Drug Co., Indianapolis, has accepted with Pearson Cigar Co., of that city, and will begin his connection on January 1st.

Wheeler—Robert Wheeler, formerly a salesman with S. Rossin & Sons, of New York, has joined the sales forces of G. Falk & Bro., of that city, and will represent them in that city.

Ziegler—Ernest Ziegler has resigned his position as representative of the Steinberg & Steiner Co., at Indianapolis, and has joined the staff of Hamilton, Harris & Co., of that city.

Jonas Schuchat has rejoined the selling forces of T. J. Dunn & Co.. of New York, whom he will again represent in the Southwest.

F. C. Mitchell, who was for a number of years with the jobbing house of John Hoffmann & Sons Co., of Milwaukee, has joined the sales force of the San Telmo Cigar Mfg. Co., of Detroit, and will represent them in the Southwest and Middle States.

Following closely the absorption of the Breneman Company, by the A. Lehmann Company, at Peoria, Ill., Frank M. Evans, who some years ago entered the employ of the Breneman Co., has now entered the Kent Cigar Company, at Jacksonville, and will cover an extensive territory as their traveling representative. Mr. Evans, at least for the present, will continue to reside in Peoria.

W. M. Levine, an old school cigar salesman, who for some time past has been the general representative of E. P. Cordero, clear Havana manufacturer, of New York. relinquished that account on the first of the year and has joined the selling staff of Gustave A. Moebs & Co., of Detroit. and will henceforth devote his energies to a further exploitation of the "Ben Hur" and other brands of that establishment.

The Cigar That Failed.

John Drew, guying Henry Miller, the actor, remarked that no one ever named a cigar after him (Miller), while many had been named after Drew. Miller said that they did a long time since, but the cigars failed to "draw" well and were withdrawn.

Two Tenders Received for Morocco Tobacco Monopoly

VICE-CONSUL-GENERAL GEORGE E. HOLT, of Tangier, reports that only two tenders for the tobacco monopoly in Morocco were received by the committee of awards, one from M. Albert Weil, representing the Banque de Paris et des Pays Bas, and the other from M. Henry Burnay, representing a group of bankers of Lisbon, Portugal.

Production of Cigar Leaf in Pennsylvania.

(*Concluded from page 15.*)

no value. Whitevein, which may appear later in the curing, is a white mold which attacks not only the midrib of the leaf, but also the adjacent web and causes it to become tender and rotten. The spores of this disease remain in the dust and trash of the curing shed, but they can be almost entirely overcome by cleaning and fumigating the shed before harvest.

Finally, the tobacco in the case is often attacked by molds which make it musty and by black-rot, the cause of which is not thoroughly known. The black-rot, as its name implies, is the cause of masses of leaf in the interior of the case turning black and becoming tender, so that the leaves are unavoidably torn in the handling. While musty tobacco unfavorably affects the flavor and aroma of the cigar, it is a matter of general observation that the cigars from tobacco affected by black-rot often possess a peculiarly pleasant aroma.

Care in preventing the harvesting of green tobacco, the development of mold during the curing, the packing of tobacco when it is in too "high case"—excessively moist—and its overheating are the only means of prevention now known for the foes here considered.

CULTURAL METHODS DESERVING SPECIAL CONSIDERATION BY THE TOBACCO GROWERS OF PENNSYLVANIA.

(1) The use of catch crops, such as wheat, rye, or sand vetch, after corn or between succeeding crops of tobacco, to keep the soil in a spongy, fertile condition.

(2) The separation by blowing in an appropriate apparatus of all tobacco seed, so that the light seed, which is generally worthless and productive of weak plants, if it germinates at all, shall be wholly removed.

(3) The testing of the heavy seed obtained by blowing by a preliminary germination. This is especially desirable when old seed is to be used or that which has been harvested, as is sometimes necessary, before it has completely ripened in the pod. Concerning old seed, it may be remarked that the vitality of some individual tobacco seeds of many years' duration, a fact of much importance where it is desired to return to the original characters of a strain or where seasonal conditions have for several years been unfavorable to the best development of the corresponding seed crops. Long keeping lowers the vitality of the average seed, however, and the use of seed of uncertain vitality may risk the entire season's work.

(4) The careful selection of seed plants. This is of the greatest importance. Tobacco self-fertilizes for years without apparent loss of vigor. Cross-fertilization may be prevented by fastening a bag of stout paper over the flower head before the blossoms open, without injury to the seed pods, if the bags are perforated with fine openings so as to secure ventilation. The bags can readily be perforated by means of an ordinary sewing machine, no thread being used in the needle. The seed from self-fertilized plants produce offspring of remarkable uniformity and similarity to the parent plant. Propagation from the seed of carefully selected, self-fertilized plants is a highly valuable means, therefore, of securing uniform plants of the most desirable quality represented in the crop from which the selection is made. It is clear also that lack of care in the selection of seed plants, whether they are self-fertilized or not, will probably result in the maintaining of an inferior strain of the variety chosen for cultivation.

By careful selection it has been found possible to limit the propagation to the plants most vigorous in growth, most highly resistant to the fungous diseases that appear in the field, having the least tendency to wasteful suckering, and of the most desirable form.



Death of Prominent Tobacco Grower.

THE death of Norman S. Brewer, at his home in East Hartford, Conn., was announced some few days ago. The deceased was widely known as a tobacco raiser in the Connecticut Valley, and his farm seemed so well adapted to this purpose that the United States Department of Agriculture has conducted for several years past experiments in tobacco cultivation on his farm. He was a life-long resident of Connecticut and born at Hockanum in 1840. He is survived by a widow and three children.

The Water street, New York, leaf section has again suffered the loss of one of its most prominent members. Mr. Edward Arendt, of Edward Arendt & Sons, at 151 Water street, New York, died at his home, 42 West 126th street, on December 20th.

At an early age, Mr. Arendt, who was born in Germany, came to this country, and for a number of years was conducting business in Cincinnati. About twenty years ago he removed to New York, where he formed the tobacco leaf company, Arendt & Fringant, which firm dissolved some years ago, and since that time business was continued under the above firm name. He was seventy-four years of age.

Samuel S. Lavey, who was for many years one of the leading cigar merchants of Toledo, Ohio, after an illness of one year, died recently at St. Vincent's Hospital at the age of seventy. Mr. Lavey was for twenty years prominent in the trade in that city, and is survived by two sons, Carl and Bert Lavey, both of whom were associated with him in business. The business will undoubtedly be continued by the sons.

Jacob Meyers, formerly a well-known cigarist of Bamberg, Conn., died recently in New York City, after a long illness caused by paralysis. After retiring from the cigar business at Bamberg, he removed to South Norwalk and entered the employ of the Old Well Cigar Company of that place and subsequently became a member of the firm. Mr. Meyers is survived by a widow and two children.

Charles E. Ball, a prominent resident of Springfield, Mass., and connected with many enterprises, among which was the National Cigar Stands Company, died at his home in that city on the third instant after a few weeks' illness, at the age of fifty-eight years.

Henry Schmidt, a cigar manufacturer at 260 Court street, Brooklyn, N. Y. died on December 21st, in his seventy-first year. His only relative, a brother, William, died on the previous Friday. He had been in business for thirty years at his present address.

George W. Harrington, for thirty years proprietor of a cigar store in the Ebbitt House, and one of the oldest residents of Washington, D. C., died recently at his home in that city. He is survived by a widow, one son and three dauthers.

By the death of Geo. M. Foley, Kansas City has lost one of its pioneer cigar manufacturers. Mr. Foley has been a resident of Kansas City for the past thirty years having come from Fon du Lac, Wisconsin. He is survived by a widow.



Shortage of Boxes Delays Key West Shipments.

KEY WEST, FLA., Jan. 9.

THE first two weeks of the New Year finds all of the factories working with good forces after having taken the annual inventory. Some of the shops closed down for a week, while others only remained closed for one and two days.

The year 1910 will go down in history as the banner year of the manufacture of clear Havana cigars. While the production for the year was larger than in any former year, the number of cigars sent from this city was much less than it should have been had the manufacturers been supplied with boxes. Hardly a factory but had to either close down completely or limit their output for this reason.

This situation will hardly occur again, as Norberg Thompson, a local capitalist, has interested himself in the establishment of a cigar box factory and has just returned from a trip North, where he looked into the situation thoroughly. He stated yesterday that he was very much encouraged with the outlook and he fully expected to have a factory in operation in a very short time.

The Cortez Cigar Company is working with a full foce. This company has not laid off a man since the holidays and closed only one day to take inventory. At present they are busy getting out samples for the salesmen, who will carry a line of sixty-eight sizes this year.

The R. Fernandez-Havana Cigar Company reports a very prosperous year. Mr. Fernandez will leave shortly for an extended trip through the South and Middle West. He will be away about three weeks. During his absence Mrs. Fernandez will look after the affairs of the company.

The Havana-American Company continues busy, they have plenty of orders on hand and anticipate a rush year for 1911. Francisco Arango, manager of Henry Clay, Bock & Co., passed through the city on his way to Cuba from New York today. He called on Manager H. E. Mahoney, of the Havana-American Company, while here.

The Martinez-Havana Company has plenty of orders on file and are working with a good force of men. President Luis Martinez spent a few days in Key West last week, returning to Havana on Saturday. John J. Delaney, head of the office force of the company, was elected lieutenant of Company I, Second Regiment, Florida National Guard, last week.

President E. H. Gato, of the E. H. Gato Cigar Company, is in the city looking after the interests of his company. Mr. Gato has been busy going over the plans for the handsome new building which he proposes to build to replace the old factory. The matter has not reached a stage where he can make the details public.

John A. Schmitt, representing Schmidt & Co., lithographers, spent a few days in Key West this week.

The Ruy Lopez Ca. is working with its usual force and are turning out their excellent brands in large numbers. Vice-President T. G. Thompson of the company has been in Key West for several days going over matters pertaining to the company with President Wardlow. The factory is being beautified by placing the trade-mark at several different points on the building. Messrs. Wardlow and Thompson will leave here on Wednesday night for Havana to purchase tobacco.

S. Wolf's Sons have been handicapped by lack of boxes, but they are now fairly well supplied and are sending out good shipments of "Lukos" brands.

N. B. RHOADS.

New England Tobacco Growers Meet.

THE New England Tobacco Growers' Association, on January 7th, held their annual meeting at Unity Hall, Hartford, Conn. The morning was devoted to the election of officrs, yearly reports, etc., and in the afternoon the gathering was addressed by Prof. E. H. Jenckins, of the New Haven Experimental Station. Doctor Jenckins talked on "The Results of the 1910 Experimental Work on Tobacco in the Connecticut Valley."

H. M. Fischer, Samuel W. Newman, and Hyman Soboroff, have recently organized the J. C. Cameron Company, at Chicago, with a capital of $5000 to conduct a cigar and tobacco business.

W. H. Yocum, of Yocum Brothers, Reading, Pa., leaves for Havana next week, and upon his return will make a circuit through the Western States.

Trade Quiet in Milwaukee.

MILWAUKEE, WIS., Jan. 12.—Business here has been quite quiet since the holidays and most of the smaller retailers and the drug trade are well supplied with what was left over.

Surman Company are doing a fair business at the Wells Building stand, they closing the old stand the first of the year, thereby reducing the operating expense. The "El Planeo" has been featured with a window display and sales on this and his other leaders continue to improve.

Pollak & Crombie are enjoying a very good trade considering the general dullness. They have recently taken on the "Mi Lola," made by Bulit Faust Cigar Company, of this city, and have a very attractive display of this cigar in all sizes.

The cigar stand in the Caswell Block lobby again changed hands, Fred French selling out to George Haishmaier. This stand enjoys a good trade, but the late proprietor found it too trying on his health.

John Highlin, who conducted a cigar store on Third street near Wells, for some time, has closed his place and retired from business.

The Fay Lewis & Bro. Co. report good business at both retail stores and a fairly good demand in the wholesale department.

Charles Engel was a recent caller in the interests of Butler Company.

Most of the local cigar factories are enjoying a good business and from present indications the year will be one of the best for many of them.

The Edgerton Cigar Company, Edgerton, have recently acquired the property vacated by the First National Bank. The consideration was $6,125. They expect to occupy it by April 1st. The firm, which is owned by J. J. Leary and C. A. Frotske, are doing a very good business.

F. D. Murdock will open a cigar factory at Wautoma, Wis.

The retail cigar firm of Buchda Brothers at LaCrosse dissolved partnership, W. R. Buchda continuing in the business.

C. E. Paige, of Minneapolis, has accepted a position as city salesman with Peckarsky Brothers, jobbers in cigars and tobacco. This firm, although only a year old, are enjoying a very good business in the local trade.

O. A. K.

Good Trade in Cincinnati.

CINCINNATI, OHIO, Jan. 13.—The wholesale cigar business started the New Year in a pretty good fashion. Wholesalers report that despite the fact that a great deal of goods was bought up during the holidays, they are still having large orders for goods. It is still the same old story—unable to get any goods from Tampa.

Many jobbers are now buying more heavily from such points as New York, Key West and Pittsburgh.

The cigar stands owned by James Thompson, and the beautiful stand in the Business Men's Club, were ruined when the Chamber of Commerce Building was destroyed by fire, Tuesday, January 11. The total loss of the building is estimated at close to a million dollars. It is reported that six persons are buried in the ruins. The cigar and tobacco merchants who are members of the Chamber of Commerce had to find some place to meet for their daily business, and the president of the Chamber of Commerce, James J. Heekin, made arrangements with the Sinton Hotel management for the use of the convention hall. The board of directors are making arrangements to find a permanent place, and it is likely that the Burnet House will be secured. There is much talk of tearing down the old Chamber of Commerce and erecting a twenty-story skyscraper and merging the Business Mens' Club with the Chamber of Commerce.

Several of the retail cigar stores near the Chamber of Commerce Building were forced to stop business during the fire. Oscar Gassmann's place was so black from the smoke and cinders that he had to have his entire place cleaned.

Mr. Sheridan, of Park & Tilford, New York, was in town this week.

R. Whalen, tobacco manufacturer, of Rochester, N. Y., was in this city attending the auction of the Burley Pool tobacco on the Cincinnati Burley Leaf breaks. The American Tobacco Company's representative, S. P. Spaulding, is buying up a great portion of the pooled tobacco that is being sold in Cincinnati.

Arthur Weich, the clerk at Oscar Gassmann's cigar store, has taken a position with the Liquid Carbonic Company as a city solicitor.

There were 1,580,000 pounds of Burley Society's pooled tobacco sold on the local Burley leaf breaks during the past two weeks.

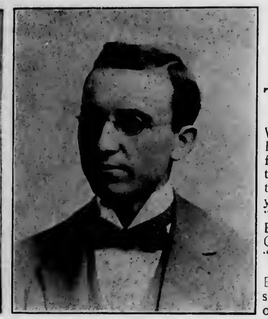
RICHARD SEVING.

Baltimore Manufacturer Offers New Line.

A NEW line of cigars is about being placed upon the market by the Fehsenfeld Cigar Company of Baltimore, under the title of "Bob-Earl." A try-out has been made locally and the goods have been pronounced all that could be desired. It is a five-cent cigar, packed under a very attractive label and it embodies otherwise every essential of a meritorious article. This firm is the manufacturer of the "El Podero" cigar which has already had a very extensive sale, and during the recent Christmas trade it was a phenomenal seller.



I. H. WEAVER,
President.



CHAS. EMORY LONG,
Secretary.

Officers Elected by Lancaster Leaf Tobacco Board.

ON the eleventh instant, the Lancaster Leaf Tobacco Board of Trade held its annual business meeting, which was followed by a banquet. The following officers were chosen for the current year: President, I. H. Weaver; vice-president, Joseph Goldberg; secretary, Charles Emory Long; treasurer, Morris Rosenthal. The Board of Directors consists of Wm. De Haven, J. W. Breneman, W. R. Cooper, Samuel Siesel and I. H. Weaver.

Wm. Levy, who is the head of the latest enterprise in Lancaster to engage in the leaf tobacco trade, was elected a member of this board.

The Lancaster board also has an auxiliary organization, but which is a duly incorporated body and is known as the Lancaster Leaf Tobacco Board of Trade Inspection Co. It is usual to hold a meeting of this organization immediately after the annual meeting of the Leaf Board, but in this instance it was postponed for a month owing to the banquet which was to follow the meeting.

After the close of the business meeting, the members all proceeded to the Breneman Building, on Duke street, where covers had been laid for more than sixty persons, and a sumptuous dinner was served. This was following by the usual speech making, during which President Weaver presided as toastmaster.

Taussig Settles with Creditors.

THE Chicago leaf firm of Taussig & Co., several days ago made a settlement with its creditors by paying 33 1/3 per cent. in cash and securing the remaining 66 2/3 per cent. by stock of the American Sumatra Tobacco Co., as collateral, on condition, it is said, that Mr. Taussig shall be privileged to redeem the stock within five years.

The total liabilities were placed at $150,000. and the creditors were principally Chicago banks and New York and Connecticut tobacco houses.

Sumatra Inscriptions for 1911.

THE following are the dates set for 1911 Sumatra Inscriptions, as reported by J. H. A. Gebing, Amsterdam broker:

March 10, 17, 31 and April 7 at Amsterdam; April 28 at Rotterdam; May 5, 12, 27 and June 2, at Amsterdam; June 4, at Rotterdam; June 30 and July 7, at Amsterdam.

Attention is called to the want "ad" in the "Business Opportunity Department" of an experienced superintendent in suction work cigar manufacturing. The party advertising has had fifteen years connection with a leading house, and is competent for high-class work.

Detroit Market Enjoying Good Trade.

Retailers and Manufacturers Busy---Scotten-Dillon Company's Successful Year.

DETROIT, MICH., Jan. 12.

THERE were festive doings at the leading hotels and cafes New Year's eve, and many fine Havanas were consumed. The Cadillac served about 800; The Pontchartrain about 1000; The Griswold, Wayne, St. Claire, Metropole and all others correspondingly. Miss Daisy Meldrum, manager of the cigar department of the Hotel Cadillac, fortified herself for the occasion by a three days' visit at Christmas time in Saginaw, her former home. She has just added the following to the Cadillac line: Corona "Coronas" and "Fancy Tales;" Villar y Villa "Colonels;" Kaufman's "Smokecraft" in "Knickerbocker," "Studios" and "Majestic" sizes; Park & Tilford's "Rey Eduardo" in Puritans and Grandes; and two sizes of "Egmont," sold by Freund Cigar Company, of Detroit. Messrs. Lee & Cady are distributors of "Smokecraft" in this territory and have it well placed.

The first to be occupied of seven stores included in the Goldberg Block, just erected at Warren and Woodward avenues, is in the possession of The Sepull-Travis Drug Company. They have a large line of cigars, in which most of the better known local makes are seen. This opens an entirely new retail spot, and being at the intersection of cross-town line, east, with Woodward avenue, will undoubtedly develop a steadily increasing trade.

I stated in my last letter that Marcero Brothers, Detroit, were distributors of "Jose Hermanos," carried by G. B. Wickman & Co., 87 Woodward avenue. This is an error on my part. This brand is sold direct for Messrs. Josephson Brothers, New York, by their representative, Ike Simon, whose headquarters here are located at Room 302, Park Building. Mr. Simon covers Ohio and Michigan and has made many friends for this cigar.

Abe Davis, well-known Flint manufacturer, has removed his plant here and will presently turn out "Judge Durand's" and "Blue Lines" in his new quarters on Reid place.

James F. Williams, salesman for Bustillo Bros. & Diaz, who, with Frank H. Marco conducted the Stag Hotel at 32 Monroe avenue, sees an end at last to the legal squabbles between his partner and himself. Marco filed a petition in bankruptcy last June, declaring the firm had committed an act of bankruptcy by making James T. Woodhouse a preferred creditor to the extent of $11,544. Marco now withdraws his petition, stating that this action is taken with the consent of the creditors, and that he and Williams have settled all their differences.

John R. Nye, who for the greater part of 1910 was incapacitated by illness, left a few days ago for Minneapolis. For the next six months he will work between that point and Great Falls, Mont., for the "Royal Banner."

Isidore Solomon, old-time cigar manufacturer, died at his residence on Napoleon street and was buried on the 9th inst. under the auspices of Pisgah Lodge, No. 34, I. O. B. B. For a number of years he had been in the employ of the Detroit Cigar Manufacturing Company.

Reports to stockholders at the annual meeting of Scotten-Dillon Co. showed net profits for 1910 something over $300,000, of which $200,000 was paid out to stockholders and the balance added to surplus, making a total surplus of $900,000. The company paid over $900,000 to the Internal Revenue office last year. The regular semi-annual dividend of four per cent. was declared and an extra sixteen per cent. The total dividends paid for 1910 amount to forty per cent. The shares are par at $10, but bid about $80. Edward C. Way was re-elected president of the company.

Several of "the boys" have been around already, including Ed. Jandorf, of Buffalo; Joseph Cullman, Jr., New York; Stanley Krohn, Dayton and Cincinnati; A. B. Heavenrich, with L. Schmidt & Co., New York; Charles Fisher, with A. Cohn & Co.; A. Hirsch and his son, both of Dayton, representing Joseph Hirsch & Son, New York. The boy is breaking in as a leaf salesman. Mr. Louis Hirsch, of the firm, is here, too.

Mr. Sam Goldberg, of Lilies Cigar Company, returned a few days ago from Chicago, whither he had gone to attend the funeral services of the senior member of Lilienfeld Brothers. S. T. HEAVENRICH.

American's New Distributors In Indiana.

BY a new arrangement recently effected, an important change is to be made in the distribution of the products of the American Cigar Co. and the Havana-American Co., at Indianapolis.

Formerly the entire State, with the exception of Indianapolis, had been practically covered by J. & B. Moose, of Chicago, and the J. B. Moose Co., of Cincinnati. Under the new order of things, however, both of these firms have withdrawn entirely from the State of Indiana, and Hamilton, Harris & Co., of Indianapolis, have been made the distributing agents for the State of Indiana.

In consequence of this change, E. P. Spangler, who had for several years been connected with J. & B. Moose, and represented them in Indiana, has now connected himself with Hamilton, Harris & Co., and will continue to act in a similar capacity.

Burley Tobacco Culture in Pennsylvania.

ALTHOUGH it is now in its second year the raising of tobacco from Burley seed in Pennsylvania is still in its infancy, but this year's acreage shows a very great increase. It is understood that the enterprise was being fostered by large tobacco manufacturing corporations and the theory was advanced that growers had been subsidized by a contract to the effect that their tobacco would be taken at a certain price. But it now appears that the buying is being done by tobacco buyers in pretty much the same way that cigar leaf is being purchased in that county, and the future of Burley raising in Pennsylvania depends largely upon the results obtained by the farmers with their crops this year.

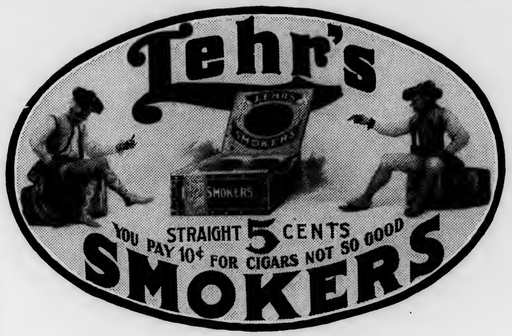
It cannot be denied that a considerable portion of the tobacco area of York County has been transformed from a seed leaf growing district into a Burley section, of which the centre is Red Lion. For the past fifty years York County has grown each year in greater prominence as a producer of tobacco until it ranked as one of the largest tobacco growing counties in the country, but during all that period seed leaf was being raised for cigar manufacturing purposes. There may have been a few flights into Connecticut and Havana seed, but the soil was so much more adaptable to the successful cultivation of the big, heavy, gummy leaf, that it had proven the standard bearer, and up to five years ago all the farmers were raising Pennsylvania seed leaf tobacco.

For the previous several years the remuneration of growing tobacco had been rather uncertain on account of a comparatively low price received by farmers. It was then that, at the solicitation of representatives of large tobacco concerns, the tobacco growers got the idea of a greater profit in raising Burley and when, one year, their seed leaf was being bought there was offered to farmers a supply of a new seed, and promises that if the farmers would grow it they would buy their crops before the holidays and would pay around ten cents a pound for grade 1, as grade goes in York County. It is recalled now that no particular stress was laid upon the name and that it was merely referred to as Burley. Many of the farmers were loath to try the new-fangled idea, but several did, and are said to have profited thereby. Notwithstanding that the season that year was a poor one, their small crops were bought at good prices, while the old time seed leaf seemed to remain a drug on the market, moving slowly at low prices.

The object of introducing Burley leaf into York County was apparently accomplished then, and farmers last spring, instead of having the seed forced upon them sought it. There was planted in the county this year about three thousand acres of Burley tobacco.

Burley tobacco is after all a Kentucy product, growing tall and spindly and maturing into a very yellow color. The season, this year, upon the whole was favorable and the crops generally were good. But, the matter of weight, which is an important factor with the tobacco grower is still to be ascertained. Even so, three thousand acres should produce at least three million to four million pounds. If the latter amount should be the production of this year's crop and that be sold at an average price of 8 cents per pound, there should be brought to the coffers of the York County tobacco grower raising Burley, something like $320,000.

A formal announcement is being circulated in that section that buyers will soon be out, and this is in line with the promises made the growers when they were being importuned to try the cultivation of Burley leaf. If the tobacco farmer's present prospects are not blighted, and he finds that his crops yield the weight which he anticipates, and produce the price which he is hoping to get, the status of the York County tobacco growing industry will no doubt be fixed for some time to come.



Lehr's Smokers.

THIS illustration is a reproduction of the label used upon boxes of "Lehr's Smokers," manufactured by Geo. W. Lehr, of Reading, Pa., which are a five-cent product, hand made, and sold strictly as a quality cigar, retailing at five cents straight. Mr. Lehr is one of the oldest manufacturers in Reading, and has a wide reputation as a manufacturer of quality goods. The "Lehr's Smokers" brand is distinctive in the label used because it is so far away from the more conventional designs usually used for this purpose.

His establishment is oftentimes called the "Potentate" factory because the "Potentate" brand is made there and very extensively sold. Business is done through the jobbing trade and Mr. Lehr trades under the slogan: "Fair profit to the jobbers; good margin to dealers, and above all full value to consumers." This is certainly an admirable attitude for any manufacturer to stand by.

"United Bond," a New Union-Made Cigar.

ATTENTION has been called to the fact that in a mention recently made of the "Union Bond," a product of B. P. Topper Cigar Co., at McSherrystown, Pa., an error was made and that the title of their new brand was "United Bond."

This brand is the latest creation of this factory, and the manufacturers claim for it a particularly fine quality in both material and workmanship. Of course, it is a union-made product, as all their goods are, but the firm takes great pride in marketing their lines upon their merits and not upon any sentiment.

They have been signally successful, as is evidenced by the fact that during the past few years their trade has increased at a rapid rate and there are at present indications of even larger gains during the coming year. With ample facilities, and backed by men of experience and reliability, this factory is destined to remain an important factor in the most important industry of that town.

Refunded for Counterfeit Stamps.

THE action of the Senate Committee on Finance, in favorably reporting the bills passed by the House at the last session of Congress, reimburses George J. Diller, a cigarman of Lancaster, in the sum of $403.00 and Amos Hershey, of Gordonville, Pa., in the sum of $1576 for taxes paid by them on cigars which were seized in 1899, bearing counterfeit revenue stamps.

The bills had already been favorably reported by the Treasury Department.



NEW YORK STATE.

New York City.

THERE has been no material revival in the leaf tobacco market since the holidays, and during a considerable portion of the time intervening attention was devoted largely to the taking of inventories and the ascertainment of results. It is not believed that the showing will be one of great lucrativeness, and on the other hand no failures of any consequence have been reported, which is at least an encouraging indication.

The fact that the buying movement has progressed at a more rapid rate recently in the growing sections has caused considerable comment in the local trade and renewed interest. In some sections an advance of prices has been reported as well.

The writer overheard a very pertinent remark made in a leaf house not many days ago, when it was pointed out that while New York is declaring a comparatively bare market, Philadelphia is offering 2600 cases of seed leaf at auction and consisting largely of old goods.

The general dullness is reflected also in the Havana and Sumatra market, in neither of which type of leaf has there been any activity since the New Year.

PENNSYLVANIA.

Philadelphia.

IT would seem that little effort has been made in the past fortnight by Philadelphia leaf houses in doing much business. Time was given over largely to closing up of accounts and bringing forward balances for the beginning of the New Year. Up to this time Philadelphia salesmen have not started out on their usual campaign, but it is expected that all will again be in harness within the next week or so.

In volume of business several of our local houses have good reason to feel proud, although they complain that the results have not been commensurate with the truly large volume of business done and amount of money invested in stocks of goods.

The Havana market has been quiet and very little goods have been withdrawn from bond, due presumably to the fact that manufacturers have not in all instances resumed operations to their usual capacity.

Some little business has been done in Sumatra tobaccos, but it consisted largely of sample bales.

Lancaster.

Few sales in leaf tobacco have taken place here during the past week, which was somewhat disappointing in view of the fact that leaf men believed that stocks in the hands of manufacturers to be very small at the close of the year and they had hopes for some immediate results. There is probably some consolation in the fact that manufacturers continue operations with a fair volume of business still on hand, and which must necessarily also redound to the benefit of the leaf man sooner or later.

During the past week there has been less buying of the remaining crops than for some time previous.

Tobacco growers, it is reported, are making a concerted effort to keep prices up, and leaf men appear determined not to buy at an advanced price, and nearly every packer has already secured some new goods, with a possible forty per cent. of the crop still remaining in the farmer's hands, which has not yet been contracted for.

There has been some complaint heard of that growers are not inclined to sort their tobacco closely enough and to separate the filler leaf from the wrapper stock. Should this practice be persisted in it is likely that some kicks will be made by the packers at receiving time.

York.

It is reported here that a movement has been started in this county with a view to raising less tobacco, but no confirmation of it could be obtained in the growing districts of which Red Lion is a centre. It is declared, however, that the farmers who raised Burley tobacco this year are far from elated with the prices they have thus far been able to realize.

WISCONSIN.

Edgerton.

BLIZZARD weather has interfered with the tobacco business in this State. Transportation by wagon was almost impossible in the country section, and it was entirely too cold for properly casing tobacco, which resulted in a necessary postponement of warehouse work between the packing centres. If damp weather had prolonged the situation would have been greatly relieved.

There was some little trading in old goods, but the transactions were limited at best, and confined to small lots, to meet the requirements of manufacturers.

NEW ENGLAND.

Suffield, Conn.

A GOOD tobacco damp occurred here some days ago, which was fully taken advantage of by the farmers throughout this section, and who made all possible haste to take down the tobacco which had been left in the sheds. Large forces of employees were put to work at the warehouses of Bissels Graves Syndicate Warehouse, at West Suffield, and worked all through the night in order to have the tobacco taken down before the damp spell terminated.

Once taken from the poles the tobacco can be more easily kept in proper condition for stripping, and that work, too, will be pushed forward as rapidly as possible.

It is rumored about town that one of the largest tobacco growers in the East Street District has closed a real estate deal in that part of the town, taking over the Chapman farm, which is considered one of the finest farms in that section, consisting of a large tobacco house, affording shed room for forty acres of tobacco.

Agawam, Mass.

The tobacco in this vicinity has been about all sold, the last of it having been picked up from twelve to fourteen cents, while earlier in the season in the southern part of the town much higher prices prevailed.

North Hatfield, Mass.

Tobacco sorting is now going on very fast in and about all the warehouses here. In some instances the first intallment is about ready to be taken from the sweating rooms, which naturally creates a moment of anxiety as to whether the crop will come through all right or not. The tobacco raised in these parts has nearly all been contracted for.

Griffin-Neuberger Tobacco Company.

A CERTIFICATE of incorporation has been filed in the office of the Secretary of the State of Connecticut by The Griffin-Neuberger Tobacco Company, which will be located at Windsor. The incorporators were Alfred A. Cook, of New York City; Stanley W. Edwards, of Granby, Conn. and Fred B. Griffin, of Windsor. The authorized capital stock is $300,000 and the company proposes to raise tobacco, purchase land, and to do many other things connected with the tobacco business as it is being now conducted in Connecticut.

A charter was recently granted to the Karger Cigar Company, at Dover, Del., with a capital of $25,000. The incorporators were C. L. Ward, Wm. M. Pyle and E. S. Hellings, all of Wilmington, Del

D. A. Shaw Moving to Connecticut.

A RECENT report from Quincy, Fla., announces that D. A. Shaw, widely known throughout Florida as an expert grower of tobacco and who was formerly the head of the Florida Tobacco Co., and now the vice-president of the American-Sumatra Tobacco Co. into which the Florida Company was merged, will shortly remove to Connecticut, where his company is engaged in some extensive plantation operations.

The Fred Opp Leaf Tobacco Company, of St. Louis, which is one of the best known leaf houses in that city, recently corporated with a capital stock of $250,000. Among the incorporators were Fred Opp, C. P. Mattison, W. B. Curtis, George Weinhagen and Augusta Opp.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

LOS NOVIOS:—21,303.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 29, 1910. Geo. Schlegel, New York.

REXWOOD:—21,304.
For cigars, cheroots and stogies. December 30, 1910. Thomas Warters, Rome, Ga.

GENERAL HOFFMAN:—21,305.
For cigars. December 30, 1910. Chas. S. Peiffer, Stouchsburg, Pa.

BELLROAD:—21,306.
For cigars. December 30, 1910. Chas. A. Sanders, Philadelphia.

TRIPLICO:—21,307.
For cigars, cigarettes, chewing and smoking tobacco. December 30, 1910. Wm. Steiner, Sons & Co., New York.

LA PREVOSA:—21,309.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 31, 1910. American Lithographic Co., New York.

EL VARISTO:—21,308.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 31, 1910. American Lithographic Co., New York.

EL VERISIMO:—21,310.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 31, 1910. American Lithographic Co., New York.

MONROE MONUMENT:—21,311.
For cigars, cigarettes and cheroots. December 31, 1910. J. J. Dusseau, Monroe, Mich.

WHITE HOUSE QUEEN:—21,312.
For cigars, cigarettes and cheroots. December 31, 1910. Heywood, Strasser & Voigt Litho. Co., New York.

PET STOCK:—21,313.
For cigars, cigarettes, chewing and smoking tobacco. December 31, 1910. The Moehle Lithographic Co., Brooklyn, N. Y.

THE LAST WORD:—21,314.
For cigars, cigarettes, chewing and smoking tobacco. December 31, 1910. The Moehle Lithographic Co., Brooklyn, N. Y.

SOLISIANA:—21,315.
For cigars. December 31, 1910. The Solis Cigar Co., Denver, Colo.

EL SLOCO:—21,316.
For cigars, cigarettes, chewing and smoking tobacco. December 31, 1910. A. S. Valentine & Sons, Philadelphia.

CHIEF JAMES HORAN:—21,317.
For cigars. January 3, 1911. Louis Silverman, La Grange, Ill.

ASST. CHIEF WM. BURROUGHS:—21,318.
For cigars. January 3, 1911. Louis Silverman, La Grange, Ill.

PAP GEORGE:—21,319.
For cigars. January 3, 1911. A. Blumenthal, New York.

GREEN APPLE:—21,320.
For cigars, cigarettes and cheroots. January 3, 1911. J. W. Gohn Cigar Co., York, Pa.

YELLOW APPLE:—21,321.
For cigars, cigarettes and cheroots. January 3, 1911. J. W. Gohn Cigar Co., York, Pa.

CHARMING PUFFS:—21,322.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 3, 1911. Wm. Brandstaedter, Hanover, Pa.

MARY JEMISON:—21,323.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 3, 1911. American Lithographic Co., New York.

DUTCH KIDS:—21,324.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 4, 1911. H. Grinberg Cigar Co., Pittsburgh, Pa.

PRINCESS KALORA:—21,325.
For cigars, cigarettes, chewing and smoking tobacco. January 4, 1911. Chas. Stutz Co., New York.

FIRST BOSS:—21,326.
For cigars, cigarettes and cheroots. January 4, 1911. John G. Root, Reamstown, Pa.

HALF PRICE:—21,327.
For cigars, cigarettes and cheroots. January 4, 1911. John G. Root, Reamstown, Pa.

GHEZA:—21,328.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 4, 1911. A. Joannidi & Co., New York.

TURGOUT:—21,329.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 4, 1911. A. Joannidi & Co., New York.

WILD BOB:—21,330.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 4, 1911. Adam Baker, Windsor, Pa.

TOM RUSSELL:—21,331.
For cigars, cigarettes, chewing and smoking tobacco. January 4, 1911. Wm. Steiner, Sons & Co., New York.

TRISTAN & ISOLDE:—21,332.
For cigars, cigarettes, chewing and smoking tobacco. January 5, 1911. Havana-American Co., New York.

JOE'S #9:—21,333.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 5, 1911. J. & B. Cigar Factory, Hartford, Conn.

PATTERSON & HOFFMAN'S 1898:—21,334.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 5, 1911. Patterson & Hoffman.

OTTAWA:—21,335.
For cigars, cigarettes, cheroots and stogies. January 6, 1911. G. J. Johnson Cigar Co., Grand Rapids, Mich.

HAPPY NED:—21,336.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 6, 1911. W. M. Siers, Wilkes-Barre, Pa.

PENNSY PUFFS:—21,337.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 6, 1911. H. Grinberg Cigar Co., Pittsburgh, Pa.

PITTSBURGH GUIDE:—21,338.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 6, 1911. H. Grinberg Cigar Co., Pittsburgh, Pa.

FORT PITT STOGIE MFG. CO.:—21,339.
As a trade name. January 6, 1911. H. Friedberg Leaf Tobacco Co., Pittsburgh, Pa.

COLLAR CITY CIGAR:—21,340.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 7, 1911. F. X. Oberle & Co., Troy, N. Y.

GEN'L. NATHANIEL WOODHULL:—21,341.
For cigars, cigarettes, chewing and smoking tobacco. January 7, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

CONQUEST:—21,342.
For cigars, cigarettes and cheroots. January 7, 1911. Lilienfeld Bros. & Co., Chicago, Ill.

DECATUR PIONEER:—21,343.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 7, 1911. Jos. Michl & Sons, Decatur, Ill.

PINEMONT:—21,344.
For cigars, cigarettes and cheroots. January 7, 1911. Petre, Schmidt & Bergmann, Philadelphia.

NUVIDA:—21,345.
For cigars, cigarettes and cheroots. January 7, 1911. Petre, Schmidt & Bergmann, Philadelphia.

RAYOLIGHT:—21,346.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 7, 1911. Grill Bros. Co., Evansville, Ind.

OUR SPEAKERS:—21,347.
For stogies. January 7, 1911. H. Friedberg Leaf Tobacco Co., Pittsburgh, Pa.

ACME OF PURITY:—21,348.
For stogies. January 7, 1911. H. Friedberg Leaf Tobacco Co., Pittsburgh, Pa.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

L. L. SCHLOSS,
CIGAR BROKER,
29 Randolph Street, Chicago, Ill.
Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

ON ACCOUNT OF POOR HEALTH and advancing years, being near sixty-three years of age, I will sell my store at invoice prices. I will charge for only the stock and fixtures. No charge for the good-will of my trade. A good future for the right man. Address W. W. Bozman, 434 Walnut St., Cincinnati, O. 1-15-c.

WANTED—The accounts of manufacturers of cheap cigars and specialties, by live, up-to-date brokers for the Western trade. Very best of references furnished. Address X. X. X., care Tobacco World. 1-15-h.

FOR SALE—One of the best known and paying cigar stores—some jobbing—in northern Indiana. Only live wires may inquire for particulars to Sam J. Unger, Elkhart, Ind. 1-15-h.

WANTED FOR CASH—Job lots of cigars. Any quantity and quality. Send sample and price to The Majestic Cigar Co., 189 St. Nicholas Ave., New York. 1-15-h.

ADVERTISING MANAGER—Thoroughly experienced in organizing and managing effective sales and advertising campaigns. Would connect with a manufacturer of high-grade cigars who has unwavering confidence in his product. Address Publicity, care of Tobacco World. 1-15-tf.

Situations Wanted.

SUPERINTENDENT wants position in or out of town, preferably in Philadelphia. Fifteen years superintendent at suction work. Best references. Address Box 2, care Tobacco World. 1-15-c.

Help Wanted.

50 PER CENT. PROFIT ON THIS SIDE LINE.
SALESMEN, CALLING ON THE CIGAR AND TOBACCO TRADE, CAN OBTAIN A SIDE LINE PROPOSITION WHICH WILL NOT INTERFERE WITH THEIR REGULAR BUSINESS, TAKE VERY LITTLE OF THEIR TIME AND YIELD A PROFIT OF 50 PER CENT.
ONLY FIRST-CLASS MEN WHO CAN FURNISH REFERENCES AS TO HONESTY AND ABILITY NEED APPLY. WE CAN GET PLENTY OF THE OTHER KIND.
ADDRESS CONFIDENTIALLY, BOX 52, CARE OF THE TOBACCO WORLD, PHILADELPHIA.

WANTED—First-class salesman, to cover the South and West with well-known line of Porto Rican cigars. Address, stating experience and qualification, Box 1, Tobacco World, Phila. 1-15-a.

EXPERIENCED—Packer foreman wanted for large New York factory. Address Factory, care of Tobacco World. 1-15-c.

For Sale.

MACHINERY AND TOOLS—Consisting of 50 H.-P. Boiler, 40 H.-P. Engine feed water heater cooking kettle, reserve tank, dipping tub, two wringers, two cutters, two shell dryers, Adt steam dryers, four conveyors steam coils, steam line shafting pulleys, hangers, belting tools, etc. Address Greenwold Bros., Walnut and Canal Streets, Cincinnati. 11-1-tf.

FOR SALE—Pure Dutch, Gebhardt or Zimmer Spanish scrap filler tobacco. These scraps are from old resweat wrapper B tobaccos—high quality, clean, dry and ready to work. Write for samples and prices. Horner Tobacco Company, 208 S. Ludlow St., Dayton, O. 9-1-c

FOR SALE—Pure Havana scraps, guaranteed high aroma. Price, 45 cents; any quantity.
PANDOZ & CO., 173-175 E. 87th St., NEW YORK. 8-15-ch

LITTLE SAM:—21,349.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 9, 1911. American & West Indies Cigar Co., New York.

ELEDA:—21,350.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 9, 1911. S. R. Moss Cigar Co., Lancaster, Pa.

EL SAN ANTON:—21,351.
For cigars, cigarettes, cheroots and stogies. January 9, 1911. El San Anton Cigar Co., Columbus, O.

RAMIRO:—21,352.
For cigars, cigarettes and cheroots. January 9, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

KIM-BAR:—21,353.
For cigars, cigarettes and cheroots. January 9, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

LA ZARUS:—21,354
For cigars, cigarettes and cheroots. January 9, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

THE BIG NOISE:—21,355.
For cigars, cigarettes and cheroots. January 9, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

CONSUELO:—21,356.
For cigars, cigarettes and cheroots. January 9, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc. Re-registration.

DAN MORGAN:—21,357.
For cigars, cigarettes and cheroots. January 9, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

MARCO COLONNA:—21,358.
For cigars, cigarettes and cheroots. January 9, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

LANDSEER:—21,359.
For cigars, cigarettes and cheroots. January 9, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

EL FAVO:—21,360.
For cigars, cigarettes and cheroots. January 9, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

LA VADURA:—21,361.
For cigars, cigarettes and cheroots. January 9, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

UNOA:—21,362.
For cigars, cigarettes and cheroots. January 9, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

OUR MONOGRAM N. W. (New Willard):—21,363.
For cigars. January 9, 1911. Henry T. Offterdinger, Washington, D. C. Used since October, 1909.

PROFESSOR EITNER:—21,364.
For cigars, cigarettes and cheroots. January 10, 1911. Congress Cigar Co., Chicago, Ill.

OROTODO:—21,365.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 10, 1911. D. S. DeJongh, New York.

DAKEM:—21,366.
Cigars. January 10, 1911. Benj. L. Grabosky, Philadelphia.

OSCEOLO:—21,367.
For stogies. January 10, 1911. H. Friedberg Leaf Tobacco Co., Pittsburgh, Pa.

FORT PITT SPECIAL:—21,368.
For stogies. January 10, 1911. H. Friedberg Leaf Tobacco Co., Pittsburgh, Pa.

FORT PITT EXPORTS:—21,369.
For stogies. January 10, 1911. H. Friedberg Leaf Tobacco Co., Pittsburgh, Pa.

FORT PITT STANDARD:—21,370.
For stogies. January 10, 1911. H. Friedberg Leaf Tobacco Co., Pittsburgh, Pa.

MARTELLUS:—21,371.
For cigars, cigarettes, chewing and smoking tobacco. January 10, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

TRANSFERS.

J. & B.:—19,836.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered March 9, 1910, at 9 a. m., by Joseph & Barrett, Hartford, Conn., has been transferred to the J. & B. Cigar Factory, Hartford, Conn., on January 7, 1911.

PAT KELLY:—15,490.
For cigars. Registered January 25, 1908, at 9 a. m., by J. D. Ryan & Co., and transferred to Herman Warner & Co., York, Pa., on December 5, 1908, was again transferred on January 10, 1911, to W. W. Mundis, Hellam, Pa.

SPANAMERICO:—25,822 (Tobacco Leaf).
For cigars, cigarettes, cheroots and tobacco. Registered July 15, 1903, by The Maryland Lithographing Co., has been transferred to J. A. Shuhart & Co., York, Pa., on January 10, 1911.

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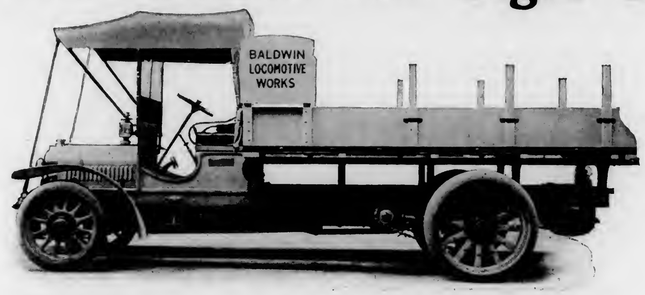
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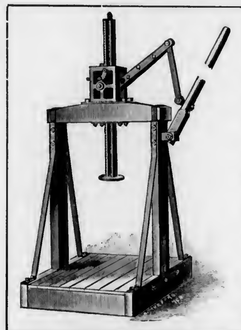


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HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon
Printed or Stamped in Gold or Silver
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Patented Wire Bound Shipping Cases
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Established 1834

WM. F. COMLY & SON Auctioneers and Commission Merchants
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CIGAR FLAVORS
Make tobacco mellow and smooth in character and impart a most palatable flavor
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Maker of
Quality Cigars
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HIGHEST GRADE MOLD AT LOWEST PRICE
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CINCINNATI, - OHIO

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Good Cigars that Sell Cheap, but Not Cheap Cigars
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Cigar Ribbons, Silk Imitation and Muslinola Ribbon
Printed or Stamped in Gold or Silver
Labels — Stock Cards
Give Us a Trial. We Want Your Opinion

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Make tobacco mellow and smooth in character and impart a most palatable flavor
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They Please All Tastes
Always Uniform and Reliable

H. G. BARNHART
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The Quality is what Tells
Reliable dealers are invited to write for Prices
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"The Quality is Mild but The VALUE IS STRONG"

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ESTABLISHED 1881

Vol. XXXI No. 3

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
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Makers, : : Lima, Ohio

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Stogies, 3 for 5c.
Red Demon
Our Special Dutch
Our Little Havanas

Cigars, 3 for 5c.
Ducico
Indemnity Bond
County Fair

Cigars, 2 for 5c.
Capt. Sam Brady
Pittsburg Girls
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These are "leaders": we are unable to enumerate many others in this limited space, but upon request will send you samples of those lines adapted to the special requirements of the trade in your particular territory.

Want Us to Do So?

"Never put off until tomorrow what you can do today."

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THE HAVANA BLEND CIGAR

Telonettes are the best value in the line of Short Smokes. They are longer and better than any other. Smokers know it and that is why they want them.



BOX of 10 for 15 cents.

Manufactured by
Allen Tobacco Co., N.Y
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We are giving a series of reasons for SAVARONA success. Some of them apply to other Porto Rican cigars, but SAVARONAS are pre-eminent, because we have made better use of our opportunities than some other people.

Reason No. 7

Special Crops on Special Land. We have been successful growers of tobacco, as well as having the best plantations in the best districts. We have a well organized plantation force and intelligent management. The greatest care has been given to the growing and curing of our tobacco, as well as the development of the finest types by careful and scientific seed selection. For several years we have had the finest crops on the Island. **We use the Best of our Tobacco in Savaronas.**

CAYEY-CAGUAS TOBACCO COMPANY
Pine Street, New York

(See next issue for Reason No. 8.)

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as a guarantee of their high and uniform quality that has been maintained for more than forty years.

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The 5 Cent
Cigars of Real Value

Made by
Allen R. Cressman's Sons
Philadelphia

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No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.





FOR GENTLEMEN OF GOOD TASTE

SAN FELICE

5c A HIGH GRADE CIGAR FOR 5c

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

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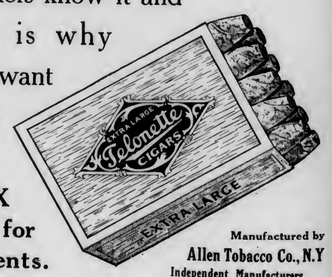
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Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO

Kings Club
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3 PARK ROW, NEW YORK

ULRICH'S
Radnor
5¢ CIGAR

A. ULRICH & CO.
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'LUXELLO'
First in the mouth of all Americans



Every Patriot respects the memory of George Washington—Leader of Men.

Every smoker respects the **LUXELLO**—**Leader of 5-Cent Straight Cigars**

SEND FOR SAMPLES AND PRICES

Built on the Faith That Giving the Best Possible Value is the One Way to Build and Maintain a Business.

LUCKETT, LUCHS & LIPSCOMB
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Wax Papers

Is it necessary that your wax paper—your tissue—your sealing twine—measure up to a certain standard of quality and efficiency?

Do you insist that the worth and value of these things are in keeping with the worth and value of your product?

Do you want to get all this—at an economical cost price?

Then send us samples of the goods you are now using. We'll send you counter samples and prices by return mail.

Better do this to-day.

Sealing Twine

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44 CIGAR CO. MAKERS

"44"



The established and renowned five cent cigar, that is a leader Everywhere

To appreciate quality is to appreciate the "44" Cigars

"44" CIGAR COMPANY, Philadelphia, Pa.



ALONZO B. PANDOZ CO.

Makers of the Famous

El Pandoz Cigars and Our Little Major

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10 for 25 cents





"Egyptian Lotus" Plain or cork tips. 15c. per package.
"Fifth Ave" With mouthpiece, plain or cork tips. 10 per package.
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And other brands. All are made of pure Turkish Tobacco of superior quality. Union made. Samples and Price List sent on request.

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CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

CLEAR HAVANA CIGARS OF MERIT

Manufactured by

S. WOLF'S SONS

LUKOS-SMOKER
MADE IN KEY WEST FLA.
BY S. WOLF'S SONS

Factory No. 318 KEY WEST, FLORIDA
WRITE FOR QUOTATIONS

THE BEAU BRUMMEL OF STOGIES

PHOEBUS

Manufactured by

Consolidated Cigar Co., Pittsburg

Distributed by
MITCHELL, FLETCHER & CO.
Philadelphia

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Havana's Kingly Product

MARCA INDEPENDIENTE POR LARRAÑAGA

Oldest Independent Factory in Cuba
Established over 75 Years
The Cigar of QUALITY and RENOWN
New York Office:
D. JACOBS, 200 Fifth Avenue

EL CREDITO and MIRAMAR

American Clubmen's Favorite Brands

EL CREDITO DE C·R·MAURI HABANA — Trade Marks — MIRAMAR DE RODRIGUEZ Y HNO. HABANA

If you want to handle a popular line of RELIABLE HAVANA CIGARS write for our price list.

RODRIGUEZ Y HNO.

BELASCOAIN 88c. Esq. A. Penalver Havana

HAVANA CUBA CIGARS

CASTAÑEDA HABANA TRADE MARK

We Suggest CASTANEDA

- Highest Class Materials
- Best Workmanship
- Perfect Colors
- Delightful Aroma

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London Office: 14 Gracechurch Street
Castaneda (Havana) Cigar Factories, Ltd.
129 Virtudes, Havana.
Cable Address, Havana, London and New York: CIGARESTAS

EL AGUILA DE ORO — BOCK & Co. HABANA — BOCK & Co

LA ESPAÑOLA FUEYO Y Cª HABANA
LA FLOR DE NAVES DE OBESO Y CUETO HABANA
LA FLOR DE MURIAS DE A. MURIAS Y Cª HABANA
LA COMERCIAL DE RENGOCHEA Y FERNANDEZ HABANA
A DE VILLAR Y VILLAR
LA FLOR DE HENRY CLAY JULIAN ALVAREZ HABANA
ESTELLA DE F.G.C. HABANA
H DE CABANAS Y CARBAJAL
LA MERIDIANA DE P.M.Y Cª HABANA PEDSONRIAS
LA INTIMIDAD DE ANTONINO CARUNCHO
AFRICAN HABANA
FLOR DE J.S. MURIAS Y Cª HABANA
Flor de J. S. Murias y Ca.
LA FLOR DE CUBA DE M. VALLE Y Cª HABANA
MANUEL GARCIA ALONSO HABANA
SUPERIOR DE PEDRO ROGER LA ROSA DE SANTIAGO (HABANA) 1860
LA FLOR DE YNCLAN DE F. YNCLAN HABANA
LA CAROLINA DE BANCES Y SUAREZ HABANA
LA CORONA

HENRY CLAY AND BOCK & CO. LTD.
HABANA, CUBA.
These BRANDS have long been recognised The WORLD Over as the Standard Values in fine
HAVANA CIGARS

During the year of 1910, the sales of

FIVE CENT **Pulliam Cigars** FIVE CENT

was very extensive.

But we have the facilities for taking care of more trade, and our success has spurred us to greater efforts. Therefore we have made an improvement in the *Pulliam* cigars and are now offering them in a *new shape*—strictly Hand-Made.

In *quality*, the *Pulliam* cigars are the best that the most careful selections of *Havana* and seed leaf tobacco will produce when skilfully made. There is just enough *Havana* to give pronounced *aroma*, and just enough domestic leaf to make them *very mild*.

Drop us a line and we will tell you how to participate in the benefits of handling *Pulliam* cigars.

PULLIAMS PLEASE PARTICULAR PEOPLE

MADE BY

HERMAN WARNER & COMPANY

YORK, PA.

Territory open to Progressive Houses — Write us to-day, it'll pay

"The Straw Shows the Way the Wind Blows"

A very old saying, but true. The way the public is taking hold of *"Crown" Coupons* is marvelous—like the straw, it tells a story just as true—it tells you Mr. Manufacturer and Mr. Retailer that the tobacco using public want *"Crown" Coupons* and *Certificates*.



Don't take our word for it—ask one of the hundreds of merchants who are giving them out. If the Public didn't take to them we couldn't hand out Ten Millions (10,000,000) in thirty days, and the smoker doesn't have to wait until he is as old as Methuselah either to get something—we give premiums for ten 25 Cent Certificates. Besides, *"Crown" Coupons* and *Certificates* are redeemable in conjunction with *"Crown" Stamps*. See the point?

The cost? Lower than any Cigar Coupon proposition in existence.

THE CROWN STAMP COMPANY

Largest Premium Parlors in the World

1007-09 Arch Street Philadelphia, Pa.

The Progressive Dealer Should Try

Five Cent Cigars **Judge Shepard** Five Cent Cigars

It is the kind of cigar that consumers like—mild, aromatic and delicious.

The **Judge Shepard** cigar will prove a panacea for the dealer who has not been getting as much business as he should have.

Special inducements if you write now.

H. F. KOHLER

MAKER

NASHVILLE, PA.

The Judge Shepard cigar sells well. A trial order will convince.

A Combination of Excellence

A BUSINESS built on the merit of quality system is the most lasting.

Many years ago we first introduced the **John Hay** brand of ten cent cigars and they were a success because they were quality goods. Since that time we were forced by popular demand to also market the five cent size of the **John Hay Havana Cigars,** under the title of John Hay, Junior. The success was duplicated purely on quality.

Later the **Perkins** cigar to sell at five cents was also placed on the market and just as quickly sprung into prominence by virtue of its own goodness.

Now we are presenting the **Public Record,** our newest brand in the nickel variety.

The merits of our line of cigars are distinctive in each brand, and we claim, without boasting, that the **Stewart** line is always the right line.

Years of patient endeavor are now crowned with satisfaction because the consumers like them. That is why the dealers turn their stock often and reap a good profit. Ask your jobber or write for particulars.

W. W. STEWART & SONS

Reading Makers Penna.

You Will Have No Kick Coming When You Stock Up On

5c. CIGARS



5c. CIGARS

For quality it cannot be beaten. The beauty is that they are always uniform in quality.

5c. CIGARS



5c. CIGARS

Is another one of our nickel leaders, and it talks for itself. Certainly there is some good reason why they sell so well. It's a simple reason too—*Quality, Style and Workmanship* that is always right. That is all. Send us a trial order and get the benefits of the repeats it will bring you.

Jacobs & Holtzinger Co.

MANUFACTURERS

WINDSOR, PA.

Here is THE BEST 5c. Cigar

El **Borita**

DRAWS Trade and HOLDS IT

Made of the **Best** Domestic Leaf, by Skilful Hands, in Clean Factories, the **El Borita** is Banded, and put up in Attractive Boxes

Tastes and Looks like a Cigar Twice the Price.



OTHER LEADING BRANDS:

LAVOCA 10c. to 50c. — **LATONIA** 10 Cents

Territory Open for Live Distributors

John Steigerwald & Co.

Main Office: Twentieth and Tioga Sts.

PHILADELPHIA

Attractive Packages

Why not call attention to your HIGH CLASS or SPECIAL BRANDS by packing in a box

Different from the Ordinary?

WE ARE FULLY EQUIPPED to furnish anything from a Book Box to highly Polished Cabinets. We have served some of the largest Cigar Manufacturers in the country along this line; why not you? Give us an idea of what you want, accompanied by a rough sketch showing sizes, and we will do the rest.

Henry H. Sheip Mfg. Company

COR. SIXTH STREET AND COLUMBIA AVENUE

PHILADELPHIA, PENNSYLVANIA

A Free Deal on London Trophies

The New 2 for 5c. Cigar

Mr. Dealer:—Save the profit sharing certificate found in each box, they are worth money to you. A fine proposition. We also make a line of 3 for 5c. stogies. Correspondence with wideawake dealers invited.

WABASH CIGAR COMPANY, PITTSBURGH, PA.

London Trophies ARISTOCRATS

Quinones Cabezudo Co.

MANUFACTURERS OF

High Grade Porto Rico Cigars

OUR BRANDS { "Mejorana" "Nabisco" "Tonina" "El Resumen" "Bella Cadiz" "Hanabanilla" "Quicaco" "Flor de Quizudo"

Factory and Warehouse: CAGUAS, PORTO RICO

New York Office: 130-132 PEARL STREET

Standards for Thirty Years



Havana Filled Cigar retailing at 10 cents



High Grade Nickel Cigar that sells on its Merits

These brands will be a valuable acquisition to live dealers
Write direct to the manufacturers

GEO. S. MILLER & CO., Pottstown, Pa.

MORE POPULAR THAN EVER

JOBBERS who have taken hold of these goods during the past three months HAVE MET WITH SUCCESS, because

THE



AFFORDS

FAIR PROFIT to the Jobbers; GOOD MARGIN to the Dealers; FULL VALUE to the Consumers

The POTENTATE is a QUALITY Ten-cent Cigar in all that "Quality" implies

We also make a SUPERIOR LINE OF NICKEL GOODS, under the titles of "Lehr's Smokers," "King of the Desert," and "Confidence." Correspondence with active handlers invited.

GEO. W. LEHR

Established 1876 **READING, PA.**

Send for Free Sample Book

OF

German Process Cigar Bands

THEY HAVE THE "LUSTER THAT LASTS"

THE BOOK contains an issue of original designs in a variety of colors, and every one perfect and superior to most imported bands. They are sold at a price that will save you money and yet give the most satisfactory results.

Attractive designs that are characteristic and highly embossed.

German Process Cigar Bands are the Best

Write Now—Made only by

Wm. Steiner, Sons & Company

LITHOGRAPHERS

Steiner Building 257-265 W. 17th Street

NEW YORK

We are showing Samples of our own

Packing of 1909 Penna. Tobacco

Our offerings consist of the choicest of the year's crops, in both wrappers and fillers. The goods have been handled with care, and we can show exceptional values.

Present conditions suggest the advisability of taking advantage of opportunities.

We aim to be always able to show a fine general line of cigar leaf tobacco, and stand ready to back up the quality of our goods.

Let us send you our quotations.

A. B. HESS

Packer and Dealer in

CIGAR LEAF TOBACCO

Warehouses and Offices:

LANCASTER, PA.

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

.:.Cigar Box Labels.:.

Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office--Paul Pierson, Mgr., 160 Washington St., Chicago, Ill.

ESTABLISHED 1887

LOUIS C. WAGNER & CO.

43 EAST 20th STREET NEW YORK

ORIGINAL PRIVATE DESIGNS IN STOCK

IMPORTERS OF **FINE CIGAR LABELS AND BANDS**

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

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SAN FRANCISCO. 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

Tin Cigar Cans and Boxes

THE HUMIDOR PACKAGE



Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

NATIONAL CAN COMPANY

Independent Manufacturers Detroit, Mich.



Not One Stung

Over 1000 customers were asked to return this **Cigar Humidor Display Case,** if it was not as represented.

So far not one is returned, and 70 per cent. ordered more. A dealer writes, "I have doubled my sales, and wish I had room for a dozen more on my counter."

If $10 was paid for this case, it could not be improved The Moistener alone is worth more than any $2 kind on the market.

This case was sold at factory cost, to advertise it. The price is now $1.35, cash with order. Standard value is $2.50. It's the best skill can make, and quality is unmatched.

This case has a **Magnetic Influence** in the sale of cigars. No premium or scheme can equal it. The smoker is attracted by the Sanitary Display. It is the first thing he spies in the store and he sticks to it.

P. A. BECKER, 451 Hudson Avenue, Brooklyn, New York

Mfr of Sanitary Ventilating Moisteners, Display Cases, Glass Lids, etc. Est. 1892

Register Your Brands with the Tobacco World Bureau

Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade, know that the World Registration Bureau registers more brands each month than all other bureaus combined.

Our records and facilities for handling this business are admittedly the best. Send along your registrations.

TERMS: $1.00 each for Registrations. 25c. each for Searchs which do not result in registration.

TOBACCO WORLD REGISTRATION BUREAU

102 South Twelfth Street, ∴ ∴ ∴ Philadelphia

Finest Imported Cigar Labels and Bands

Manufactured by

Gebrüder Weigang, Bautzen, Germany

American Representatives

Möller, Kökeritz & Co.

25 Astor Place, New York.

World Famous
Gold Medal Brands
"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

Havana, Cuba

T&O COMPANY MAKERS



Wm Penn

10c. Cigar

Good Thru' & Thru

THEOBALD & OPPENHEIMER CO.

"THE DAYLIGHT FACTORY"

PHILADELPHIA

A NEW FEATURE

OF ALL

PROMINENT STORES

VERY MILD

CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY

E. A. CONDAX & CO.

NEW YORK

The Originators of the

CONDAX STRAW TIPS

Pittsburg Stogies and Cheroots

Made by *Experienced Hands*, in *Daylight Workrooms*, under *Sanitary Conditions*.



"Workmanship, Cleanliness and Quality," our Motto.

"PURO SPECIALS" our Leaders

Write for Prices. Territory Open for Distributors

W. D. SHARPE CIGAR CO.

Pittsburg, Pa.

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, FEB. 1, 1911. No. 3.

Peace at Tampa; Strikers Returning to Work

Union Leaders Yield to Demands for Settlement and Six Months' Struggle is Officially Ended—Terms Arranged to Insure Continued Good Will—Workmen are Flocking Back, But Many More are Needed.

NOT AN EXPERT CIGARMAKER IDLE IN TAMPA

Special Despatch to Tobacco World.

TAMPA, FLORIDA, January 30th, 1911.

TO-DAY marked the return of more cigarmakers to their benches than have resumed since the strike was settled last week. It is estimated there are to-day between five and six thousand cigarmakers at work and this number will be augmented during the week as the strikers return from outside points.

The rush back to work began last Friday when more than two thousand cigarmakers applied for their old positions. The factory making the greatest gain on that day was M. Stachelberg & Company to whom 235 applied for work. Factories are preparing for more accessions during the week and it is thought that by to-morrow scarcely a cigarmaker worth while in this city will be unemployed.

TAMPA, FLA., January 26.

THE cigarmakers' strike is officilaly ended and the strikers are flocking back to work. The joint advisory board, composed of the executive committee of each and every union affected by the strike, met in all day session at the Labor Temple in Ybor City yesterday and voted to end the strike. The vote stood fifty-nine to one. The news was immediately announced, and while de jure this did not end the strike as the unions would have to vote so to do, de facto it did, for the recommendation to end the contest for recognition of the International Union coming from the executive committee of each and every union, constituting a joint advisory board, was virtually a command to the rank and file to govern themselves accordingly. The voting occurred last night. The vote stood: To end the strike, 719; opposed, 31.

"We simply give up the fight," was the terse summing up of a member of the joint advisory board." "The men will be instructed that the fight is lost, the strike over and that they are at liberty to return to work."

The official ending of the strike was foreshadowed on Tuesday, the 24th, when a committee of the better class of workmen who are still out met with a committee from the manufacturers' association and discussed the situation. With the two committees at the time were several physi-

(Continued on next page.)

Fire in Sanchez y Haya Factory.

New Building and Stock Badly Damaged by Flames.

TAMPA, FLA., January 27.

THE new cigar factory of the Sanchez y Haya Company was damaged by fire at three o'clock this morning. The loss of stock from fire, smoke and water damage is estimated at $90,000, while the damage to the building itself is placed at say $12,000. Fire Chief W. M. Matthews, while leading a crew of fire fighters through the front of the building in a dense smoke, fell through the elevator-shaft door and landed in the basement. His left leg was broken.

All authorities concur in the opinion that the fire originated from a trash pile on the second floor, the cigarmakers' quarters. There were no evidences of incendiarism.

Vice-President A. F. Torre, of the company, believes that the entire stock of tobacco stored in the basement is ruined. Smoke and water did more damage in this regard than did the flames. This stock was valued at $90,000 and was insured for this amount. Both the second and first floors were badly gutted. The brickwork of the building is believed to be undamaged. The architects to-day declared the structure would require at least $12,000 worth of repairs. The building was protected by $26,000 insurance.

Arrangements were immediately consummated to establish temporary quarters, and the business of the firm will proceed without interruption as soon as the necessary stock can be withdrawn from the bonded warehouses.

The Sanchez y Haya factory was completed about a year ago. It cost approximately $50,000, and was reckoned one of the finest and most modern factories in Tampa.

The December, 1910, Output.

By Official Returns of the Treasury Department.

THE official report of the collections of internal revenue for the month of December shows that the output of cigars during that month was less than during the corresponding month of 1909. But all other tobacco products show a substantial gain, as will be seen by the following figures:

	December, 1909.	December 1910.	Increase.
Cigars weighing over three lbs. per thousand	$1,786,057.11	$1,769,403.45	*$16,653.66
Cigars weighing not over three lbs. per thousand	45,380.52	75,602.07	30,221.55
Cigarettes weighing not over three lbs. per thousand	660,263.94	832,384.55	172,120.61
Cigarettes weighing over three lbs. per thousand	5,406.33	8,513.64	3,107.31
Snuff of all descriptions	151,759.93	170,880.99	19,121.06
Tobacco, manufactured, of all descriptions	1,952,997.76	2,359,964.22	406,966.46
Total	$4,601,865.59	$5,216,748.92	

*Indicates decrease.

Death of Sir Wm. Henry Wills.

ON the 29th of January Sir William Henry Wills, first Baron Winterstoke, of Blagdon, died suddenly of heart failure, at London, England.

Born in 1830 he was created a baron in 1905. He was chairman of the Imperial Tobacco Co., of Great Britain; pro chancellor of the University of Bristol and director of the Great Western Railway.

cians, who are well known in the Latin colonies, here, and Mayor D. B. McKay. The workmen asked if the manufacturers would agree to the following conditions (which are virtually in force in every association factory now and have always been):

THE TERMS OF SETTLEMENT.

That the manufacturers guarantee maintenance of the scale of prices adopted January 1, 1910.

That there shall be no discrimination against any of the men now on strike when they are taken back into the factories.

That the Tampa Clear Havana Manufacturers' Association guarantee that they will at all times pay as high prices for making of cigars, etc., as are paid in any clear Havana factory in Key West or in any other city in the State of Florida.

Assurance from the manufacturers that they will use their utmost efforts to prevent foremen or managers in the factories from imposing on employes by compelling them to board at certain restaurants, saloons, or discriminating or showing special favors in giving out positions in the factories.

Also that the manufacturers will strictly abide by the child labor law, which forbids employment in factories of children under the age of fourteen years, and have copies of the law conspicuously posted in all factories.

The manufacturers agreed to the demands, assuring the men that each and every one would be fully complied with. The next day the matter was up for consideration at the Labor Temple with the result noted.

The strikers were steadily losing ground and it is reported on reasonably good authority that their financial committee faces a deficit of $13,000, while their ration expenses have exceeded $100,000, most of which was paid out for rations to keep workmen not actually members of the unions in supplies to keep them in line with the actual strikers in the fight for union recognition, and just how many gilded promises only the "leaders" know.

Last Saturday a party of newspaper men, most of whom represented Spanish papers in this city and in Havana, made a careful canvass of the association factories, and having completed this canvass made affidavit to the fact that the men actually employed in these factories at that time were:

Cigarmakers	1,730
Selectors	54
Packers	94
Strippers	482
Total	2,360

AGITATORS FORCED TO YIELD.

Last Monday nearly 200 cigarmaking recruits reported for work. Tuesday the increase of cigarmakers was seventy-four, which gave the association factories over 2,000 cigarmakers. Every boat from Havana and Key West was bringing in additional recruits; desertions from the ranks in Tampa were daily occurrences. Hence, the leaders seeing their power slip away day by day, and facing the deficit in their finances, gave up the long apparent useless struggle for "union recognition."

It will be recalled that the question of wages has never entered into this controversy. It has been an admitted fact that the Tampa manufacturers paid the highest wages in the world for clear Havana cigarmaking.

The news that the strike had been officially settled was received with much gratification throughout the city. Mayor McKay, upon whose shoulders the brunt of the responsibility during the periods of disorder fell, was especially pleased. Among other things he said:

"I believe the year now at hand is going to be a particularly prosperous one for Tampa. This will be especially true of the cigar industry here. Manufacturers assure me that they have employment for 15,000 first-class cigarmakers, some of the factories being able to give employment for the next eight months to say 1,000 cigarmakers the factory."

The manufacturers are all optimistic. They feel that they have fought and won a righteous fight, and they with one accord declare that they believe that another strike in this city is beyond question. In short, the era of good feeling, plenty of work and good wages is now at hand. Many of the cigarmakers, who left Tampa to work elsewhere, are expected to return soon, although some will probably never come back.

THE STRIKE LASTED SIX MONTHS.

The Tampa cigarmakers' strike lasted six months to a day. It began July 25th, and ended January 25th. Ten thousand men were affected for the time being and thirty-eight big factories were closed for a short while. The strike was originally called in the factories of Celestino Vega & Company and Balbin Brothers. From these two factories it quickly spread to several other factories belonging to the Manufacturers' Association. The three or four non-association factories in this city, while working "open shop," were not molested, with the single exception of Val M. Antuono's factory, his workmen being called out, although this was denied by the union leaders at the time. At any rate the men went out.

On September 13th the first serious assault of the trouble was made. On that date Jose Cosio, the well-known manufacturer, was fired on by a would-be assassin, as he was traveling toward his factory on a street car. The assassin escaped. The same day an employee of the Havana-American factory was fired on three times. The next afternoon J. F. Easterling, head bookkeeper for Bustillo Brothers and Diaz was shot down by some person or persons standing in a mob of strikers in front of his firm's factory. A few days later Mr. Easterling died. On the afternoon of September 20th Angelo Albano, a member of a West Tampa cigarmakers' union, and one Castenge Ficcarrotta, both men of evil repute, were arrested by the authorities charged with the murder. As they were being transported to the county jail that night parties unknown took them from the officers by force and hanged them to a tree.

Shortly after this the factory of Balbin Brothers was burned to the ground. A call was issued by Mayor McKay to the best citizens of Tampa to meet and discuss the matter. The backbone and sinew of the town met at this meeting and were formed into a citizens' committee. They were sworn in as special officers and there duties were to patrol the infected districts and maintain the public peace. Prior to this, and immediately following the Easterling incident, every factory belongng to the association in this city was closed. The citizens' committee patrols and the augmented police forces of the city suppressed the disorders that had been of almost daily occurrence, and with the assurance of full protection for their property and their workmen the manufacturers opened their factories October 17th. Strict order was maintained. With the arrest of the principal strike leader, Jose de la Campa, and his lieutenants, "Britt" Russell and J. F. Bartlum, on that day on warrants charging them with conspiracy against the workingmen of Tampa, etc., the decline of the strike commenced. The three named were convicted in the criminal court of record after a strenuous battle and sentenced to serve one year in the penitentiary.

The cigar factories have been gaining workmen—slowly at first, and then with ever increasing numbers, ever since that memorable day in October when, in the rain, business men, lawyers, doctors, the banker and the clerk, did patrol duty about the factories as they threw open their doors after the temporary closing, guaranteeing to any man who desired to work that his life would be protected at all times—until the beginning of this week found the number over 2000 and marked the official ending of the six months' struggle.

The increases in the factories to-day were not above the normal increase. The men were visiting their old factories, however, and the general return to work will be made Monday. There will be ample room, however, for first-class cigarmakers in this city, as the factories are rushed with orders which have accumulated.

BLARDONE.

Detroit Scouts Fraudulent Importation Idea

By S. F. HEAVENRICH.

SOME stir was occasioned by a rather startling article in the *Detroit Free Press* of January 24th, to the effect that discrepancies in the wrapper and filler statistics of tobacco imports from Cuba indicate a gigantic fraud, whereby the Government has been deprived of some $25,000,000 or so during the past few years. "It is an open secret" said one prominent member of the trade, "that a great deal of leaf suitable for wrapper is brought into this country as filler on which it might be said the Government is deprived of the difference between wrapper and filler duty, or $1.20 per pound."

Probably some (but not much) of this is entered with deliberate intent to defraud. There are some dishonest importers by choice and some through necessity, but the officials of the Treasury Department seem to regard them all with grave suspicion, possibly for the reason that a politician or job holder can't conceive of an ordinary man running his affairs on a strictly upright and legitimate basis. The discrepancy between imports from Havana "suitable for wrappers" and the statistics of Havana wrapped cigars, made at Key West, Tampa, New York, Philadelphia and other points, may be explained in many ways, a recital of which would, however, require more space than can at present be devoted to it.

Possibly this charge may have been prompted by some labor influence in a further attempt to harass the clear Havana manufacturers of this country, and Tampa in particular.

Said Mose Parshelsky, former cigar manufacturer and now deputy inspector of Treasury Department: "The difficulty lies in determining what is wrapper and what is filler leaf. Of course, as to fine, first grades there can be no trouble, but with the coarser grades, what is fish for one may be flesh to another. Some appraisers take it for granted that if a leaf is large and spready it is fit for wrapper purposes, yet almost any manufacturer knows that is not true. Much of this alleged 'wrapper' is used by firms who make no Havana wrapped cigars at all. It is used as 'fillers' exclusively, and it would be a fine thing for Uncle Sam to soak 'em $1.48 per pound for tobacco they couldn't use for anything else than as fillers. I was sent, some time ago, on a special tour of inspection to Tampa, Key West and other points and found nothing in any of the plants I visited that would have justified any charge of attempt to defraud the Government."

Encouraging Outlook in Cincinnati.

Wholesalers and Retailers Pleased with January Business—Manufacturers Fostering New Brands.

CINCINNATI, O., Jan. 28.

THE month of January was the best in years for both the wholesaler and retail cigar dealers, and the outlook for February is encouraging, they say. With the trouble at Tampa at an end, and the cigarworkers going back to their benches, the jobbers here look for receipts of the Tampa goods to show an increase during the coming month.

The George Voige Cigar Company is practically new in the wholesale cigar business here, but it is making rapid strides. Speaking of conditions, George Voige said: "We have done four times as much business during January, 1911, than we did during the same month in 1910." The "Plantista," "John Drew," "44,' and "La Estel" are four of our five-cent cigars that are selling fast.

F. H. Berning & Son, manufacturers and jobbers, say that business in this section is holding up pretty well. They have many orders to fill and they say the outlook for February business is very good.

J. & B. Moos, jobbers, say: "Business was very good during January despite the usual past-holiday reaction. We are getting many orders every day, and the outlook for February is good. I hear that things are going along very smoothly at Tampa now, and as we get considerable goods from that point it will also have a tendency to increase our business for February. During the Tampa strike we have been getting a great deal of goods from Key West."

C. S. Bergen will become the representative in this territory for the American Tobacco Company on February 5th. He was formerly representative for the Havana-American Company.

W. McWilliams has purchased the cigar stand of Homer Hoens in the C. M. & L. Traction depot on Sycamore street.

L. Neuberger & Bro. are pushing their new brand of nickel cigars, "Picadura Imports," in all sections of the country. Manager Hirshberg has just engaged Charles Hazen, formerly of the Barnes-Smith Company, to represent them in the East, making his headquarters at Binghamton, N. Y. Mr. Hazen is now out on his first trip.

J. H. Lucke Company have removed from Court street to a big factory building at Main and Pearl streets, where they will have splendid facilities. They expect to begin manufacturing stogies in their new quarters within the next week.

At Rohde & Company's factory encouraging orders are being received on their new cigar, "The Lygia," which is making a decided hit wherever introduced.

The Bickett Cigar Company, distributors of Gresh's "Pathfinders," have placed this brand in more than 1600 stores in this vicinity.

The traveling salesmen recently in town were: S. Levy, of the William Demuth Co.; A. F. Repars, of the J. B. Moos Co.; H. G. Alces, of Simon Batt & Co.; Fred Harris, of Schinasi Bros.; Colonel Crane, of the Krause Co., of Baltimore, and Leo Weiss, of the American-West Indies Company.

Gus and Cal Jacobs, formerly with J. & B. Moos Company have established a temporary office at 323 East Eighth street. They are doing a jobbing business.

There were 7,105,000 pounds of tobacco received in Cincinnati during the past two weeks, and 2,316,000 pounds were shipped out.

No changes were made in the prices of tobacco, during the last two weeks. Cutting leaf ranges at 6 cents to 9 cents a pound; manufacturing and plug fillers range from 5 to 19 cents a pound, and cigar leaf at 2 to 24 cents a pound.

Action for the recovery of $500.25 and set aside the transfer of the cigar store in the Traction Building from Sophia Bozman, owner of W. W. Bozman's retail stand, to the Alonso Rejas Company was filed in insolvency court recently, in which a receiver is asked to take charge of the business. The plaintiffs in the new action are Felipe and Valentine Bustillo and Jose M. Diaz,, doing business as Bustillo Broth. & Diaz, who claim they sold to Mrs. Bozman, $500.25 worth of goods. Since then, they claim, that she transferred the cigar store, and stock to the Alonso Rejas Company, but failed to file notice of such contemplated sale, with the county recorder, seven days before making the sale and they want this set aside, and the $8000 stock of the store subjected to the payment of their claim.

Twenty cases of seed leaf tobacco was sold on the local cigar leaf market this week. The prices ranged from $1 to $7.50 a hundred pounds.

RICHARD SEVING

Harvesting and Curing Connecticut Cigar Wrapper Tobacco

By W. W. Garner, Tobacco Investigator for the U. S. Bureau of Plant Industry, given at a Public Meeting of the State Board of Agriculture, Northampton, Mass.

TOBACCO affords one of the rare instances among our important farm crops where yield is usually secondary to quality and there are few, if any, other crops the values of which are so dependent on the painstaking care, skill and good judgment of the producer. Of the various factors entering into the successful production of a superior quality of tobacco, none is more important than the proper management of the curing process but, unfortunately, this process is also the feature which is least understood either from the scientific or the practical standpoint.

Because of the increasing interest in the method of harvesting tobacco by picking the leaves which introduces new problems in curing, it would seem that this subject is worthy of special study, both by the scientific investigator and by the practical grower, and I shall endeavor briefly to outline some of the important factors in successful curing and to draw some comparison between the methods of curing on the stalk and curing the picked leaves.

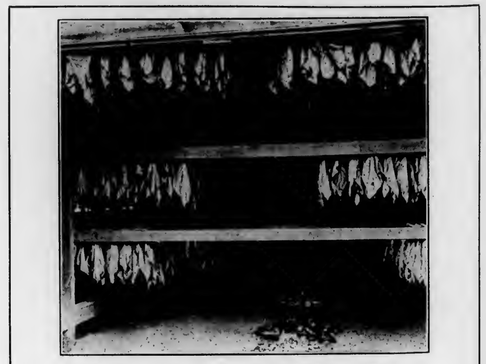
We have to consider at the outset the question of what curing really means. The leaf at the time of harvesting contains a large amount of water, but it is evident that the curing is something more than drying, for a leaf dried out rapidly by heat has few of the desirable properties of a well cured leaf. Again, a leaf dried under the right conditions for curing weighs much less than would the same leaf if dried out quickly. Curing, therefore, means the development of certain properties or qualities which the green leaf does not possess and also a loss in weight in the dry leaf in addition to the loss of water.

Now in order to understand something of the changes which take place in curing, it is necessary to consider for a moment the plant as it matures and ripens in the field. The leaf may be considered the factory in which is manufactured from the raw materials absorbed from the air and soil the food supply which enables the plant to grow, to "ripen" as we say, and to produce seed. The energy to operate this factory, so to speak, comes from the sunlight, and during the day, especially on sunshiny days, the food supply accumulates in the leaf. During the night, however, the building up of food stops and the accumulated food supply, excepting of course such as is required for the leaf itself, is carried away to other parts of the plant, such as the very young parts and the seed head. This explains why topping and suckering cause the leaf to spread and to take on more body for, the seed head and suckers being removed, the food materials collect in the leaf in greater quantity. One important feature of ripening, therefore, is the accumulation in the leaf of certain food material which it has built up. These materials are chiefly of a starchy nature and tend to make the leaf brittle and more or less woody or strawy. We must remember moreover, that plants must breathe or respire the same as do animals, and this breathing or respiration process also uses up a large portion of the food supply. The two uses of the food supply built up by the leaf are, accordingly, to promote growth and to maintain the breathing or vital processes of the plant.

We have seen that the leaves of the plant when ready for harvesting have accumulated an excess or reserve food supply, chiefly of a starchy nature, which give to the ripe leaf its characteristic properties. We are now in a position to consider what happens in the curing barn. It has already been stated that a leaf quickly dried out does not show the properties of cured tobacco, and it is impossible to cure such a leaf. Again, if a green leaf be exposed to chloroform vapors for a short while, which quickly kills it, the leaf can never be cured successfully. The same is true of a bruised leaf, and we are brought at once to the very important fact that curing is a living or vital process and that leaves prematurely killed cannot be successfully cured. The changes taking place in the leaf in the barn are strictly analogous to those of curing in the growing plant in the field. The leaves of course cease to grow, but the breathing or respiration process continues until they die from starvation or lack of water. Cut off from their supply of raw material, they cannot continue to manufacture additional food and to maintain the vital processes. They use up the reserve supply stored up during the ripening period in precisely the same manner as an animal may live for many days without food, though losing in weight, because the reserve food supply in the tissues is utilized in maintaining life. In brief, therefore, curing is a vital or living process whereby certain constituents of the leaf, such as starch, which tend to make it brittle and chaffy, are broken up and certain other desirable constituents such as the so-called "gum" are correspondingly increased in amount. Along with these changes in composition the color changes from green to yellow, and this shows that the leaf has reached the dying stage. As soon as the leaf is dead, the brown color quickly appears, and though there are some further changes after the leaf dies, these can take place at almost any stage while the tobacco is in bulk or during the sweating and aging.

The Most Favorable Conditions for Curing.

The most important fact to keep in mind here is that the leaf must be kept alive till the first stage of the curing is completed, *i. e.*, till the yellowing begins, and this brings us to the question of the most favorable conditions for curing. The first change to be noticed in the leaf is wilting, caused by the loss of water. This wilting hastens the curing and is desirable, provided it does not go too far. Rapid drying kills the leaf before there is time for the changes already discussed to take place, and the result is that the tobacco "hays down." Gradual and not rapid drying is, therefore, one of the favorable conditions for curing. The leaf is also killed by extremes of temperature, so that heat, if used at all, must be applied with caution, and the temperature should not be allowed to exceed 110 degrees Fahrenheit at most. The green leaf is killed at freezing temperatures and the curing process is practically stopped at temperatures below 50 degrees Fahrenheit. The proper conditions of temperature and moisture are the principal requirements for good curing. All growers in this section know how injurious cold and northwest winds are to tobacco in the curing barn, and this is because the temperature drops too low for good curing, and also the water is evaporated from the tobacco too rapidly. The leaf dries out but does not cure.



CHARCOAL FIRES TO WILT THE LEAVES IN CURING SHEDS.



TYING THE LEAVES INTO HANDS.



STRINGING THE LEAVES.

Pole Sweat.

The importance of not allowing tobacco to dry out too rapidly during the yellowing period has been emphasized but, on the other hand, growers well know what happens in prolonged periods of warm wet weather if the tobacco has already yellowed. The disease known as pole sweat is merely a decay of the dead leaf and is caused by lower organisms, so-called "germs," which find in the leaf their food supply. Like the tobacco plant itself, these organisms, which are really minute plants, must have an abundance of moisture to grow rapidly, and they flourish only within certain limits of temperature. Our experiments have shown that pole sweat becomes serious when the relative humidity of the air between the curing leaves reaches 90 per cent. or more, causing them to become soggy, and when the temperature lies between 60 degrees and 100 degrees Fahrenheit. After the disease has gained a foothold, a much lower humidity or greater extremes of temperature are required to check it promptly. It is important to remember, however, that pole sweat does not set in till the first and principal stage of the curing has been completed, which is ordinarily indicated by the yellowing of the leaf, for only the dead portions of the leaf are attacked. One of the common forerunners of pole sweat is the so-called "strut" of the leaf which is a stiffening of the veins and midrib caused by the excessive moisture in the air having checked the evaporation from the leaf. The strut or stiffening indicates danger from sweat, but really does not play any part in the development of the disease, although it does injure the tobacco. It is simply a sign of too much moisture.

Successful curing requires certain conditions of temperature and moisture to enable the leaf to actually cure instead of simply drying out on the one hand, and to prevent loss of pole sweat, on the other hand. The practical question is as to how these conditions can be maintained in the barn independently of the outside weather.

Use of Artificial Heat.

The natural temperatures prevailing during the curing season are never too high for good curing, and of course they are never so high as to prevent pole sweat. On the other hand, it often happens that it is too cold for satisfactory curing, especially at nights, and when the crop is harvested late, so that even if the pole sweat is temporarily checked, the tobacco may be spoiled by haying down. Artificial heat is therefore, the only means of securing at all times the right temperature. The moisture required for good curing is contained in the tobacco itself, and if the outside weather is favorable the rate of drying can usually be controlled by ventilation. If the temperature is favorable but the air too dry, the remedy is to close the barn tightly so as to hold the right amount of moisture in the air within. In case of long periods of rain, fog or muggy weather, ventilation alone cannot be of any benefit. The tobacco will rot if it has reached the critical stage whether the barn be kept opened or closed. The only means of reducing the moisture in the barn is by using artificial heat combined with ventilation. In the first stage of the curing, before the leaf begins to yellow, there is no danger from pole sweat, but if the outside temperature is below 50 degrees, sufficient heat is needed to prevent the tobacco from becoming chilled; otherwise it will hay down. Unless the outside weather is very damp, little or no ventilation is needed. The tobacco in this stage will not give off its moisture any faster than it is removed from the surrounding air. After the leaf has yellowed, however, the moisture comes to the surface whether or not it is taken up by the air, so that the tobacco soon becomes soggy. The only practical means of drying the air in the barn is by heating it, and the only way of keeping it dry is to replace it by freshly heated air from the outside as soon as it becomes too moist. In other words, the air must be heated before it comes in contact with the tobacco, and it must be removed as soon as it becomes moist.

If we raise the temperature 20 degrees, we double the capacity for holding moisture, and if the temperature in the barn can be kept 15 degrees to 20 degrees higher than that of the outside air with a reasonable amount of ventilation, there is no danger of pole sweat, no matter how wet the outside weather may be. Warm air is of course lighter than cold air and, surprising as it may seem, moist air is lighter than dry air of the same temperature. For these reasons the national course is to admit the outside air at the bottom of the barn, heat it to the proper temperature and allow it to move upwards through the tobacco. Sufficient heat must be applied to drive the air through the tobacco fast enough to prevent its coming chilled, otherwise it will stagnate before reaching the top of the barn. Too little heat is worse than none, for it simply drives the moisture from the lower

(*Concluded on page 32.*)

PROBLEMS of the RETAILER

The Interior of the Retail Cigar Store.

Arrangement and Appearances Which Are Helpful.

NEARLY every retail cigarist knows the importance of a good location and what an asset a neat and attractive store really is. This lesson has been taught in a great measure by the invasion of the "United." To try to make a store pay when the location of the store and the interior arrangements are not what they should be is the height of folly. An attractive window entices a passerby and it is an inviting interior which brings a customer the second time and converts him into a regular patron. The deportment and efficiency of the men behind the counter may leave nothing to be desired in that respect, but unless both the store and its general interior is attractively set forth there is not that power of impressing a customer back again.

The chief object in arranging a cigar store is to facilitate the work of conducting the establishment and thus make a saving of both time and money. Therefore, if the interior arrangement is pleasing to the eye it may necessitate more energy to keep thing in order, but the expense of running a business is lessened.

POINTS FOR MANAGERS AND CLERKS.

Not only the manager but all employed in a cigar store should know the exact location of the stock. This should be learned so thoroughly that a manager or any one connected about the store is able to place a hand on any brand of cigars or package goods asked for without the slightest hesitation. Few things create a more unfavorable impression in the mind of the average customer than to have a man behind the counter start out on a searching expedition among the shelves and under the counter for some particular article that is asked for, though it may not be an every-day staple. It means much to the reputation of the cigarist, if a customer may walk in and call for something little out of the ordinary and then walk out with the article asked for without any delay. The cigar store that is so stocked that every clerk can immediately place his hand on anything in the store has a marked advantage over the clerk in the store where all hands have to stop and think before they can deliver a pack of little cigars of little repute.

THE MATTER OF FIXTURES.

The question of fixtures in the up-to-date cigar store is a live question that requires some study and discriminating judgment. An enterprising retail cigar man about to open a new store will find it greatly to his advantage to make a tour of investigation and ascertain what other retailers are using in the interior of the store and select and embody the best ideas for his establishment. That is a wise policy to pursue and if a retailer is wide-awake he will note that there are many new and advantageous depapartures in the general equipment of the cigar store. In fact many more than a decade ago.

Cheap fixtures, especially in a cigar store, represent money ill spent that will never offer a commensurate return. A cigar retailer who invests his money in fixtures and other incidentals in connection with his store should receive a suitable return for every dollar he expends.

RENOVATING OF RETAIL STORES AND THE LIGHT.

In so far as the established cigar store is concerned, a little fresh paint now and then, applied with taste for effects, will always prove a good investment for it is known to have an influence upon all who have an occasion to enter the store.

The question of artificial light is one which a retail cigarman must carefully consider. No rule can be laid down for store lighting, but it may be suggested that a cigar retailer located on a busy avenue must light his store with a view of attracting customers some distance away. Therefore powerful lighting effects are of great value in such an instance. The large electric signs of the day upon which are inscribed the name of a business, or its nature can be seen from afar off and that has a decided tendency to impress upon the minds of people in the neighborhood that such a business is conducted where the sign emblazons forth. The benefit incidental to such an electric display is well worth the outlay and any experienced retailer knows that such an expenditure is money spent in just as essential a source as is the paying of his rent.

SHELF AND COUNTER DISPLAYS.

Shelf and counter displays in a cigar store are what create the "first impression" upon a visitor who wants to see and judge for himself the cigars or other articles. That "first impression" should be a favorable one. When a prospective customer enters a strange cigar store, regardless of the manner or method by which he has been attracted, his primary quest is for a "smoke," in which he is interested. If such a customer finds a display upon the shelves of empty boxes and scattered packs of cigarettes the impression left upon him is most discouraging and depressing. The possibilities of interior display are too often neglected by retailers as they think that when a customer walks into a cigar store a purchase will be made in the natural course of trade. If a customer's eye has been attracted by a store's exterior appearances, it is just as essential to have the interior so arranged as to fasen his attention and make it worth his while to visit the store again. A display inside the cigar store which has been clevery conceived and executed brightens the aspect of things in general and softens an otherwise hard business effect by appealing to the artistic sense. The public is always attracted to a cigar store where the mercenary aims and objects are apparently consigned to the rear. The cigar man often overlooks such fine points, but the prospective customer, who has an outside impression of the store on his mind, expects that the inside display will also appeal. When arranging a cigar store interior, it is not necessary to try and display everything in the store in a slip-shod, hurdy-gurdy way. It is true that many people will not think of asking for something unless they see it, but a complicated display is confusing and a prospective customer really does not know what he wants if he was undecided anyway before he entered the store.

ARRANGEMENT OF SHELVINGS AND COUNTERS.

A convenient height for shelves is up to seven or eight feet. While it is true that the space above that dimension can be utilized, it is always best to place staple lines of cigars and cigarettes subject to rapid demand within the height of seven feet. Above the seven feet can be shelved those goods that are either not "live sellers" or are not in active demand. Of course a retail cigarist must not lose sight of the fact that some one must dust these packages and boxes at the top occasionally, for appearance sake If he does not adhere to that practice he will eventually learn that he has a lot of shop-worn cigars and packages goods on his hand. If a dealer has a better place for the

brands not subject to a ready call, the upper space above the seven foot limit may be devoted to empty boxes and other advertising paraphernalia, such as package designs and contrivances of the window displayer's art. It is not wise to place "live stock" on the higher shelves, as such goods so placed are likely to be dropped by an impatient clerk when he reaches for it. The average clerk will not climb to those upper regions unless he is forced to.

UTILIZING SPACE TO ADVANTAGE.

Every available square foot in a retail cigar store should be devoted to the selling of goods and not to surplus storage. The little corners and other nooks in a store should be made use of. Such spaces may be used for advertising purposes.

It is good policy to display the best brands carried at a store and while it is true that high quality cigars do not attract all customers at the time, nevertheless they may return and purchase the finer brands when they have sufficient funds to do so. In the course of business, it is often true that a cigar retailer finds it imperative to sell a nickel smoke because there is a steady demand. It is best however to keep the quality cigars in a prominent place, and the cheaper class of cigars in the rear of the show cases where they will not readily attract the eye. If a prospective customer walks into a store and finds an article of quality featured, he goes off impressed with the fact that quality cigars and cigarettes are sold at the store.

THE USE OF PRICE TAGS, ETC.

Price cards should be employed, if the cards are well written. Some article or other may be seen by a smoker in a retail store, but he does not like to take the trouble of asking prices as he fears that a cigar clerk thinks that he is going to purchase, when as a matter of fact he is undecided and does not care to provoke an argument. Next to seeing a new brand of cigars a possible customer likes to know the price.

ABOUT THE GENERAL ATMOSPHERE.

It is the general atmosphere of a cigar store that give confidence and opens pocketbooks. The quality of the smokables offered must always be preserved, but that must be combined with neatness of the store and in this way a substantial clientele may be attracted. Store neatness, it must be remembered, is the watchword for every retail cigar man.

No Cigar Store Licenses at Springfield, Ill.

BY the action of Council, Springfield, Ill., has refused to authorize its mayor to grant licenses to cigar stores. The proposed ordinance called for an annual license fee of $1 and gave the mayor discretionary powers in granting licenses. Persons engaging in the cigar and cigarette business were to give a bond of $1000 and power was to be conferred upon the Board of Health to examine all cigar stores and analyze the wares sold.

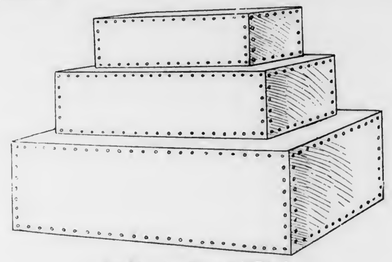
The real object of the ordinance was to give the city authorities additional power in enforcing orders in prohibiting "games of chance" in cigar stores.

George Greenough and John Peterson recently took over the cigar business conducted by Carl S. Coe, in the Gifford Building, on Third street, Sterling, Ill. It is said that one of their first acts was to remove the card table into the basement and cut it up into kindling wood, as they proposed to have no game under their management. They intend to conduct a strictly first-class cigar store.

Simple Methods of Effective Display.

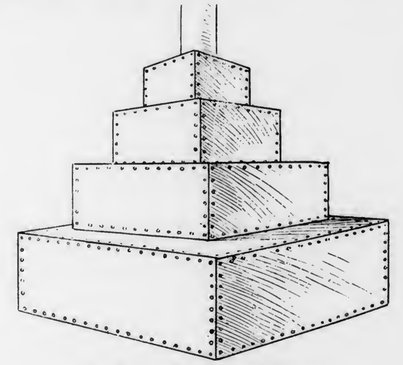
CONTINUING the narrative in our last issue, with accompanying illustrations, on simple methods of effective display, we desire to offer the following:

Illustration No. 3 shows a pyramid display step which could probably be utilized very profitably by many a retail dealer. The same general idea is carried out as in the previous description, so far as the makeup of the display stands is concerned, and the one advantage of the pyramid display is that it can be placed almost anywhere that room will permit.



Cut No. 3—Pyramid Display

In some stores, you will find an unsightly column, sometimes near the front entrance. Our Figure No. 4 shows a method of treatment for a store column which is so simple in its construction that one need hardly be a mechanic, or even of a mechanical turn of mind to build it. This fixture may be made entirely of boxes, provided they can be procured in graduated sizes, otherwise it is advisable to have them made to order, leaving one of the sides open and having the cover at the top in form of a flap, and by this means, the space underneath the steps may be utilized for storing reserved stock.



Cut. No. 4—Post Pyramid Display.

They should also be treated with large brass tacks to give a finished appearance. The fixtures here suggested are all practical and may be used permanently for displaying merchandise, and for this reason, we advocate the use of good material in their construction.

The New England Cigar Box Co., of Boston, Mass., was adjudged a bankrupt on January 9th, and the first meeting of creditors will be held at Rooms 121 and 122 Postoffice Building on February 7th. for the appointment of a trustee.



MY friend Parsons, of one of the leading metropolitan newspapers, is responsible for the following weird story concerning one of New York's "dear old ladies."

She was a motherly looking old lady of the kind that beams placidly through gold rimmed spectacles. So when she accidentally dropped her open handbag on the floor and amid samples of silks and other feminine trifles there appeared a package of cigarette papers a faint gasp of astonishment went around the car.

A young man picked up the scattered articles, smiling a little as he handed her last of all the cigarette papers. For a moment she hesitated. Then she blushed faintly and explained:

"I use them to polish my spectacles with," she said. "My grandson Richard told me about them when he was home Christmas. They're the best things to clean glasses with you ever saw, but he only had a few of them and so I've just bought these. Just see!"

She took off her spectacles, deliberately smudged one of the lenses with her ungloved thumb, held up the clouded glass for inspection and set to work polishing it with the cigarette paper, while her fellow passengers looked on with amused interest.

The question to my mind in reading the above is: Did she really use cigarette paper regularly for cleaning her glasses, or had this wise grandson of hers initiated her into the art of using "the makings"?

* * *

The Detroit United Railway is adding to its pay-as-you-enter-and-smoke-when-you-get-off cars. Let's hope some day they'll have vestibules for smokers, same as in Buffalo and other Eastern cities. The writer observed a little incident recently. A stylishly dressed young lady was crowded forward till she arrived immediately alongside a young man, seated, holding 'twixt his fingers a partly smoked, unlit cigar. The tip of mademoiselle's nose ascended perceptibly several degrees and a faint look of disgust clouded her face for the moment as her sensitive nostrils were assaulted by the odor of the cigar. But just at that moment, the owner of the offensive "butt," apparently just awakening to his surroundings said: "Excuse me, madam, it's bad I admit, but I spent my last nickel on it."

* * *

Some time ago, a cigarist in a prominent Western city was racking his brain to get up an idea for a window bulletin. He had already spent a couple of sleepless nights when suddenly he was seized with an emotional spasm. He scribbled off a few lines, as follows, and pasted it up in his store window:

Mary had a little lamb,
You've heard that many a time.
But you never heard of better cigars,
That you can buy for a dime.

A very peculiar incident is related by a New England paper which refers to a local cigar manufacturer in a Connecticut town as having very mysteriously disappeared a short time ago. Rumors of financial difficulty were also rife when several days ago he again returned to his business establishment to learn of the uncouth remarks which had been made concerning his absence. He declares that he was neither insane nor bankrupt, but that he had gone to New York early in the month on a business trip. He became ill while there and was taken to the Manhattan Hospital for treatment and returned to his business establishment as soon as he was able to do so.

He immediately proceeded to make a quiet investigation and ultimately discovered that the false reports had been circulated by a business enemy.

The modern tactics adopted by some business men are certainly puzzling.

* * *

A Baltimore newspaper, not long ago, published a four-verse poem which I believe would be interestingly read by every cigar and tobacco man. It read as follows:

The twilight is misting the office and the click of the typewriters dies,
They've put on their bonnets and scattered and the stars have popped out in the skies.
The streets of the city are rocking with the thunder of homebound feet,
And I am alone by the window with the end of a smoke that is sweet.

There's been headaches and tumult and trouble, but the dusk now velvets the room
With the quiet and beautiful shadows like a rose that has come into bloom;
The desks have been dusted and fastened, and the janitor's noise is afar,
And I am alone by the window with the end of a good cigar.

Ah, the battle's worth fighting, I know it, and the work of the day is all right,
When the dusk brings the dream of the triumph and the streets blossom softly in light;
And a fellow throws off all the burden, takes a cigar and leans back, cocks his feet,
All alone in the glow of the window with the end of a smoke that is sweet.

At the touch of a wizard of wonder the ache and the strife pass away,
And the thoughts of the loved and the loving take the place of the strain of the day;
Then we yearn to begin it all over, and the battle calls out from afar
To our dream in the dusk of the window at the end of a good cigar.

THE ONLOOKER.

THE TOBACCO WORLD

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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EDITORIAL.

Our latest reports from Tampa are of a very optimistic nature, and it appears at this writing as though before many days the big factories in that city will have much of the appearance they had before the big cloud appeared and broke over the cigar industry last summer.

Help Wanted at Tampa.

With 4300 cigarmakers at their old benches working steadily to make up some of the months of wasted time, it is not unreasonable to expect that the output of Tampa cigars for the coming month will prove an unprecedented one for the number of hands employed. But even with the best efforts of those who have gone to work, many hundreds of men are yet needed, and the manufacturers are confronting a serious problem, as to how best to obtain recruits.

All conversant with the conditions in Tampa are fully aware that thousands of cigar makers left the city during the continuance of the strike and found employment in other centers. New York City, Philadelphia, Havana, Cincinnati, Detroit, Key West and other central points of manufacture shelter to-day thousands of cigarmakers who really have their deepest interests in Tampa, and who are looking with longing eyes to the abundance of work, under congenial climate and conditions.

Would it not be a good plan, for the Tampa Board of Trade, which has done so much for the city, to devise some scheme for providing at least transportation for any homesick cigarmakers who wish to come back to Tampa, but who have not the wherewithal for railroad fares? Most of the skilled workmen of the cigar industry are good money makers, and much better spenders, and no doubt hundreds now in distant cities would hail an opportunity of returning to their natural habitat in Tampa, if some means could be devised whereby their fares could be advanced to them, and they could ultimately work it out.

We think that this subject is worthy of serious consideration on the part of both the Board of Trade and The Clear Havana Cigar Manufacturers' Association.

The Light That Failed.

One of the finest old commercial houses in New York died a lingering death last week and the business coroner brought in a verdict of "Death from dry rot."

Ten years since they had model methods, an exclusive trade, which no one could attack, and the highest credit rating which Bradstreet gives, but the disease was in their system at that time.

They positively could not or would not observe what their competitors were doing. and that fact is responsible for the arrival of the sheriff's flag in 1911.

Conditions affecting their business changed rapidly eight years ago, and the heads of the firm were so thoroughly imbued with their own notion of things and the solidity of the business that when the breakers commenced to roll in on them, they had no means whatever for getting to safety.

The stress of business life to-day is producing men who can teach their elders in many cases. No matter how unpalatable this thought is, and the real wise business man is the one who keeps his ear close to the ground, watches out for the young, full blooded competitor; studies his methods, and even adopts them if necessary.

Editorial Pipe Fillers.

¶"Open Shop" talk at Tampa has been shut up forever—let's hope.

¶The New Year brings to the market many new brands of cigars which are pushing for patronage. Like the crowded trolley, the American market can always find room for one more—provided it doesn't outsmell the passengers.

¶A deluge of patent pipes is sweeping the country. How many will see 1912 peeping over the horizon, we are not prepared to say.

¶"Reciprocity" is Mr. Taft's slogan now. Why not register it for a new brand of cigars and popularize it over night?

¶Night riders in Ohio! Sounds very much a la Kentucky, but we would not be surprised to hear of them now that the Society of Tobacco Growers is gaining recruits. How about it Mr. Le Bus?

¶Never heard of a cigarette cutter in a cigar store, but we've heard of such stores cutting cigarettes. Have you?



Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Tobacco Men in New T. P. A. Post.

THROUGH the energy of Asa Lemlein, general manager of the E. H. Gato Cigar Co., in this city, a new post of the Travellers' Protective Association was organized in Harlem several nights ago. It will be known as Post "D" and will headquarter at 226 W. 125th street. The membership is made up largely of men well known in the cigar and tobacco trade.

The following prominent names will be noticed on the roster: B., I. and J. Regensburg, of E. Regensburg & Sons; Asa Lemlein, general manager of the E. H. Gato Cigar Co.; Mark D. Brummer, representative of E. Regensburg & Co.; Harry Erlich and Adolph Meyer, president and treasurer respectively of the Erlich Mfg. Co.; S. P. Coe, cigar department manager of Acker, Merrall & Condit Co.; D. Emil Klein, of E. M. Schwarz & Co.; Jesse G. and S. S. Powell, of P. Pohalski & Co.; Harry Schwartz, representing E. Regensburg & Sons; J. J. Planco, of Ruy Suarez & Co.; Gus Plate, cigar box manufacturer; Sam H. Levine, representing E. H. Gato Cigar Co.; M. A. Levine, representing H. Duys & Co., Sumatra importers; John H. Duys; C. R. Lovell, with E. M. Schwarz & Co.; Samuel Fisher, or Storm, Fisher & Co., cigar manufacturers; W. J. Gould, with the United Cigar Mfrs. Co., and others connected with the trade.

Post "D" is already a vigorous youngster and promises fair to become one of tahe largest and most influential posts in the country.

Castaneda Cigars at Jewelers' Banquet.

AT the tenth annual banquet of the Jewelers' 24-Karat Club of New York City, held January 19, 1911, at the Hotel Astor, the menu contained among other delicacies the "Castaneda Cigars." They were packed two sizes in a box of two cigars, around which was tied a yellow silk ribbon, the colors of the club. The idea, which was devised by Dave Echemendia, was a novel one, and differed from other such occasions inasmuch as the boxes were completely finished in cedar and with labels, a fac-simile of the original Castaneda packings. There were about 650 diners present, representing the jewelers' trade.

Batt Factory Representatives Going Into Action.

A. JACQUES, representing the cigar manufacturing house of Simon Batt & Co., left New York, January 15th, on a seven-weeks' trip to Philadelphia, Baltimore, Washington and the Southern territory.

H. C. Alces also left on January 16th for the West, and on this trip will cover the Northwest and Pacific coast cities, returning to New York in about three months.

Cayey-Caguas Tobacco Co. Doings.

A. C. TOWNSEND, office manager of the Cayey-Caguas Tobacco Co., sailed for Porto Rico on the steamer "Coamo," January 14th.

Mr. Townsend goes to Porto Rico at this time as a vacation, and also to become acquainted with the factory and plantation end of the company's business. It is expected that the already efficient system of filling orders will show a still further improvement as a result of his visit. He will return to the New York office in about three weeks.

Harrison Johnson vice president of the company, and resident manager in Porto Rico, writes they have already begun gathering the new crop of wrappers which promise to be exceptionally fine.

The company has extended its plantations materially this year necessitating a new warehouse which is now being built of concrete. The contract calls for completion before March 1st. This makes four large concrete buildings the company now owns, which, added to their large holdings of land, gives them the most complete outfit of any independent concern on the island.

The year 1910 closed showing the Cayey-Caguas Tobacco Co. at the head of the list of the independents, in point of number of cases received from Porto Rico, and the "Savarona" cigar as is well known stands in a class by itself in point of quality.

F. R. Hoisington, president of the company, expects to sail for Porto Rico some time in February.

Vice President Thompson in New York.

VICE-PRESIDENT THOMAS G. THOMPSON, of the Ruy Lopez y Ca, returned to New York January 18th, after a three weeks' visit at Key West. This is the first opportunity Mr. Thompson has had to inspect the company's new factory at Key West, and he is more than pleased with it.

During a part of his stay Mr. Thompson and Mr. John Wardlow, president of the company, visited Havana, and succeeded in purchasing some very choice lots of tobacco, adding very materially to their present holdings. Their factory is now working a large force and Mr. Thompson found business conditions in the East very gratifying upon his return to the New York office.

The annual meeting of the stockholders of the United Cigar Manufacturers' Co. is being held to-day at the offices of the company in this city. There are to be elected four directors to serve for three years each.

Surgeon's Knife Saved a Life.

JOHN F. MILLER, Jr., of the firm of J. Tarantous & Co., cigar manufacturers at 213 Pear street, New York, has survived a very serious illness, and is now so much improved as to be able to return to his office.

On the twenty-ninth of November Mr. Miller, accompanied by a friend, left his office and on the way home he suddenly collapsed. He was taken to the Gouverneur Hospital and immediately placed upon the operating table. Upon examination it was found he was suffering from a perforated gastric ulcer, which had broken through the walls of the stomach, necessitating a very serious operation. It is stated that this is the first case of its kind where a successful operation has been performed.

On January 3rd Mr. Miller was convalescing so well, he was removed to his home. While he has now returned to his office and is rapidly regaining his strength, it will no doubt be some time before he will be his former self.

Duys Leaves for Europe Next Week.

JOHN H. DUYS, of H. Duys & Co., sails February 4th on the North German Lloyd steamship "Koenig Albert" for Italy. Mr. Duys will be accompanied by his wife and the schedule is for a vacation in Southern Europe before going to Amsterdam, where Mr. Duys will attend the March Inscriptions.

Reports from the company's Amsterdam office are that the new crop of Sumatra tobacco will be far superior to that of the 1909 crop, but at the same time conditions point to very high prices for the better grades.

Julius Lichtenstein, secretary and treasurer of the American Sumatra Tobacco Company, left New York on January 22nd to visit the trade in Chicago and some of the Western cities.

Reports from the New York office indicate a very successful trip. The general business of the company has been very good, particularly during January and indications are for a big year in the Florida tobacco trade.

Benito Rovira Visiting Cuba.

BENITO ROVIRA, of Benito Rovira Company, left for Havana, January 21st, via the Sea Board Air Line and steamer from Knight's Keys. Mr. Rovira expepts to remain in Cuba about three weeks, looking over the tobacco market and making purchases to replenish his stock. Business conditions with this house have been exceptionally prosperous for a number of months. Their volume of orders has kept the factory running at full capacity and overtime, and many more cigar makers would have been taken on, had they been available. Their trade is opening up well with the new year and indications point for a prosperous year.

H. Anton Bock to Visit Havana.

H. ANTON BOCK, of H. Anton Bock & Co. of "Don Antonio" fame, sailed January 28th for Havana on the Ward Line steamer Saratoga. Mr. Bock goes to Havana at this time to keep in touch with the tobacco situation and to look over his holdings of tobacco in Cuba. He expects to return to New York about February 10th.

All of the company's salesmen have left for their respective territories and their orders are now coming in very satisfactorily. The factory is very busy for this time of the year and the past month's orders show a big increase over January, 1910.



EXHIBIT OF MODERN WINDOW TRIMMING.

WINDOW display of L. J. Levin, 143 Washington street, Brooklyn, N. Y., showing the style of window dressing work being done by the United Window Display Co., of 355½ Bowery, New York. A mention of this company was made in previous issues of The Tobacco World, and the success they have attained is demonstrated by the number of patrons they are now serving in Greater New York and elsewhere, whose business they have increased very materially by their attractive and up-to-date methods. Their system includes designing and the making of special displays. They employ a staff of artists and are well equipped in all details.

They are using the large cut-out sign display at present in preference to others, as it affords a considerable amount of saving of goods, which were formerly spoiled by being exposed to the sun in the windows.

Estimates will be gladly furnished by the company to interested cigar dealers in any part of the country.

Levy Promoting "Sanato" and "Humboldt" Cigars.

EUUGENE LEVY, of S. Levy & Co., left New York January 20th, on a two weeks' trip in the West. He went directly to Indianapolis, and will visit his trade in the principal cities throughout the Middle West section.

The "Sanato" cigar their nickel proposition which was recently placed on the market, has met with a very pronounced success. This cigar has a sanitary mouthpiece, which in addition to its quality as a five-cent cigar has made it a very popular seller among the trade which is evidenced by the re-orders it has brought. The "Humboldt," however, is the leading brand of the house, and has been well known to the trade for a number of years.

Jacobs Success on Por Larranaga Cigars.

THAT D. Jacobs is meeting with fine success in the further exploitation of the "Por Larranaga" cigars, in New York City and elsewhere is fully verified by the fact that an extensive sale of this line is now going on at the famous "Churchill" restaurant, which is carrying a stock of the finer sizes in large quantities.

On February 1st, 1911, J. Tarantous, of J. Tarantous & Co., cigar manufacturers of 213 Pearl street, New York, relinquishes his connection with the company. The company was composed of J. Tarantous and John F. Miller. Mr. Miller assumes entire control and will continue the business as heretofore. The leading brand of the house is the "Mi Valor," a clear Havana, made in twenty-eight sizes.

PHILADELPHIA.



Julius Eisenbrand Enters Cigar Trade.

AFTER a few months active work in the leaf tobacco trade Julius Eisenbrand, son of L. R. Eisenbrand the well-known representative of Cullman Bros., leaf tobacco packers, of New York City, has chosen cigar manufacturing as his definite vocation and may consider himself fortunate in being able to enter into the active service with Sig. C. Mayer & Co., of this city, than which he could probably not have found a better school not more competent tutors. Young Eisenbrand is determined to learn the business thoroughly and is starting in with a vim which is characteristic of the Eisenbrands. He begins his duties in the basement of their establishment of this city and will endeavor to work himself up to the top floor, fully mastering the difficulties of each floor as he goes along. It is only reasonable to predict that when he completes his training with Sig. C. Mayer & Co. he will be a thorough master of the art.

Changes in "United Stores".

QUITE a few and important changes have been recently noticed in locations of United Cigar Store Company Stores. The 52nd and Market streets store will be soon discontinued entirely because the landlord of the premises is taking possession for his own use. Several prominent down-town Market street corner stores, it is stated are also to be discontinued, but there are also instances of new stores being opened. At Second and Chestnut streets an old landmark is about passing into new hands. E. N. Moore had for many years conducted a retail store there but has now vacated and extensive alterations are in progress before its re-opening by the "United."

Another Tobacco Show Projected.

SOME Philadelphia cigar manufacturers recently received a perliminary announcement and floor plans of another tobacco show which is now in process of promotion and to be held at Horticultural Hall, Philadelphia, for a week during the month of April. Further announcements are to be made later on.

Fire in Down-town Cigar Store.

A FIRE damage of about $1000.00 was inflicted last week, upon the stock of H. Gordon, a cigar dealer of 1827 South Sixth street. The origin of the damage is attributed to rats having gotten at some matches which were carried in stock in considerable quantities.

Brown Bros. & Co. Now Launched.

DURING last week a new cigar firm which will be known as Brown Bros. & Co. and consisting of Samuel J. and Frederick E. Brown established themselves in business at 224 Arch street. Since taking their headquarters, both of these young men have been extremely busy in definitely forming their working plans and have held a number of important conferences. They are hoping to be in full operation in a very short time and to be in position to offer the trade a fine line of goods.

Graboskys' Retun from Cuba.

ON Wednesday last, Samuel and B. L. Grabosky returned from Havana, Cuba, and although they made but a short stay on the Island they succeeded in securing some very choice holdings of fine leaf tobacco, a portion of which at least is to be used in a new cigar manufacturing enterprise in which B. L. Grabosky will be personally interested.

The plans of the new cigar firm are not yet fully matured but an anouncement is to be made at an early date.

Intermediate Local Factory Has Trouble.

ROSENFELD BROS., cigar manufacturers at 17 South Fourth street have been overtaken by a financial difficulty, their principal creditors being Philadelphia leaf houses. An offer of settlement of 40 cents on the dollar is reported to have been made on deferred payments to be secured by endorsed notes. Just what action the creditors will take is not yet definitely known.

Arch Street Dealer Vacates Abruptly.

WITHOUT much regard for creditors M. Kivatinos, who has for several years conducted a cigar manufacturing establishment and retail store at Sixth and Arch streets, unceremoniously sold out all his stock, etc., at auction, removed his fixtures and closed the establishment, leaving his creditors in the air.

Samuel Bayuk, of Bayuk Bros., left last week upon a short visit to Havana, Cuba., where he hopes to lay in a goodly supply of fine Havana tobacco.

Adolph Loeb, of K. Straus & Co., last week returned from a trip to Havana, Cuba, and we are informed that he secured considerable quantities of both "Remedios" and "Vueltas."

KEY WEST KLIPS

Key West Budget.

Aviation Flights Hinder Manufacturing.

KEY WEST, FLA., Jan. 26, 1910.

THE main topic of conversation in cigar circles here is the settling of the Tampa strike, news of which reached here yesterday. There are many men in Key West who have worked in Tampa and they are naturally very much interested in the outcome. It is not expected that the settling of the strike will have any material effect on the men in Key West, as there is plenty of work here for all who wish it, and the relations between the manufacturer and employee are decidedly pleasant. There are a few men, possibly, who have obtained work here since the strike who will return to Tampa, but their number is so small that their exodus will not be noticed.

The factories are lining up for the 1911 trade, and already some of the shops have increased their forces in order to keep up with the increase of orders.

R. Fernandez, of the R. Fernandez Havana Cigar Co., is in St. Louis and is sending in a good supply of orders.

Chas. Wolf, of S. Wolf's Sons, will leave on Saturday for an extended trip through the South.

The Havana-American Company is working with a full force of men, and they are all busy.

John Rain, Jr., of Tobacco Leaf, was in the city for a few days last week and called upon the manufacturers.

The Cortez Cigar Company reports an increased demand for their new shape, the Exposition 1915.

The Martinez-Havana Company has just received a good shipment of boxes and have been able to catch up fairly well with their orders. They increased their force about 30 per cent. last week.

The Ruy Lopez Ca. have just completed laying a concrete floor in one of the wings of the new factory. They now have room for 1000 cigarmakers. President Wardlow stated that he hoped by this means to take care of the holiday rush next year.

The wedding of Miss Genevieve Allen and Dr. Wm. R. Warren, which occurred on the 13th inst., was one of the most brilliant society events of the season. Miss Allen is the daughter of Hon. Geo. W. Allen, collector of customs of the port of Key West, and is a handsome and popular young lady.

The E. H. Gato Cigar Co. continues busy and is working with a large force of men. Second Vice-president E. H. Gato, Jr., will return home on Saturday after a few days' visit to Cuba. President E. H. Gato will probably arrive here in a week to further discuss the plans for the magnificent new factory building, which he will build shortly.

Before leaving for Havana Mr. Gato, Sr., said: "Do not feel the least bit uneasy about the factory, as in a few weeks I will be back from Havana with completed plans for a steel frame, reinforced concrete building, of which Key West will be proud."

He contemplates that by June or July that active operations will begin. It is his intention, and I am sure that this cigar factory will be second to none in the whole world. It is his purpose to build a factory that will perpetuate his name and that of his sons and their sons' sons in the time to come.

Manager A. W. Arnold, of the Ferdinand Hirsch Co., will leave here shortly for Havana, where he will meet President J. M. Batterton, and they together will look after the tobacco situation in the Island and probably purchase some stock.

M. Lopez, of the Fernandez, Lopez Ca., arrived in Key West from San Francisco a few days ago, and later went to Havana to purchase tobacco, in company with R. Fernandez, of the firm.

The Alonzo Rejas Ca. has plenty of orders on file, and President Clem Knowles looks forward to a good business for the year.

N. B. RHOADS.

"44" Cigar Co. Wins Victory.

Secures Restraining Order on Bill in Equity.

THE "44" Cigar Co., of Philadelphia, some days ago won a victory in an equity proceeding brought against Emanuel Cohen, of Ephrata, Pa., claiming an infringement upon their "44" brand of cigars, and said to have been imitated by the defendant in marketing a product under the trade-mark of "Four & Four."

The case came up in the Common Pleas Courts of Lancaster, over which Judge Charles I. Landis was presiding, and granted a preliminary injunction to be continued until the final hearing of the case. The Court has also handed down its opinion, which is given in the following "findings of fact" and "decision of the Court":

Findings of Fact.

Benjamin Lipschutz began the manufacture and sale of cigars about 1894. His place of business was 44 N. Twelfth street, in the City of Philadelphia. Because of this, he made and advertised a cigar which he called the "44" cigar. At that time there was no other cigar called by that name on the market. In 1905 he transferred his business to the 44 Cigar Company, a corporation duly incorporated under the laws of this State. All the rights which heretofore had pertained to Lipschutz in this brand were then transferred to this company. It has a manufactory at the northwest corner of Eleventh and Wharton streets, in the City of Philadelphia, and has continued to have its office and salesroom at 44 N. Twelfth street. The company, as the successor of Benjamin Lipschutz, has continued to make and sell the "44" cigar, and was engaged in doing so up to the time when this proceeding was instituted. Benjamin Lipschutz is the president of the company. The various labels and bands which are involved in this dispute have been, for a considerable time, in use by Mr. Lipschutz and the 44 Cigar Company. The label of this cigar consists of a red school across the inside of the box lid, with the words "Lipschutz's '44' Cigar" in gold upon it. At the top of the lefthand side is the picture of Mr. Lipschutz and at the bottom of the righthand side the initials "B. L." in gilt monogram. Each cigar has around it a brown paper band, widening in front, with the words "44 Blunt," and on each side the initials "B. L."

Emanuel Cohen is a manufacturer and wholesale dealer in cigars, located in the Borough of Ephrata, this county. He does business under the name of the Globe Cigar Company. About three or four months ago he began to sell the cigar which is the subject of this controversy. He calls his cigar the "4 & 4" cigar. He has a brown label on the inside of his box lid, and on it in gilt letters the following: "The 4 & 4 Cigar." There is a picture on the upper lefthand corner, which the defendant says is that of Philip Swartz, of Old Forge, Pennsylvania. There is no similarity between the labels of the plaintiff and the defendant on the box lids. Any one using his eyes can easily distinguish between them. But the band used by Cohen around his cigar is also a brown band. It has "4 & 4 Best" on it. The "&" is very small, and the figures being large, it is easy for the casual observer to mistake them for "44." The letters "P. S.," which the defendant says mean Philip Swartz, are on each side of the widened portion of the band, the same as the letters "B. L." are on the band of the plaintiff. The bands are made in identically the same way. There is a considerable similarity between the two bands. Cohen admits that he saw advertisements of the "44" cigar, though he disclaims having seen the label and band. He says that Philip Swartz was a customer of his, doing business at Old Forge, Pennsylvania, under the name of Philip Swartz & Company; that Swartz got him to register two brands, namely, "4 & 5" and "4 & 4;" that he told Swartz that he could not register and go to the expense of printing labels for him alone, but that he would sell the brands to his other jobbers, not touching, however, his (Swartz's) territory; and then he took his samples, showed it to his jobbers, and sold the cigars, after he had made those labels and bands.

Decision of the Court.

And now, January 14, 1911, it is ordered and decreed that a preliminary injunction issue in this case, enjoining the defendant frome selling or offering or exposing for sale any cigars bearing the brand "4 & 4 Best," and this preliminary injunction be continued until the final hearing of the case.

CHAS. I. LANDIS, *P. J.*

all that's new with JOBBERS and DISTRIBUTORS

Progress with Logansport, Ind,. Jobbing House.

AFTER a successful retail business of more than five years standing, O. H. Porter, at 326 Market street, Longansport, Ind., some months ago conceived the idea of greater possibilities in the jobbing and wholesale trade and he began operations in a modest way. Satisfactory results followed the enterprise so quickly that he is now enlarging his field of operation and recently leased the second floor above his retail store and is now engaging in the wholesale business in real earnest. He has already put on a salesman in soliciting outside trade and good prospects for a big year's business are before him.

The jobbing department has proven a valuable adjunct to the retail department because it enables him at all times to carry a good stock of smokers' supplies from which he can draw for his retail department. A big humidor has been installed, with a capacity for storing thousands of cigars and to keep them in first-class condition. It is already one of the most popular places in Longansport.

The Jobbing Business in Toledo.

TOLEDO cigar jobbing houses are complaining of their inability to get goods from the East, and allege that for this reason trade conditions during January were the quietest in years.

Walding, Kinnan & Marvin Co. report a growing business on the new "Bachelor" cigar, from the factory of T. J. Dunn & Co., of New York; and the "Pastora" brand, of G. J. Johnson & Co., of Grand Rapids, Mich.

G. G. Sinclair, of the cigar department of the Church & McConnell Co., recently visited the H. Fendrich factory headquarters at Evansville, Ind., and was assured that shipments on their "Charles Denby" and other brands would begin by February 1st.

New Jobbing House at Sterling, Ill.

THE Sterling Wholesale Tobacco Company, at Sterling, Ill., has filed articles of incorporation with a capital of $10,000, and is expecting to be ready to do business on February 1st. This is a new corporation which is beginning business at a good point in the State of Illinois and should develop a good trade.

The firm consists of W. P. Conlon and Wm. Rourke, as principals. Mr. Conlon will be the resident manager of the company and Mr. Rourke will act as traveling representative.

Seattle Houses Expecting More Tampa Goods.

RECENT advices are to the effect that Seattle cigar houses have every prospect of the early resumption of full activities at Tampa, and that they will soon again be in position to supply the trade fully.

C. W. Schuech, manager of the cigar department of Schwabacher Bros. & Co., has received assurances from Jose Lovera Co., of Tampa, that they will soon be in a position to materially increase their shipments of Lovera cigars to Seattle.

New Cigar Emporium at Binghamton, N. Y.

UNDER very favorable auspices, a new cigar store was recently opened at 113 Chenango street, Binghamton, N. Y., by C. W. Boss, who for many years has been a familiar figure behind the cigar counter in that city.

It is Mr. Boss' intention to carry a stock of high-class imported cigars, cigarettes and tobaccos, as well as pipes and smokers' articles. He has a very good location, central and near the depots, and is fortified by an extensive acquaintance.

Distributing "Betsy Ross" Cigars at Chicago.

ARRANGEMENTS were recently consummated by A. S. Valentine & Son, of Philadelphia, with Morrison, Plummer & Co., of Chicago, whereby the latter has taken up the distributing agency for the "Betsy Ross" five-cent cigar, and it is proposed to make it their nickel leader. This house also distributes the "La Bona" and the "Pathfinder" ten and five cent goods respectively, from the factory of W. K. Gresh & Sons, of Norristown, Pa.

"El Wadora" Cigars in Chicago.

THE "El Wadora" cigar, from the factory of Sig C. Mayer & Co., of Phila., is now being strongly featured as a special nickel leader by Franklin McVeagh & Co. An extensive campaign has been planned for the thorough exploitation of these goods in the "Windy City," and L. J. McKinnon, manager of the cigar department, is said to be personally very much interested in the success of the "Wadora" brand.

Large Sales of "Bingo" Cigars in Northwest.

OUT of an order for 100,000 "Bingo" cigars, recently placed with the American & West Indies Sales Co., manufacturers and importers of Porto Rican cigars, the Hochfeld Bros. Cigar Co., of Portland, Ore., recently received the first consignment of 20,000. These goods are just being introduced at Portland, and considerable missionary work is to be done upon them by the A. W. & I. S. Co., representatives.

Featuring "San Felice" Cigars in Los Angeles.

THE Haas, Baruch & Co., wholesale cigarists at Los Angeles, Cal., have installed numerous window displays about that town in promoting sales of the well-known "San Felice" cigars, made by the Deisel-Wemmer Co., of Lima, O. Automobiles are now being used by the sales force of this well-known distributing house in order that they may cover a larger territory in a shorter time.

Quite a good business is being done by the Mooney-Mueller Drug Co., of Indianapolis, on the "Bella Mundo" five-cent cigar, made by the Neumann & Mayer Co., of Philadelphia. Leo W. Mayer was a recent visitor in Indianapolis.

Detroit Trade Ascertained Profits.

Important Local Changes---Interesting Items of Trade News.

DETROIT, Jan. 26, 1911.

RECENT days have been somewhat languid for the leaf trade. Manufacturers have not fully squared away for their 1911 course. With inventories completed, some complaints are heard here and there about minimized profits, due to unprofitable tobacco, or high price of desirable leaf, exorbitant freight rates and kindred trials and tribulations to which the average manufacturer and distributor is a victim. In a broad sense though the Detroit trade has, with but few exceptions, no license to kick about last year's business, and there is nothing on the surface to indicate that 1911 will be any less favorable than 1910 was.

After forty-three years of continuous occupation Messrs. Jno. J. Bagley & Co. have forsaken their factory and offices at Woodbridge and Bates streets. The removal to their magnificent new plant was completed on the 21st inst., but some days will be required to make their new surroundings and equipment familiar to them. Readers of TOBACCO WORLD will be interested in a detailed description of this up-to-date factory, which I hope to provide them in your next issue.

H. C. Penny, of Scotten Tobacco Co., reports a satisfactory condition at their plant and a very favorable outlook for the future.

The annual meeting of stockholders of The Globe Tobacco Co. is set for February 6th. "Hand Made" and other brands of this company are in great favor with the working classes, particularly with organized labor, to which field the Globe management has always catered strongly.

Wolf Pipe Co., a comparatively young enterprise, is located in University Building, No. 11 Wilcox street. Mr. Wolf has had many years' experience as a salesman in this line. About one year ago he and his son removed here from Chicago, believing Detroit an excellent distributing point for their line. They are importers and jobbers of pipes and find their territory mainly in Michigan, but enter other States as well.

Among broadleaf goods seen at Hotel Metropole and other stands about the city is "El Davo," made by Davis Cigar Co., No. 185 Grandy avenue. Bert Johnson, of the Metropole, commented on the cigar most favorably. The maker, A. E. Davis, was, until a year or so ago, connected with the Superia Cigar Co. from its inception, prior to which time he had been superintendent of the packing department of Banner Cigar Co.

Abe Davis, of Flint, Mich., has just returned from a visit to his recently widowed mother at Montreal, Quebec. More or less confusion has been occasioned by the similarity of his name to that of Abe E. Davis, of the Davis Cigar Co. The report in last issue that he had opened a factory at No. 46 Reed Place, this city, is incorrect and was partly due to reason aforesaid. However, it is now learned that Mr. Davis has secured a location at corner Chene and Illinois streets, and will remove from Flint at an early date.

Mr. Haim, local missionary for Schinasi Bros., has been doing some earnest work about town and out in the State. Cigarette people have been quite active here. The Nestor people are introducing "Royal Nestor," a fifteen-cent package, and, as part of their campaign, are making a canvass from door to door distributing samples of the new size.

The Ferd. Kuhn cigar stand, No. 18 Michigan avenue, has been sold to Geo. Sharpe, who takes possession this week.

Many friends in the trade will learn with sorrow of the death of Mr. Abe I. Wolf, of this city, who though not directly connected with the tobacco line had many close acquaintances in the tobacco trade. Mr. Abe Wolf, of the Baer, Wolf Cigar Co., of Cleveland, a nephew of the deceased, was here to attend the funeral services.

Death also claimed Alex. Runstadler, cigar manufacturer, No. 516 Chene street, whose sickness was noted recently. The business will be discontinued by the widow.

Hannah Solomon, widow of the late Isidore Solomon, whose burial was noted in my last letter, is united in death with her aged spouse. Just two weeks to the day from his passing she breathed her last.

Red's in town. Who's "Red"? Ask any of the boys behind the counter. His other name is Jake Stark. "Red" blew in last night from Chicago, where he had been selling kidney plasters for a few weeks to fill in the dull season. The boys gave him a cordial welcome. They knew that pills and plasters couldn't separate him long from his old love, window trimming and the retail cigar trade.

THE TOBACCO WORLD is being read in Detroit. Watch for the next number.

S. F. HEAVENRICH.

Missouri Leads in Manufacture of Chewing Tobacco.

Output of 74,280,690 Pounds Beats North Carolina by 15,000,000 Pounds.

IN annual output of chewing tobacco Missouri leads the world. It has no close competitor.

This is the assertion made in the 1910 Red Book of the Bureau of Labor Statistics in a chapter devoted to the tobacco and liquor industries of Missouri. Then Labor Commissioner J. C. A. Hiller, with facts and figures, proceeds to prove that his declaration is correct. Quoting copiously from the article in question, the information made public on the tobacco industry reads:

"In 1909 the tobacco factories of Missouri turned out 59,149,215 pounds of plug tobacco, which amount is 15,000,000 pounds more than the quantity North Carolina, which State ranks second, produced in the same period. In these figures, or this assertion, smoking and other forms of tobacco are not included.

"In 1908 the output of manufactured plug tobacco of Missouri amounted to 57,343,476 pounds. The gain, therefore, in one year, is 1,805,739 pounds.

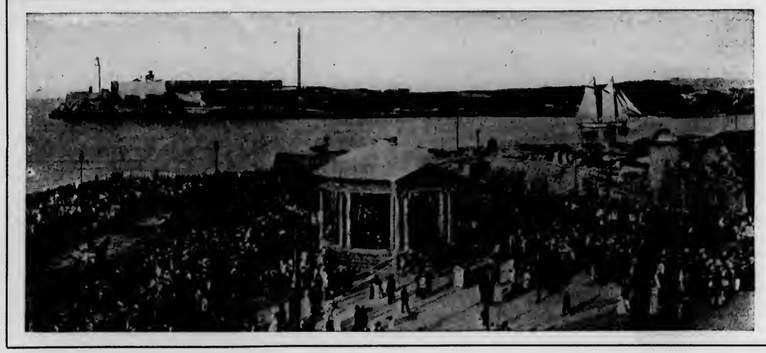
"With twist and other forms of the chewing variety, snuff and smoking tobacco added, the production of Missouri for 1909 amounted to 74,754,412 pounds, as compared with 72,788,517 pounds for 1908, a gain of 1,965,895 pounds in one year.

"In 1909 the tobacco manufacturers of Missouri paid into the United States treasury $4,456,841 as revenue taxes on the output of 74,610,452 pounds of plug, twists, smoking tobacco and snuff."

TOBACCO STATISTICS, 1909-10.

After some careful researches and correspondence with the Federal Department of Internal Revenue, Supervising Statistician A. T. Edmonston has compiled the following table on Missouri's production of plug, twist and smoking tobacco and snuff of 1909, for use in the 1910 Red Book:

Pounds of plug tobacco manufactured	59,149,215
Pounds of twist, etc., tobacco manufactured	8,405,457
Pounds of smoking tobacco manufactured	7,193,260
Pounds of snuff tobacco manufactured	6,480
Total pounds of tobacco manufactured	74,754,412
Value of revenue stamps used, 1909	$4,456,841
Value of revenue stamps used, 1908	$4,457,451
Number of pounds tobacco on hand Jan. 1, 1909	1,856,040
Number of pounds manufactured 1909	74,754,412
Balance on hand Jan. 2, 1910	2,121,956
Exported in bond in 1909	207,806
Total productions Jan. 2, 1910, pounds	2,329,762
Total tax paid in 1909, pounds	74,280,690



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, January 23, 1911.

IT is all a speculation, as far as the new crop is concerned, even if the weather has been more favorable; and if it should continue in the same manner for the next three months to come, we ought to see a big Remedios crop, a satisfying Partido and Semi Vuelta growth, while in quantity the Vuelta Abajo tobacco this year is bound to show a shortage in the number of bales at all events, because not enough seedlings have been transplanted. The latter are now dirt cheap, ranging in prices from 30 to 50 cents per thousand, but it is risky to try to raise a crop as late as this in the season, because it would be the end of March before the tobacco could be cut and there might be no chance for the leaves to dry off before the rainy season commences. Only in case the latter should be delayed until the end of May, would the Vegueros have an opportunity to be recompensed for his labor and trouble. Of course, there are always some people who will make a trial in transplanting and for the sake of the manufacturers here, as well as in the North, it would be a blessing if the atmospheric conditions should be propitious. As an illustration, what our Government has done for the poor farmers in the Vuelta Abajo, it will be remembered that not quite two million seedlings were distributed free of cost, and while this may sound big to the inexperienced reader, it will lose its value if the above quantity can only realize 500 bales. One planter, near Viñales, has set out 14,000,000 plants upon his two Vegas, and which ought to give him 3500 bales, as a safe calculation. For an ordinary average crop one billion seedlings are required to give 250,000 bales of Vuelta Abajo tobacco, therefore the generosity of our Government consisted in giving one-fifth of 1 per cent. to the poor Vegueros.

Our leaf market has been quite active, as we have had some big buyers from the United States, and while Remedios tobacco has attracted principally the attention, there have been some fair-sized transactions in Vuelto Abajo clean fillers, as well as Colas for export and for consumption by our local cigarette manufacturers. If the present activity should continue the stocks of Remedios will disappear from first hands during the next two months, while it is not likely that last year's Vuelta Abajo crop will be all sold. However, the latter growth will be needed for mixing purposes with the coming new tobacco, so the outlook for the present holders is certainly a good one. Six hundred bales first Capaduras, of a packing of Santa Clara from the year 1909, were sold at $60 per quintal to two Philadelphia cigar manufacturers.

Sales for the fortnight (which include the reports for 3 weeks) total 20,684, and which represent Vuelta Abajo 5216, Partido 747 and Remedios 14,721 bales.

Buyers were: American dealers and manufacturers, 16,084; exporters for Europe, 2051 (of which the Spanish Regie will receive 1133), for Buenos Ayres and Montevideo 275, and our local cigar and cigarette manufacturers 2274 bales.

The following figures represent the business done in our market during the year 1910:

Stocks in first hands, January 1, 1910, about	100,000	
Receipts from country, January 1 to December 31, 1910	348,595	
Receipts by carts from country, January 1 to December 31, 1910, about	25,000	473,595
Less sales reported in our market, January 1 to December 31	212,952	
Less sales in the country direct to local and American manufacturers, as well as dealers, who do not sell here	170,643	383,595
Stocks in first hands, January 1, 1911		90,000

1910 CROP OF LEAF TOBACCO FOR THE WHOLE OF THE ISLAND OF CUBA.

	Vuelta Abajo. Bales.	Semi Vuelta. Bales.	Partido. Bales.	Remedios. Bales.	Mayari. Bales.	Total. Bales.
	195,246	22,229	27,997	95,579	7,544	348,595
			25,000			25,000
By carts to arrive yet about	24,754	2,771	503	4,421	2,456	34,905
	220,000	25,000	53,500	100,000	10,000	408,500
Less 1909 crop received to April April 1, 1910	17,810	192	582	2,724	798	22,106
	202,190	24,808	52,918	97,276	9,202	386,394
Estimated shipped from outports				3,606	2,000	5,606
	202,190	24,808	52,918	100,882	11,202	392,000

STATEMENT OF SIX CROPS OF THE ISLAND OF CUBA IN 1000 BALE LOTS, ROUND NUMBERS.

	1905.	1906.	1907.	1908.	1909.	1910.
Vuelta Abajo	265	138	275	222	231	202
Semi Vuelta	25	13	26	25	29	25
Partido	58	42	60	54	67	53
Remedios	120	92	130	193	175	101
Mayari	15	9	21	26	15	11
	483	294	512	520	517	392

The above figures had to be estimated in several particulars, as we have no exact Government statistics, but for all commercial purposes they will answer the needs for which they are published.

Exports of leaf tobacco from the port of Havana were from January 2nd to January 14th, 1911:

To all Ports of the United States	8,245 bales
" " " " Europe	629 "
" Buenos Aires and Montevideo	267 "
Total	9,141 bales

PRINCIPAL BUYERS WHO COME AND GO.

ARRIVALS.

Francisco Fleitas, of S. & F. Fleitas, Key West.
Luis Martinez, of Luis Martinez Havana Co., Key West.
John Wardlow, of Ruy Lopez Co., Key West.
E. H. Gato, of E. H. Gato Cigar Co., Key West.
M. Lopez, of Fernandez Lopez & Co., Key West.
Ramon Fernandez, of Fernandez Lopez & Co., Tampa.
Manuel Garcia, of Perfecto Garcia & Co., Tampa.
José M. Fernandez, of R. Fernandez Havana Cigar Co., Tampa.
Max Herzog, of Max Herzog, New York.
M. Fleischman, of S. Rossin & Sons, New York.
Sol. Hamburger, of Hamburger Bros. & Co., New York.
Richard Sichel, of B. Rosenbluth, New York.
E. P. Cordero, of Mi Hogar Factory, New York.
Charles D. Horton, of Charles D. Horton, New York.
Harry Slavinsky, of Havana Importing Co., Chicago.
C. H. Kline, of C. H. Kline & Co., Chicago.
Harry Cohn, of Cohn Bros., Chicago.
J. Kraus, of J. Kraus & Co., Chicago.
Frank Dominguez, of E. A. Calves & Co., Philadelphia.
Adolph Loeb, of Karl Straus & Co., Philadelphia.
Sam Grabosky, of Empire Leaf Tobacco Co., Philadelphia.
Benjamin L. Grabosky, of Empire Leaf Tobacco Co., Philadelphia.
John L. Kolb, President, of Theobald & Oppenheimer Co., Phila.
C. L. Egerton, of Egerton & Joel, Boston.
M. Abrams, of Santa Clara Cigar Co., Brunswick, Ga.
H. B. Hyman, of S. Hyman, Limited, Montreal.
S. Levy, of Enterprise Cigar Co., Trenton, N. J.
William H. Yocum, of Yocum Bros., Reading, Pa.

DEPARTURES.

S. Ruppin, for New York.
A. L. Ullnick, for New York.
Morris Winter, for Tampa.
M. Fleischman, for New York.
Frank Dominguez, for Philadelphia.
Francisco Fleitas, for Key West.
John Wardlow, for Key West.
August Kuttnauer, for Chicago.
Harry Cohn, for Chicago.
Harry Slavinsky, for Chicago.
Charles H. Kline, for Chicago.
Adolph Loeb, for Philadelphia.
F. Manuel Garcia, for Tampa.
J. Thompson, for Key West.

Business is still dull in the majority of our factories, although it is stated upon good authority that Great Britain has commenced to increase her calls for our cigars, and the demand from the United States ought to increase soon to normal proportions. According to one report France is curtailing her shipments of cigars from here, and which would not be surprising, as the heavy increase in the duties naturally must exercise a depressing influence upon our exports. While Germany is slowly commencing to order again, the demand is, however, far from what it ought to be at this season of the year. There is talk again about the treaty with Spain, and it has now leaked out, that the latter government is to blame that the same has not been concluded yet. It seems, however, that while the syndicate which has leased the tobacco industry from the government has not been ready to reduce the duty correspondingly and make more acceptable terms to our manufacturers, the exporters of Spanish products to Cuba have taken the alarm, that we might impose a higher duty on all Spanish importations and that they are now anxious for their government to meet our just demands without any further delay, as otherwise they fear they would lose the Cuban market.

The exports during the second half of December, 1910, show a further decrease again of 1,156,444 cigars, and the comparison between 1909 and 1910, as per official Custom House returns, is as follows, viz.:

From December 16—December 31, 1909	8,488,019 cigars
" " " " 1910	7,331,575 "
Decrease in 1910	1,156,444 cigars

The figures for the whole year are thus:

From January 1 to December 31, 1909	181,294,502 cigars
" " " 31, 1910	171,428,724 "
Decrease in 1910	9,865,778 cigars

Romeo y Julieta is still working with full forces. Don Pepin Rodriguez is expected here this week from New York.

La Escepcion & Hoyo de Monterey has no complaints to make, as it has steady orders nearly the whole year.

Henry Clay and Bock & Co. continue to make heavy shipments to England, the United States and Germany.

H. Upmann & Co. has the same good orders as always at this season of the year.

Sol is doing better than last year and well supplied with good orders.

Por Larrañaga is fully occupied in executing the calls from the different consuming countries.

La Diligencia reports a normal demand from the United States and better calls from England and Germany.

El Credito does a splendid business all over the Island, but states frankly enough that the American customers are rather backward in ordering just now.

Castañeda is satisfied that business will improve shortly, as it has plenty assurances from its customer that the cigars made by this factory are as good as any produced in the City of Havana.

Partagas is doing well at this season and ahead of last year.

BUYING, SELLING AND OTHER NOTES OF INTEREST.

Sob. de A. Gonzalez have sold 5961 bales of all kinds of tobacco since January 1st, and of which 1133 bales were shipped to the Spanish Regie on January 20th, per steamship Alfonso XIII.

S. Ruppin is reported to have acquired close on to 2000 bales of Remedios, Vuelta Abajo and Partido tobacco during his last trip to our Island.

Suarez Hnos were sellers of 2000 bales of Remedios this year.

John L. Kolb, of Theobald & Oppenheimer Co., shall have purchased according to reliable reports 2000 bales of Remedios leaf.

Muñis Hnos & Co. disposed of 1100 bales of Remedios and Vuelta Abajo.

Morris Fleischman was a buyer of 2000, or as some report, 2500 bales of Remedios for S. Rossin & Sons, New York.

Herrera, Calmet & Co. turned over 1000 bales of their Remedios packings and Vegas to their different customers.

Frank Dominguez, of E. A. Calves & Co., purchased close on to 1000 bales of old and new Remedios, 1st and 2nd Capaduras.

José C. Puente closed out 1000 bales of Remedios and Partido since January 1st, but he has still something to spare for the late comers.

August C. Kuttnauer, who left here eight days ago, was well satisfied with his purchases, which amounted to about 800 bales in all of choice Vegas.

Rz Bautista & Co. sold 938 bales of Remedios and Vuelta Abajo during the past three weeks.

Harry Slavinsky was a buyer of 500 bales of a high quality tobacco.

José F. Rocha was a seller of 557 bales of Vuelta Abajo.

Harry Conn selected some 500 bales of choice Vuelta Abajo and Partido for his Chicago factory.

A. M. Calzada & Co. sold 475 bales of Remedios, Vuelta Abajo and some Partido to his various customers since the first of this year.

C. L. Egerton is stated to have bought already 1000 bales of Remedios, 1st and 2nd Capaduras since his arrival here.

José Menendez disposed of 300 bales of Remedios and Vuelta Abajo.

Adolph Loeb purchased some 500 bales of Remedios.

B. Diaz & Co. closed out 250 bales of Vuelta Abajo and Partido to their customers.

Other buyers were Sam and Ben Grabosky, I. Bernheim & Sons, Sylvester & Stern, H. Upmann & Co., Sol Hamburger and J. F. Berndes & Co.

RECEIPTS OF TOBACCO FROM THE COUNTRY.

From January 1, to January 21, 1911.

5,168	bales of	Vuelta Abajo
673	" "	Semi Vuelta
391	" "	Partido
2,880	" "	Remedios
224	" "	Mayari
9,336	bales	

ORETANIV.

Twin City Items.

Activities Resumed Early---Anti-Cigarette Bill May Ensue.

ST. PAUL, MINN., Jan. 25, 1911.

THE customary lull in the tobacco trade after the holidays was shorter than usual in Minneapolis and St. Paul this year, and business in retail and jobbing quarters has been very brisk during the past two weeks. Outside of the scarcity of Tampa goods, which are in big demand here, business is in a satisfactory condition. The demand for high-grade goods is healthy, and jobbers have no complaint to make on collections. They say there is a marked improvement in the collections from all parts of the Northwest over this time a year ago.

The Minnesota Legislature is now in session and the cigar and tobacco trade is watching all movements with interest. It is almost certain that a bill will be passed repealing the anti-cigarette law, which was passed at the last session This law is nothing but a farce in Minnesota and has in no way hurt the sale of cigarettes during the past two years. However, the trade is anxious to have the law repealed, as they look upon it as a joke and out of place in the laws of the State.

"Twin City" manufacturers and jobbers are also interested in the introduction last week into the North Dakota Legislature of a bill prohibiting the sale of snuff in that State. Prof. E. F. Ladd, of the State Agricultural College, has been conducting a campaign against the use of snuff, and the bill is in line with this movement. North Dakota now has an anti-cigarette law, and the promoters of the anti-snuff bill argue that one is as reasonable as the other. However, Twin City jobbers say that it will, like the cigarette law, make little difference in the general volume of the snuff sales.

Roadmen traveling from here, report a number of new retail cigar stores opened throughout the Northwest during the past month. This means many new accounts for local houses. Recent reports note the following new cigar stores in this territory: C. C. Hudson, Raymond, Wash.; W. F. Fellows, Culdesac, Idaho; J. H. Mendenhall, Redmond, Oregon; W. W. Hayes, Clarkston, Wash.; Albert Bohleter, Portland, Oregon; Williams Cigar Co., Waterloo, Iowa; Charles Haines, Kalispell, Mont.; Henry Baldwin, Montevideo, Minn.; Thomas Lovejoy, Hastings, Minn.

J. Williams opened a cigar store at Twenty-seventh street and Dupond avenue, S. Minneapolis last week, and P. J. Gustafson has bought the stock and fixtures of A. J. Leland at 758 Monroe street, Minneapolis.

The Café Neuman, St. Paul, with its large cigar department and fixtures, owned by Anton Miesen and operated by him for ten years, has been sold to a Chicago firm, Rudolph Rix and Otto Summerfield.

The Winston, Harper, Fisher Co., Minneapolis, has added the "Guedalia" cigar, a clear Havana, in six sizes. This cigar is a new brand here and is meeting with good success. J. A. Guedalia, of the firm, was a visitor here last week and opened several accounts in the Northwest.

The cigar store of Arthur Hill, Minneapolis, was destroyed by fire recently, entailing a $6000 loss to Mr. Hill and a $2500 loss to the Jumper Cigar Company of Minneapolis, which had stored a quantity of goods in the burned building. Mr. Hill will locate somewhere else as soon as he can find quarters.

Vogelis Brothers, who opened a new drug store in Minneapolis recently, are enlarging their cigar department and adding new lines. Mr. Thomas Vogelis is the Minneapolis representative of the National Cigar Stands Co.

The T. P. Jumper Company, Minneapolis, has closed out its stock.

William Lineweaver, Minneapolis, of the El Nacional Cigar Co., is expected back from a trip to Tampa next week.

Thomas W. Short, a well-known Twin City cigar man, who operates four stores here, was married last week to Miss Margaret Harris, of Beatrice, Neb. Mr. and Mrs. Short will be back here again about February 10th.

Van B. Clark, who owns the cigar stand in the Vendome Hotel, Minneapolis, has installed new set of fixtures and enlarged his facilities and added new stock.

Recent visitors to the trade here have included: two representatives of Bondy & Lederer, Emil C. Bondy and Graham David; also Harry S. Boutell, of Geo. A. Kent & Co., George W. Smith, of Malachrine & Co., W. J. Gibb, of Solares & Co., and three representatives of the United Cigar Manufacturers, Frank Francisco, J. Wertheim and Maurice Wertheim.

Frank King, jobber, of Milwaukee, Wis., spent some time in the Twin Cities last month with good results.

P. E. Cheney has been announced as manager of the new Octagon Cigar Company, with a store in the Shubert Theatre Building, St. Paul. Fixtures are now being installed and the store will be opened February 15th. Fixtures were made by Bishop & Babcock, Cleveland, are of pearl onyx and cost $2500.

DILLON.

Salvador Rodriguez Issues Statement.

A STATEMENT was recently issued by Salvador Rodriguez, maker of the famous "Charles The Great" clear Havana cigars, which was in response to many inquiries that the house had received concerning the report that the firm was opening factories elsewhere than at Tampa. Mr. Rodriguez flatly denied all these rumors and emphatically stated that by reason of the fine climatic conditions and the high quality of workmanship there had been established for Tampa a standard which he believes could not be adhered to nor maintained in any other locality in which a factory which he might have opened, and that in view of those facts they have decided to remain dormant until normal conditions were again established at Tampa, rather than to supply cigars which were not up to his idea of a high standard.

Messrs. Deisel and Wemmer in Cuba.

HENRY G. WEMMER, general manager, his son W. J. Wemmer, vice-president and Henry Deisel, president of The Deisel-Wemmer Co., Lima, Ohio, are at present in Cuba on a business and pleasure trip. They sailed from Key West, January 20, accompanied by George Berger, the Cincinnati leaf dealer, and expect to be gone several weeks.



A WINDOW AT TIFFIN, OHIO.

Maiberger's store situated on one of the most prominent corners always attracts attention because of its well-dressed windows. Mr. Maiberger recently introduced a Cadillac automobile to deliver his goods

Late Developments at Cleveland.

A New Factory Started and a New Store to be Opened.

CLEVELAND, O., January 24th.

DEVELOPMENTS in this market since the advent of 1911 have been chiefly changes incident to a new year. Trade, both wholesale and retail, has settled down to its normal pace, although the cigar factories have no complaint over the orders they have been receiving from their roadmen.

Such factories as Shields-Wertheim Co., E. A. Klein & Co., Casper Rosenberg, Marcus Feder and others report good business.

A new name has been added to the roll of Cleveland manufacturers, that of M. E. Loeb & Co., who have just opened a factory at 456-60 Woodland avenue. The firm is composed of M. E. Loeb, who had been a salesman for the Shields-Wertheim Company for the past eight years, and H. Isaacs, a practical cigar manufacturer who has had years of experience with the American Cigar Co. Already the new firm has placed two brands on the market—"La Vinto," a 10 cent Havana, and "Rep," a well-made nickel cigar. Their factory has been laid out and equipped along the most modern lines, and ample room is afforded to expand as the business grows.

A unique package and brand of five cent cigars will shortly be put on the market by E. A. Kline & Co., to be known as "The Lettergram." As the name signifies the label will be a facsimile reproduction in yellow and red of a night letter addressed to "Sensible Smokers Everywhere." This idea is suggestive of unique advertising possibilities, and the house of Kline will not overlook any opportunities in that direction. Mr. Kline states that the rumor to the effect that the Cleveland factory would be moved to Buffalo is without foundation. The Buffalo end is to be simply a branch factory.

Joseph T. Snyder, who conducts a chain of cigar stores at Buffalo, Rochester and other cities, will open a branch store here at the corner of Sixth and Euclid avenue, in the store just vacated by Pyle & Allen, who have moved next door.

"El Wadora" cigars, manufactured by Sig. C. Mayer & Co., Philadelphia, are being featured this week in a beautiful window display at Pyle & Allen's Superior street store. The brand has made good here.

Wilkes & Reid held a successful sale last week of "Salome Smokers," made by Heineman Bros., Baltimore.

W. B. W.

Immense Value of Our Tobacco Crop.

Nearly One Billion Dollars.

THE crop figures issued by the United States Department of Agriculture, concerning the amount and value of the tobacco crops for 1909 and 1910, discloses plainer than anything else, the magnitude and importance of this great branch of industry.

In 1909, with an acreage of 1,180,000, the United States produced 949,357,000 pounds of tobacco. The farm value of this product was 10.1 cents per pound, or $95,719,000 for the entire crop.. The total value of all crops for that year was $3,971,426,000, as estimated December 1, 1909. The proportion of tobacco values to the whole crop of the country was practically one-fourth.

The crop values of the country for 1910 (figures of December 1, 1910), were 984,349,000 pounds, or in dollars $95,719,000, tobacco again approximating one-fourth of the whole value of the country's products.

A slight lowering in the price is observed for 1910, as compared with 1909, it being in 1909, 10.1 cents per pound, and in 1910, 9.3 cents per pound.

Good January Business in Pittsburg.

Distributing Trade Encouraged Over Prospects---Stogie Factories Reported Busy.

PITTSBURGH, January 24.

IF you were to canvass the manufacturing, wholesale and retail cigar, stogie and tobacco trade here to-day, you would find an almost unanimous sentiment of optimism for 1911, as far as relates to this branch of trade. Although the steel business and other related branches of Pittsburgh's large industries are not any too optimistic as to the outlook, certainly the stogie manufacturers have no reason to be pessimistic over the way the new year has begun.

At R. & W. Jenkinson's, business in all branches, wholesale and manufacturing is reported quite satisfactory; Reymer's are doing very well for a post holiday season, and other large distributors such as the Gilmore Drug Company, Siller, Narten & Barnes and L. B. Goldsmith & Co. are well pleased with January orders.

Hanan Bros., stogie manufacturers, have sold their retail store at Wheeling, W. Va., to Travis Bros. and will concentrate their energies hereafter on the stogie manufacturing in this city. Their factory at No. 6 Vine street is being kept well employed.

A new brand of cheroots will shortly be put on the market by The Duquesne Cigar Co. These cheroots bear the catchy name of "XL Cheroots," and come wrapped three to a package retailing for 5 cents. They will be boxed in 250's with attractive labels and should command a rapid sale.

S. B. Goldsmith, head of L. B. Goldsmith & Co., returned this week from a brief trip to New York. His house is pushing the sale of "Dry Slitz" and "Havanapolis" stogies with much success.

A Pittsburgh-made stogie that is having a big sale with Zimmerman & Co. is the "Puro Special," manufactured by the W. D. Sharpe Cigar Co. Recently an attractive electric sign on "Puro" stogies was hung in front of the Zimmerman store.

The Penn Cigar Co., at present located at 2246 Centre avenue, contemplate erecting a new factory building to extend their stogie manufacturing business.

PILGRIM.

Coupons Promote Tobacco Sales.

AN instance of fine promotion of the sale of a brand of tobacco was demonstrated not long ago by The Pinkerton Tobacco Company, of Toledo, O. This house is energetically boosting the sale of its "Red Men" chewing tobacco, and for this purpose they are using coupons.

Some time ago, the company authorized the issuance of double coupons with the sale of "Red Men" tobacco, and took two selected premiums from their large list of special prizes. They caused to be printed in the newspapers, coupon advertisements, good for 50 and 100 regular coupons respectively, and which when cut from the advertisement and presented at the store, together with a required number of actual coupons to make up the exchange value of the articles, entitled customers to a choice of six silver-plated teaspoons or a stag-handled pocket knife.

The teaspoons are regularly catalogued at 100 coupons, but 50 coupons and the newspaper clipping were sufficient to obtain it on this day. In the same way the pocket knife, which was listed at 160 coupons, could be had for the newspaper clipping (good for 110 coupons) and 50 regular coupons.

The firm has become very enthusiastic over the use of "premiums," as they are applying it, and declare that it has been a very substantial help in developing a larger volume of business for their "Red Men" tobacco.

Trade Changes at York, Pa.

H. G. Blasser Joins Noah Gillen---Kohler Pushing Established Brands---Local Trade Notes.

YORK, PA., Jan. 30, 1911.

THE conditions of the cigar trade as compared with the corresponding time of last year, are at present highly encouraging, and prospects are exceptionally bright for an extraordinary volume of business.

There have been several changes in the trade here recently. The firm of H. G. Blasser & Co., Ltd., has been dissolved and Mr. Blasser has connected himself with Noah Gillen, a well-known leaf dealer of this city, and the new firm will be known as Gillen & Blasser.

R. M. Granat & Co. have recently received large quantities of new Connecticut tobaccos, which are now being packed at their warehouses in York.

H. F. Kohler, of Nashville, closed a very successful year during 1910, and business has started out most auspiciously during last month. Mr. Kohler has upon the market a total of about 23 distinct brands, but efforts are being directed especially upon the "Judge Shepard," "Happy Jim," "144" and "Home Run" brands' all of which are finely packed brands of five-cent cigars and made by the most skilled of cigar-makers. He is recognized as one of the best judges of tobacco in that section and produces a standard article. In the near future he will offer a new brand under the title of "El Sayon," which will be put up under a label of extraordinary attractiveness, and the goods will be of the highest order of attractiveness.

The City Leaf Tobacco Co., of York, contemplates in the near future to be offering the trade a new line of fine Florida tobaccos.

The Eimerbrink Cigar Co. has been located in new quarters, which were formerly occupied by the Winget Mfg. Co. The premises recently vacated by Eimerbrink are now occupied by the C. H. Plitt Cigar Co. Mr. Plitt, of this firm, was for many years connected with J. H. Stiles and has taken over the latter's cigar manufacturing business and continues to market the same products.

At a recent meeting of the Merchants Cigar Box Co., at Dallastown, the following directors and officers were elected for the ensuing year: George A. Kohler, president; W. H. Raab, vice-president; J. C. Heckert, treasurer; and W. H. Peters, secretary; while Harry Sprenkel was retained as manager. The directors are as follows: George A. Kohler, W. H. Raab, J. C. Heckert, J. W. Minnich, C. S. Snyder, H. L. Spotz, H. G. Stabley, B. S. Taylor, E. E. Snyder, and Isaac Kohler.

The Jacobs & Holtzinger Co., at Windsor, have re-opened all of their factories located at Windsor, Yorkana and East Prospect. Orders are coming in steadily and shipments are being made regularly. Their "White Ox" cigar, which has had a very heavy sale, is now being followed as a close second by their "King Policy" brand. This firm is quick to see that a quality five-cent cigar was the best kind of a proposition upon which to build up an extensive business and has been working consistently along those lines.

W. H. Faulkler, of the cigar manufacturing firm of W. H. Faulkler & Son, contemplates engaging in the cigar manufacturing business at Houston, Tex., but it is stated he will retain his interest in the York factory.

Operations were commenced here in the new factory of Otto Eisenlohr & Bro. The new building is the finest equipped establishment of its kind in the country and a large force of cigarmakers are already at work.

J. F. Reichard, the progressive leaf dealer of this city, has recently been engaged in some extensive operations in Wisconsin leaf tobacco, which class of goods he is now handling in very large quantities.

Reading's News Budget.

READING, January 30, 1911.

THERE is a diversity of opinion in this city as regards the present condition of the cigar industry. Yocum Bros. inform us that the demand is quite heavy at present for 10-cent goods. W. H. Yocum, of this firm, is at present in Havana, making a tour of the leaf market there.

W. W. Stewart & Sons have lately found a growing demand for their "John Hay" ten-cent cigar, and Mr. Stewart, the head of the firm, is at present conducting negotiations which when consummated will lead to a considerable increase in the output of their factory.

Charles M. Yetter & Co., Inc., have found a good revival in the demand for their union products and been able to continue operations with a full complement of hands.

H. G. Burkey, who is operating a union factory in this city, has greatly increased his working forces during the past year and also increased his factory facilities.

A license has been taken out by Jeittles & Blumenthal for the opening of a new cigar factory at Sinking Springs, where they have secured a building almost adjoining the R. R. station and owned by Dr. Shearer. Employment will be given to about seventy-five hands.

The cigar box factory of Weidman Bros. & Moyer, at Sinking Springs, has been discontinued and the business transferred to their main establishment at Womelsdorf.

George W. Lehr recently placed upon the market two new sizes of his "Potentate" cigar, which is a ten-cent product.

Dick Salomon was a visitor here last week in the interest of Louis P. Sutter & Bros., of New York.

J. Greenwald, a leaf tobacco man of Philadelphia, was a visitor in the trade here recently.

We are informed that W. J. Klopp, of the cigar manufacturing firm of M. J. Klopp & Bro., at Richland, is rapidly becoming prominent as a dog fancier and breeder as well as a cigar manufacturer.

A. Z. Shirk, secretary and general manager of Henry Hyman's Sons, is kept quite busy in dividing his time between the main factory at Reading and their branch at Bowmansville. The high quality of their product is maintaining their reputation very well and the volume of their business has been growing very steadily.

Drastic Measures the Sentiment of Kentucky Growers.

IT is evident that there is a determined sentiment among some of the Kentucky tobacco growers, when it was decided at a meeting held at Lexington not long ago that they would "cut out the 1911 crop by fire and brimstone if no other way."

This remark may have come as the result of a fit of impromptu oratory, nevertheless resolutions declaring in favor of a "cut-out" were adopted without a dissenting vote.

There were many predictions of "night-riding" if the "cut-out" were tried and strong opposition to the movement was developed in the meeting but when the resolutions were introduced, those opposing them refused to vote and they were adopted without a dissension.

With returns available from about one-half of the Burley tobacco growing counties of Kentucky which held massed conventions that day, it seems a foregone conclusion that a majority of the acreage has been pledged against raising a crop in 1911.

That there was large opposition to the "cut-out" plan was evidenced, however, by the fact that several counties voted against the proposition, and in one county—Mercer—"independents" holding a majority in the mass meeting, voted to rescind pledges previously secured.

Leading Lights at Lancaster.

Court Grants Temporary Injunction to "44" Cigar Co.---A. B. Hess Now a Legislator---Levy Begins Business.

LANCASTER, PA., Jan. 30, 1911.

THERE have been some busy scenes lately at the warehouses here in receiving the new crops, and what remains in the farmers' hands is being steadily bought. Wm. Levy, Louis A. Kramer, Capt. Jos. Goldberg, and several others, have been quite prominent in the buying movement, making selections of the most desirable crops available.

East Petersburg is having a new packing house this year which will be conducted by I. B. Hostetter, of York.

A temporary injunction was granted last week by Judge Landis, in the Court of Common Pleas, as the result of a bill in equity filed against Emanuel Cohen, of Africa, Pa., trading as The Globe Cigar Co. The restraining order was sought by the "44" Cigar Co., of Philadelphia, who alleged that their "44" brand of cigars was being imitated by Mr. Cohen, who had placed upon the market a cigar under the title of "4-and-4," and their contentions have been sustained.

The El Francisco Cigar Co., at Wrightsville, owned by Samuel Fidler, has been sold to George A. Kohler & Co., of Yoe, Pa., and who have already taken charge of the establishment.

After spending some time at the factory of the S. R. Moss Co., in this city, Herman Moss, of San Francisco, left at the end of last week for his home on the coast. S. R. Moss, the head of the firm, also left about the same time for a short trip to Chicago and other Western points.

A. B. Hess, recently elected to the State Legislature, last week took his seat at Harrisburg.

I. H. Weaver, has just returned from a short visit to his warehouses at Dayton, O.

A. H. Shenk, for some years office manager with J. W. Brenneman, resigned his position on January 1st, owing to ill health. He is now engaged in other lines.

M. Bauml was a visitor to Lancaster last week, in the interest of Heyman & Hollander.

T. D. Hene, from York, Pa., was in Lancaster last week visiting the Ohio leaf market.

John R. Brimmer, of the leaf packing house of John F. Brimmer & Son, was among the prominent Lancastrians, who visited the Automobile Show in Philadelphia last week.

T. D. Hene, from York, Pa., was in Lancaster lst week receiving tobaccos, which are now being packed by him for Haus Brothers, Cincinnati. He was assisted by A. M. Shepp. Mr. Hene is now offering some handsome Zimmer's Spanish for his firm.

C. Walt. Hendig, representing the Imperial Cigar Co., of this city, started out last week on an extended trip through Pennsylvania, New York and the New England States.

P. E. Slaymaker, trustee of the involved Leederman affairs, recently made a sale of 189 cases of tobacco to W. H. Kildow, the extensive cigar manufacturer at Tiffin, O.

L. E. Rider, well known to the cigar trade as a manufacturer, has been appointed trustee of the bankrupt estate of Charles J. Leederman.

Mitchell & Ottinger are now comfortably located at their new quarters at 34 East Chestnut. Both members of the firm recently visited Florida and have replenished their stock of fine Florida wrappers.

W. R. Cooper has leased the warehouse on North Christian street, formerly occupied by Steve W. Smith.

John H. Greenley has again embarked in the tobacco business, having secured a warehouse at New and Market streets.

Wm. Levy is now actively engaged in putting up a packing of 1910 tobacco at his warehouse on Market street, and through his associate George D. Erisman, he has procured a number of very desirable crop, some of which has already been received and is in process of sorting.

Herman Stein, Prince Andrew and Water streets, continues to specialize on Pennsylvania leaf tobacco, and of which he is the holder of considerable quantity.

A committee of tobacco growers of this vicinity recently held a conference with Prof. Wm. Frear, of the State Agricultural College, with a view to securing an increased appropriation from the State for carrying on tobacco experiments during the present year.



OLIVER GOLDSMITH, one of the best known business men of Detroit, a gentleman of wide experience and broad attainments, died January 16th, aged 83. After an adventurous career in the California gold fields in 1849, and in Central America and elsewhere, he returned to Detroit during the '50's and erected a large cigar and tobacco plant at the corner of Woodward and Jefferson avenues, where his cigars made fame and fortune for himself and a wide reputation for Detroit. There are doubtless thousands of old timers, who still cherish the memory of "Silver Medal," "Gold Medal" and "O. G.," and who will learn with sorrow of the death of their old friend.

Frederick D. Heimberg, who for thirty years had been engaged in the cigar manufacturing business, Brooklyn, N. Y., and who for fifty years had been a resident of that city, died last week at his home, 459 Third avenue, of general debility. He was born at Bremen, German, seventy-six years ago. He is survived by a widow, three sons and two daughters.

John Deibel, cigar manufacturer of Saginaw, Mich., died very suddenly some few days ago, of heart failure. Mr. Deibel was widely known as a cigar manufacturer, and for several years had also been an alderman.

New Store for Rothenberg & Schloss.

A NEW store has been secured at the southeast corner Eleventh and Walnut streets, Kansas City, Mo., by Rothenberg & Schloss, the widely known cigar house, on a long term lease. It is likely to be made one of the most active corners in that city.

TOO LATE FOR CLASSIFICATION

FOR SALE—The well known and established cigar factory, known as the "La Troja Factory," Troy, N. Y. Established for thirty years. Selling account of retirement from business. Fully equipped with brands, stock, etc., and ready for business. Will be sold regardless of cost. This is a rare opportunity. For further particulars address J. H. Broderick, 80 King St., Troy, N. Y.

CIGAR MANUFACTURER'S OPPORTUNITY.

Commodious building at Zieglerville, Pa., with plenty of help. Conveniently near Philadelphia. Moderate terms to good tenant. Apply American Ice Co., 6th and Arch streets, Philadelphia. 2-1-tf.

Harvesting and Curing Wrapper Tobacco.

(*Concluded from page 15.*)

into the upper portions of the tobacco. It is also necessary to provide some means of escape for the warm moist air when it reaches the top of the barn. If the roof is not tight, there may be sufficient natural ventilation, but with a very tight roof, a ventilator is needed along the peak of the building.

The next question is as to the best means of applying the heat. Open charcoal fires have been used to some extent and with success, but the method is laborious and expensive. For best results the heat must be well distributed so that a large number of small fires is better than a few larger ones. The charcoal burns out rapidly, so that the fires require close attention. We have been endeavoring for the past three or four years to work out a simple and cheap method of heating based on the use of flues and heaters as furnaces, using wood as fuel, and I feel confident that we will soon be able to announce a satisfactory process. A system of this kind will insure a more even distribution of the heat, and the amount of heat can be more easily controlled. I believe that artificial heat will be used more and more as its advantages are more fully recognized, especially in curing picked tobacco.

Harvesting by Cutting the Plant Versus Picking the Leaves.

This brings us to the last topic for discussion, a comparison of the methods of harvesting and curing by cutting the plant and by picking the leaves. We will not attempt to discuss at this time the economic phases of the question, such as the relative cost of the two methods and the labor supply, but will consider briefly the merits of the two processes as regards yield and quality of the cured leaf. There is no doubt that it costs more to harvest by picking the leaves, and the important question is whether the increased value of the crop is sufficient to justify the use of the method.

We have found by careful tests that a leaf cured by picking will weigh 10 to 15 per cent. more than when cured on the stalk. There is no doubt of this fact, and the reason is easily explained. It has already been pointed out that while the plant is growing in the field a portion of the food supply manufactured in the leaf is carried into the stalk to feed other portions of the plant and exactly the same thing happens in the curing barn. Every grower knows that while the leaves of the cut plant soon die and cure down, the stalk remains green for weeks and even months. It is also a familiar fact that the young suckers on the plant may grow considerably in the barn. The stalk and suckers continue to live because they draw food from the dying leaves. I have often heard expressed the opinion that the leaf draws from the stalk, but this would be a case of the dead feeding on the living, which is not nature's way of proceeding. It has also been found that if suckers are allowed to remain on the stalk when harvested, the cured leaf will be lighter than when the suckers are removed, and this is because the suckers draw food from the nature leaves through the stalk. We see, then, that there is a clear gain of 10 or 15 per cent. in cured weight when tobacco is picked, and this means of course that the leaf has more body. This may or may not be desirable, depending on the condition of the tobacco when harvested, and, in my opinion, picking will give better results with what may be called a wet-weather crop than one grown during a dry season. If tobacco grown in a dry year is picked, it may be too heavy when cured. This is one reason why picking gives good results with shade-grown tobacco for the leaf is naturally thin, and curing on the stalk might give a product without sufficient body.

As regards quality, there is no doubt but that picked tobacco cures down with different properties from that cured on the stalk, and it is for the trade to say whether the leaf is better suited to their needs. In general appearance, the picked tobacco as it comes from the barn is less attractive than when stalk cured. It undoubtedly has more of the so-called "gum," giving it greater elasticity, while the grain is generally not so prominent. The most important remaining difference is in the colors obtained. These are usually of a duller cast, containing a greater proportion of green, thus resembling somewhat Cuban tobacco. The value of a tobacco crop depends not only on the total weight obtained and the quality of the different grades, but also on the percentage of first-class wrappers, and there is no doubt but that picking yields a larger percentage of wrappers than stalk curing. Again, the actual number of cured leaves obtained by picking is increased in addition to the increase in body, and, in fact, our experiments with broadleaf during the past season indicate that the total increase in cured weight under practical working conditions amounts to about 20 per cent.

As to the curing of picked tobacco, the process is of course much more rapid than is stalk curing and, consequently, less complete. The leaf proper cures quickly, but the stem remains green for a considerably longer time. If picked tobacco is to be valued more highly by the trade, it will probably be due to the increased amount of gum and elasticity and to the colors obtained. The question of the effect of artificial heat on the colors of picked tobacco is one of great importance, and I am of the opinion that heat properly applied will give more desirable colors. As regards pole sweat, while the period of danger is shorter, we have found that picked tobacco will sweat more readily than that cured on the stalk, so that it must be closely watched even if the weather does not indicate danger from this cause. Judging from our experience this past season, it is doubtful whether picked broadleaf can be cured successfully without artificial heat. However, the whole subject of curing picked tobacco (except shade grown) is still largely in the experimental stage, and much yet remains to be done before final conclusions can be drawn.

Prosperous Springfield, O., Factory.

THE annual meeting of the Universal Cigar Company, at Springfield, O., which was held a short time ago at their factory on South Center street, the following directors were elected: E. A. Schaefer, H. J. Rober, Elmer E. Kuqua, John L. Flannery and Walter A. Kerin.

A dividend of 8 per cent. was paid on preferred stock and a resolution was adopted to raise the capital stock from $15,000 to $75,000, which increase is to be used in enlarging the factory and extending its operations.

Mr. Flannery has made the statement that he hoped their firm would be able to give employment to from 300 to 400 people within the next year.

A board of directors to serve for the coming year was also elected: E. A. Schaefer, president; H. J. Rober, vice-president; W. A. Kerin, secretary; John L. Flannery, treasurer and general manager.

Tobacco Man Sentenced on Forgery Charge.

CHARLES SCHWARZBACH, formerly secretary of Jacob Sutter & Son, tobacco leaf dealers at 113 Franklin street, Chicago, Ill., who was arrested some time ago charged with obtaining $15,000 by means of forged notes, was sentenced a few days ago to 8 months in the county jail. He had pleaded guilty to a charge of obtaining money by false pretences.

Chicago Promises Fine Business.

New Pipe House Building Reputation---Other Live Trade Notes.

CHICAGO, ILL., January, 27.

WITH ideal spring weather conditions prevailing for the past ten days, business along all lines has taken on new life. Tobacco men as well as others are getting their share, as there is no need of salesmen who visit the retail trade killing time before the radiators in their efforts to thaw out.

From all reports good big orders are the rule, instead of the exception. Retail dealers whom I have visited, however, claim that business is hardly normal, and outside of the loop district there is some complaint of a stagnant condition of trade. This report comes from a great many of the tobacco stores and druggists on the west side.

In an interview with T. Englehardt, of the T. Englehardt & Co., of Chicago and Tampa, whose "Englo" brand is becoming one of the popular ones, your correspondent learned that Mr. Englehardt was optimistic as to the outlook of the tobacco trade in the "Windy City." He has recently returned from a trip to Cuba, where he bought heavily in contemplation of a shortage in the present year's crop. The suggestion that there was some complaint on the part of the retail trade in regard to the slowness of trade conditions brought from Mr. Englehardt the statement that this was always the case right after the holidays, but that the retail dealer and jobber were making liberal purchases for future trade. He said that buyers whom he met in Cuba had, like himself, made heavy purchases in contemplation of a shortage in the Island's crop this year, owing to the storm of last fall, and that while the storm left things in a serious condition with a great many of the growers, things could have been a great deal worse.

The Perry Pipe Co. is one of the manufacturing concerns of Chicago that bids fair to gain a national reputation, if the plans of its president, John R. Perry, are carriel out. They have recently installed machinery and are manufacturing what they claim will be the most practical patent pipe on the market. The bit or stem has a large aluminum rod, along which is a series of disc which fit the channel snugly. The lower part of each disc is solid, but every one has four holes in the upper portion, thus forming a sieve. This "sieve" extends from the bowl nearly to the end of the mouth-piece, there being a groove in the end which comes under the bowl and also one at the other extremity where it just "clears" the end of the mouth-piece. Thus the smoke has a free passage from the bowl to the "nut," passing only at the top of the channel through the holes in the discs, while the nicotine, tobacco-oil, impurities, moisture, etc., are caught by the "sieve" and remain at the bottom. The smoke, remaining dry, passes through the "nut," over the "pan" or end of the "sieve" and out of the mouth-piece. Any saliva which goes into the pipe cannot reach the bowl, the stem, or be drawn back into the mouth. It all passes under the "pan" and remains in the lower part of the cavity of the mouth-piece to be removed when convenient. It is prevented from going into the stem by the shoulder of the "sieve." The Perry people are planning an advertising campaign of national proportions and the cheapest pipe to be manufactured by them will retail for about $1.50.

John Sidebotham, manager of the Ideal Cigar Moistener Company, 6228 Sangamon street, reports that his "Infanta" moistener as well as the triangle moistener manufactured by him is catching on among the manufacturing trade as an advertising novelty. The triangle moistener is one of the few of this type that has proven a success and the Ideal Company have made application for a patent on it.

The "Tom Palmer" and "Tropics" brand, manufactured by Wengler & Mandell are enjoying a good run just at present. The manufacturers claim that they are having a hard work to keep up with their orders.

The Southern Hotel cigar stand is among the ones who have no fault to find with the after-holiday trade. As this hotel is considered headquarters for furniture dealers, and the furniture show, which brings hundreds of out-of-town buyers, has been in full blast for the past month; the crowds in the lobby at night have kept the clerks in the cigar stand on the jump.

The Hoffman Cigar Co. are getting out some attractive advertising matter for the "Bachelor" cigars.

That all the patrons of the United Cigar Stores do not trade with them owing to the premium inducements, could be testified to by a small boy who stands in front of one of their stores in the loop district and begs coupons from the customers. He is not of the dirty face urchin type, but a neat attractive little fellow, dressed in the latest style. As a customer enters he solicits him for his coupon and a great many fall for it when they come out. I noticed some time ago that he was absent during school hours, but that he was on the job early in the morning and in the afternoon. After giving him a coupon I engaged him in conversation, and when asked what he was going to do with so many coupons he informed me that it was no widowed mother gag with him or starving little brothers and sisters. "Billy (Somebody) and me are going to buy us each a motor cycle and take a trip out West next summer, I only need two-hundred more certificates." I learned that Billy was holding down the same kind of a job at another United store. I have visited places in the past year where this boy and his pal Billy would have to stay on the job all the coming summer and the next before they would acquire enough coupons to turn into cash enough to purchase a motorcycle. And when you think of it, Chicago has the name of being cold blooded, but they fall for a game like this.

Since the settlement of the garment workers' strike, in which 40,000 employes were involved, the dealers in the westside territory affected by this strike have noted an improvement in business. Most of the strikers were of foreign birth, and as is characteristic of this class to live near their work the settlement of the strike means much to the dealers in the affected territory.

The striking cigarmakers who headed for Chicago soon after the Tampa strike, have in nearly every instance returned to Tampa or some other Southern city. The first cold wave of the season was of the genuine "Lake front" type and was, no doubt, the result of the sudden return of the men to warmer climes. One manufacturer, who pays the highest union wages, and is always short of good workmen, said: "I knew they wouldn't stick after the first blizzard blew off Lake Michigan; one man that had three days in would not wait until pay-day for his money, but sent for it after he had got back to the land of flowers." In his letter to the manufacturer, which was dated Wingo, Miss. (en route), this workman said, "Chicago is alright, but too much freze O, send my money to Tampa—O. General delivery."

If one is to judge from the numerous window displays that are conspicuous with marked down prices on Manila cigars, the Philippine weed is not "catching on" as well as was expected by dealers. One large retail dealer who has several stores, informed me that in the future there would be no danger of him loading up with an article that had not been tried out. The consensus of opinion among cigar men is that Manila cigars, even of the better grades, have not anything like the merit enjoyed by the Porto Rico product and that they will never gain in favor.

HENRY T. PRICE.

Breezy Bits from Boston.

BOSTON, Mass., Jan. 30, 1911.

OUR jobbing trade reports a good business for the month of January, although much difficulty has been experienced in obtaining many brands of cigarettes on account of the packing with same of two new brands, gratis, the "Emblem," a five-cent package cigarette, and "Karnak," a ten-cent package.

The Boston jobbers have banded themselves together in a hope of abolishing the "cut price" business which is being done more extensively here than in any other section of the country. Henceforth there will be one selling price to the retailers, of course, this means alone cannot stop the price cutting, but it is the first step and the next step will be to join in what the local cigar manufacturers whose ten cent brands have a big sale here and are being retailed at six cents each by the Jaynes-Riker Co.'s drug stores, which are said to be controlled by large interests.

Mr. Kleiner, of E. Kleiner & Co., New York, makers of the popular "Lord Macauley" and "Grand Republic" cigars was in Boston this week. Mr. Kleiner is a great booster for the new National Retailers Coupon Co., which is making great progress in New York City and I understand that T. Rosenbaum & Co. here have taken on same and as the proposition looks to be a good one, I expect, in a short time, to see a great many Boston retailers handle same.

S. Kalish is now in charge of the "Egyptian Dieties" cigarettes for S. Anargyros Co., a new 25-cent package called "Twelfth Knight" is soon to make its Boston debut. Mr. Fitzpatrick, the clever window display artist on the "Dieties," is kept on the hot foot, his displays are so attractive it is an easy matter for him to get in displays in our best locations.

Frank Swick, Surbrug Co., has a crew of five under him and their various brands including "Arabs," "Dolmas," "Oxfords," etc., are making great strides here. In fact, in some of our suburban towns the "Arabs" are the leading ten-cent sellers.

The "Melachrino" cigarettes are now being packed in fifty boxes as well as tens and hundreds. The new package is very attractive; the ladies' size gold tip is selling in the aristocratic section of this city.

Arthur L. Hutchings has resigned as manager of Pillsbury & Co.'s cigar store, on Boylston street.

Business at the Adams House Drug Store is coming along nicely, the "Aplomo," New York made clear Havana cigar in various sizes, and the "Havana Ribbon," a nickel cigar from the factory of Bayuk Bros., Philadelphia, are among the latest brands taken on by the concern.

Manager Nat Metzler is interested in a new pocket cigar lighter that he is doing considerable business with; it retails at fifty cents each and is very practicable.

M. Roitman, wholesale tobacconist, at 33 Beach street, is featuring "Roitman's Perfectos," a ten-center, made by A. Roig & Langsdorf, of Philadelphia; this cigar is exceptionally good.

Charlie Winterberg is in town calling on his many friends in the trade where the "El Rayo," clear Havana cigars, have become great sellers in all our leading cigar establishments where one or more sizes of this brand can be found.

BEN ALI.

A fire damage amounting to about $250,000 occurred recently through a conflagration at Winnipeg, Manitoba, which carried with it large stocks of tobaccos and other goods. One entire wholesale block was doomed to total destruction.

Revolutionizing the Connecticut Tobacco Growing Industry.

RECENT developments in the tobacco growing section of Connecticut indicate the process of revolutionizing the tobacco growing industry of the State. As a result of the formation of some very extensive enterprises a control has been secured of some of the best tobacco farms in what is known as the Connecticut Tobacco Valley.

One of the largest of the companies formed for operating in Connecticut, has during the past few weeks quietly taken options on several thousand acres of land and agents of the company are still negotiating for the acquirement of more farms.

The success which has attended the experiments of growing Havana seed leaf under shade, during several years past, has prompted the present movement and which promises to become so general and extensive as to amount to a revolutionization of the industry.

The proposed operations will not be confined to one or two large companies, but it has also been taken up by some of the larger leaf tobacco packing firms.

L. B. Haas & Co., of Hartford, have taken option on several pieces of land at Suffield and also a couple at Granby, Conn. This, it is believed, will give them an area of fifty acres of tobacco land under shade for next year.

The farm of the late Albert M. Graves, which is more popularly known as the "Plains", at Suffield, Conn., was recently purchased by the American Sumatra Tobacco Company, This farm alone consists of two hundred and fifty acres of excellent tobacco soil.

One of the newest enterprises in the New England States to embark in tobacco cultivation is the Griffin-Neuberger Tobacco Company, which has taken over the rich tobacco plantations of the Krohn Tobacco Company comprising about 540 acres located at North Bloomfield, Conn., and whose lands lie in the vicinity of Windsor, Granby and East Granby, in the Poquonack District of the Connecticut Valley.

This was made possible by the purchase of the interests of A. H. Reeder, of Dayton, Ohio, by Moritz Neuberger and who, in conjunction with Fritz Lederer and Fred. B. Griffin, the last named of whom was identified with Mr Reeder, were the organizers of the new company.

The new corporation is headed by Mr. Neuberger as president; Mr. Lederer as vice president and secretary; and Mr. Griffin, treasurer. Mr. Griffin will continue to devote all his time to the management of the plantation. The 1910 crop of shade and primed Havana Seed, which is now partly packed and ready for sale was also taken over and will be sold through E. Rosenwald & Bro., of New York, who have the exclusive selling agency of the Griffin-Neuberger Tobacco Co. products. It is expected that at least one hundred and twenty-five acres of the new corporation's plantation will be devoted to shade growing during 1911.

O'Brien President of Louisville Exchange.

BY a unanimous vote of the members of the Louisville Leaf Exchange, at a meeting held last month, E. J. O'Brien of that city was elected president for the ensuing year, and for the ninth time Mr. O'Brien has been the encumbent.

All of the remaining officers, however, were also re-elected this year, and consist of F. G. Harpring, first vice-president; C. G. Pepper, second vice-president; Helm Glover, secretary; and F. W. H. Hahn, treasurer.

One of the incidents of their last meeting was the election to honorary membership of Major James F. Callaway, who was a charter member of the Exchange and who began tobacco buying in the local breaks in 1872.

Better Conditions Encourage 'Frisco Trade.

Alfred Esberg Returns from New York---Local Houses Pushing Specialties---More Trade Excursions Planned.

SAN FRANCISCO, Jan. 20, 1911.

UP to about a week ago dealers through the country felt increasing anxiety for the future on account of lack of rain, and this feeling was beginning to extend to the local jobbers, who are always largely dependent on agricultural conditions through the State. There was a heavy rainfall last week, however, bringing the precipitation almost up to normal in most parts of the State, and fears of a dry year have been effectually put at rest. Considering the time of year, and the difficulties in supplying the goods under which some jobbers are still laboring, the distributive business is good. The traveling men are back in the harness again, and are sending in large bunches of orders, as the outside retailers were cleaned up pretty closely at the end of the year and are filling in their stocks on a liberal scale.

While the weather has been somewhat against the local retail business, transient trade is very satisfactory at all the hotel stands and many of the conveniently located downtown stores. Tourists and visitors are usually numerous, the number being increased by the convention of the American Institute of Architects and the aviation meet, which has been extremely successful. People are beginning to realize that San Francisco is once more a good place to live in, and more eastern people seem to be wintering here than ever before.

Alfred Esberg, of M. A. Gunst & Co., who has been in New York for a couple of months past, returned to the local office a few days ago, to attend the annual meeting of the managers of branch stores, which is being held this week. Quite an aggregation of the Gunst, representatives from points up and down the coast is in the city to attend the convention, which is regarded as a matter of great importance in the conduct of the business. Mr. Esberg gives a great deal of attention to educational work among the employes, keeping them in touch with the latest developments of the trade, as well as with new ideas on advertising and store management.

Considerable stir has been created in the retail trade by a circular just issued by M. A. Gunst & Co., announcing an advance in the jobbing price of the "Owl" cigar. The circular states that M. A. Gunst & Co. have been paying an advanced price for the goods for some time past, but in appreciation of the manner in which this line has been handled by the trade have absorbed the advance themselves up to the end of the year. The "Owl" has for years been one of the most popular 5-cent brands sold in California, maintaining its enormous vogue in spite of all competition, and the distributors are confident that the advance will cause no appreciable decrease in demand.

The Golden State Leaf House has overhauled and refitted its quarters at 534-38 Washington street.

S. Bachman & Co. have been handling the "La Giralda" brand of Manila cigars for some time, and are well satisfied with the progress made, as the line is now becoming well established all over the State. Monroe Falkenstein, secretary of this firm, is now in New York, and will make an extended trip through the East before returning. Recent visitors at the establishment of S. Bachman & Co. were S. Hart and Henry Haussman, of the Hart Cigar Company, of Portland, Oregon agents for the "Gato" cigar.

Milton Esberg, of M. A. Gunst & Co., is one of a committee of the Merchants' Association which is making plans for a number of excursions during the spring, the idea being for the heads of local houses, in a body, to make a friendly visit to the trade at various points in the interior of the State. Such an excursion was held during the fall, and was such a success that the association has decided to make them a feature of the present year.

Edw. Wolf, of the Edward Wolf Company, has just left for New York, and will visit a number of the factories whose goods he handles before returning. He finds that the "Nestor" cigarettes, for which he recently took the agency, are making a very good showing. He has had a large business on the "Don Antonio" cigar for several months past, as he has been compelled to make this take the place of his Tampa line.

Geo. Saalburg, of the local jobbing firm of Bier, Saalburg & Co., has been in the East for the last couple of weeks, and is expected back within a few days.

The Hoffman-Moore Company has had great success in introducing the "La Integridad" line in this territory, and has made a decidedly good start for its first year. "Doc" Hoffman of this house made a visit to the Nevada trade early in the month. He has built up quite a large trade in that district, and finds conditions there fairly favorable.

H. Rinaldo & Co. have been putting in some very effective work on their new line, the "Smokecraft" cigar, and are getting a substantial volume of business on it from the city trade. It will take some time to place it through the country, but the work so far done outside has shown good results.

M. Lopez, who opened an office here last fall for Fernandez, Lopez & Co., has gone East, having formed an effective selling organization. He expects to return early in the spring.

Gus Simon, Portland, Ore., manager for M. A. Gunst & Co., did not attend the gathering of the force here this week, as he had a bad fall some time ago and has not yet entirely recovered from his injuries.

D. Frankel, of Frankel, Gerdts & Co., the local cigar manufacturers, is spending a few days with J. J. Gans & Bro., his agents in Los Angeles. He will go on to Havana next week.

W. I. Pixley, coast representative of the Frishmuth and Dill lines of smoking tobacco, expects a visit within a few weeks from H. D. Miller, of the Frishmuth & Bro. Company.

A. Alvarez, of F. Garcia y Hermanos, is spending a couple of weeks in San Francisco.

The recent announcement of the shipment of a lot of Turkish tobacco grown in California is followed by the report that the Pacific States Tobacco Company has started a new cigarette factory in Los Angeles, and is said to be using considerable tobacco of local production.

V. B. Fisher, coast representative of Tornay Fernandez & Co., of Tampa, passed through last week on his way for a visit to the Southwest. He has been unable to do much lately for lack of goods.

James Alexander, a tobacco dealer, doing business at 255 Peters street, Atlanta, Ga., has filed a petition in voluntary bankruptcy, placing his assets at $1200 and giving his liabilities as $1800.

Nathan Naviasky, a cigarmaker, at 940 Druid Hill evenue, Baltimore, Md., has filed a petition in voluntary bankruptcy, through his attorney, A. Rome. He places his liabilities, $2,223.69, with no assets.



NEW YORK.

New York City.

T is a peculiar condition that exists in the leaf tobacco market here at the present time and seems to be due solely to the law of supplying demand. It is noticed that the 1909 Wisconsin tobacco has been sold to such an extent that some of the principal packers have already practically sold out their holdings.

Of the 1910 crops the major portion has passed into the hands of a few large buyers who are in direct competition with packing interests, and the prices paid for the goods were so high that packers did not procure in the quantities which they usually buy.

The 1910 crops of Pennsylvania, which are heralded as the best crop raised in many a year, also commanded good, round prices and latterly a higher figure than during the early part of the buying season. The effect has been one of rather serious complication, and already packers are beginning to figure on how they are going to come out.

A somewhat similar instance can be referred to in the 1908 crops, which were purchased at a high figure, but the goods turned out so well that in most instances they proved a profitable investment for the packer, and it transpired at a time when the cigar industry was not in the wholesome condition. Leaf men, remembering this, have taken courage, and feel confident that, although this year's crops did demand prices, if they turn out uniformly well in the sweating process, the quality will probably maintain a good selling figure.

Connecticut tobacco is declared to be better than in a number of previous years, but there still remains to be figured with the Ohio tobaccos. There continues to be a strong demand for Connecticut leaf, and owing to a scarcity of wrapper tobacco good prices are being commanded.

Sumatra importers feel somewhat encouraged over the late advices from Amsterdam concerning the new crops. It is stated that the quantity to be offered this year will be even smaller than the offerings of 1910, but of this a larger percentage is said to be suitable for the American market.

The Havana business has consisted mostly of a routine nature, and only moderate-sized quantities have changed hands since the New Year. The importations during 1910 were more than 1,000 bales below that of 1909. Recent crop advices from Cuba are more encouraging.

PENNSYLVANIA.

Philadelphia.

UPON the whole, a fairly brisk business has been done in the leaf trade in this city, and although there were no especially large sales, trading has been steady and a considerable quantity of goods has changed hands. Manufacturers admit that business never before started in so briskly during the month of January and there continues to be about as much activity in the manufacturing trade as there was last fall.

Some business was done here recently on Simmer Spanish tobacco by a Dayton, O., firm. The Sumatra market has not shown much animation, but several moderate-sized sales have been made to manufacturers who needed goods for early use.

Havana market has developed no particular activity. Manufacturers are taking goods in smaller quantities, notwithstanding the continued adverse reports from Cuba. Importations for local houses have recently been somewhat stronger.

Lancaster.

The recent sale of several large packings of the 1909 tobacco fosters the belief that an improvement in the leaf tobacco market at Lancaster is forthcoming. Inquiries continue to come in, but mostly from Western sections, and which is now assuming the proportion of competition with Eastern markets and showing that a greater interest is being shown in Pennsylvania tobacco than for some time past. Notwithstanding this, there has not yet been shown any material advancement in prices, but a continued active market would certainly have a lowering effect upon the prices of the goods held here.

During the past week or two several sales of considerable size of 1909 goods have been consummated, one house having disposed of over 500 cases and another of four, while several country packers have disposed of their holdings.

What remains of the 1910 crop is now being bought at a slightly advanced price, and a number of local packing houses are still making selections of the finest goods that can be procured.

WISCONSIN.

Edgerton.

THERE is still but little trading going on in the new crop and only a few buyers are circulating in the growing district, but they appear to be on a tour of observation rather than a purchasing expedition. They discovered, however, that only a small fraction had been removed from the poles, weather conditions having not yet been favorable for its removal for stripping. Some anxiety is being felt over the delay in getting deliveries to the warehouses and permitting of more extensive operations being started in packing the crop.

The first month of the New Year did not develop the activity for old goods which it had been expected would follow. Trading has continued, of course, but only in a very modest way, and no transaction of any moment has been reported. Local houses need not feel particularly discouraged with this fact, because it is largely a reflection of similar conditions existing in Eastern markets.

Deerfield.

Tobacco growers of this section, as well as dealers, are much disappointed because of the lack of moist weather to bring the crops into a casing condition, and not since the tobacco has been cured sufficiently to take from the poles has the weather been moist enough to soften the leaves and stems and rendering it fit for handling.

Laborers who depend largely upon the winter warehouse work for considerable support are beginning to suffer, while farmers are equally disappointed. A condition similar to this has not prevailed here for many years.

NEW ENGLAND.

Suffield, Ct.

REPORTS are received here that last week was incorporated at Albany, N. Y., with the intention of raising shade-grown tobacco in this vicinity, a new company of New York tobacco men. There was included, however, among the incorporators, one Windsor, Ct., man and several well-known dealers.

Tobacco buyers have been active during the past week with several representatives of outside firms in town, and most of the Havana seed has been picked up. Prices have been rather better the last few days and it is thought that those who held their crops until now will probably gain sufficient to cover the shrinkage.

Windsor, Ct.

During the past week or more, local tobacco growers have decided to raise shade-grown tobacco next season, and in consequence, Charles O. Clark will raise about fifteen acres for Hathaway & Steane, of Hartford; Huntington Brothers will raise about fifteen acres and Harry C. Griswold will also grow some.

Bristol, Ct.

Tobacco growers of Simsbury and of the Farmington Valley are beginning to feel that the days of growing tobacco in the ordinary way have gone by and that they better grow something else. The coming into this valley of big syndicates, and purchasing big farms, where tobacco will be grown under cloth has undoubtedly had much to do with their new decision.

It seems to be their opinion that good tobacco land will become scarcer and that buyers may not come into the future as they have been doing. Probably they were somewhat discouraged with the past several years of tobacco growing, during which their crops were not as profitable as was hoped for.

Manchester, Ct.

The Connecticut Sumatra Tobacco Company has purchased twenty acres of tobacco land from Jeremiah Healy. The land adjoins a farm now owned by the company.

TEXAS.

Nacogdoches.

THE tobacco crop in Eastern Texas has for 1910 been larger than ever before in its history. Government experts have declared the grade to be exceptionally fine, and there are now 200,000 pounds at this point in storage, awaiting better conditions before being marketed.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

TOURIST:—21,372.
For cigars, cigarettes, chewing and smoking tobacco. January 11, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

POLLOCK'S CIGAR:—21,373.
For cigars, cigarettes, and cheroots. January 11, 1911. Benj. L. Grabosky, Philadelphia.

JOHN BEST:—21,374.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 11, 1911. Sherts Cigar Co., Lancaster, Pa.

LA VIDA MANILA:—21,375.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 11, 1911. Metropolitan Tobacco Co., New York.

SEBAGO:—21,376.
For cigars, cigarettes, chewing and smoking tobacco. January 11, 1911. Hall & Lyon Co., Providence, R. I.

HAVANA GRIT:—21,377.
For cigars. January 11, 1911. E. L. Golden, Gettysburg, Pa.

NORFOLK SMOKER:—21,378.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 11, 1911. F. S. Stevens, Norfolk, Va.

COLLIE:—21,379.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 12, 1911. S. F. Akins, York, Pa.

CONEWAGO:—21,380.
For cigars. January 12, 1911. Conewago Cigar Co., Centennial, Pa.

SPEEDERS:—21,381.
For cigars, chewing and smoking tobacco. January 12, 1911. Koelle-Muller Label Co., St. Louis, Mo.

JELCO:—21,382.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 12, 1911. S. T. Banham & Bro., Norristown, Pa.

WM. FREDRICK'S COMMERCIAL CLUB:—21,383.



(With special design as per illustration.)
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 12, 1911. Wm. Frederick, Kansas, City, Mo.

F. R. K.:—21,384.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 12, 1911. Lagrange Cigar Co., Lagrange, Ga.

LA DREAMA:—21,385.
For cigars, cigarettes, chewing and smoking tobacco. January 13, 1911. Randall-Landfield Co., Chicago, Ills. A Re-registration.

DOUBLE CROWN:—21,386.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 13, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

ROYAL CHEER:—21,387.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 13, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

SPECIAL ORDER:—21,388.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 13, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

EXPECT QUALITY IN THIS CIGAR:—21,389.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 13, 1911. W. M. Siers, Wilkes-Barre, Pa.

SURO:—21,390.
For cigars, cigarettes and cheroots. January 13, 1911. Petre, Schmidt & Bergmann, Philadelphia, Pa.

ESS:—21,391.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 14, 1911. Brown Bros., Philadelphia, Pa.

HIGH GAME:—21,392.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 14, 1911. A. F. Burg, East Prospect, Pa.

LORD STYNE:—21,393.
For cigars, cigarettes,, chewing and smoking tobacco. January 14, 1911. The Chas. Stutz Co., New York City.

HAVANA BUSH:—21,394.
For cigars. January 14, 1911. A. W. Fegenbush, Salem, N. J.

BELLEFAIR:—21,395.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 14, 1911. American Litho. Co., New York.

PERMILLA:—21,396.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 13, 1911. American Litho. Co., New York.

GLORIA GARCIA:—21,397.
For cigars, cigarettes, cheroots and stogies. January 14, 1911. Dixie Tobacco Co., Bedford City, Va.

21,398:—Not issued.

JAYVEE:—21,399.
For cigars, cigarettes and cheroots. January 16, 1911. Scranton Tobacco Co., Scranton, Pa.

GRAND MOGUL:—21,400.
For cigars, cigarettes, chewing and smoking tobacco. January 16, 1911. L. Arnatien, Chicago, Ill.

AVANTE:—21,401.
For cigars, cigarettes and cheroots. January 16, 1911. Moeller, Kokeritz & Co., New York.

AROMEDA:—2,402.
For cigars, cigarettes, chewing and smoking tobacco. January 16, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

COURAGE:—21,403.
For cigars and cigarettes. January 16, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

SAN LUCIA:—21,404.
For cigars, cigarettes and cheroots. January 16, 1911. A. C. Henschel & Co., Chicago, Ill.

WHITE PLAINS QUARTET CLUB:—21,405.
For cigars, cigarettes and cheroots. January 16, 1911. H. Ottenberg & Co., New York.

ELITERO:—21,406.
For cigars. January 16, 1911. Allen Tobacco Co., New York.

REINA GARCIA:—21,407.
For cigars. January 16, 1911. Allen Tobacco Co., New York.

MICLARA:—21,408.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 21, 1911. I. M. Hernandez, Philadelphia.

MIRACLE:—21,409.
For cigars, cigarettes and cheroots. January 21, 1911. I. M. Hernandez, Philadelphia. A Re-registration.

ELITANO:—21,410.
For cigars. January 16, 1911. Allen Tobacco Co., New York.

DERAN:—21,411.
For cigarettes. January 18, 1911. Mardiros Babayan, Philadelphia.

TRUE MATE:—21,412.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 18, 1911. W. C. Smith Jr., Windsor, Pa.

ROBT. H. WICKERS:—21,413.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 18, 1911. Frank Prepejchal, Chicago, Ill.

HUPO:—21,414.
For cigars, chewing and smoking tobacco. January 18, 1911. Hummell & Co., Binghamton, N. Y.

GIUSTI:—21,415.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 18, 1911. American Litho. Co., New York.

JUDGE DILL:—21,416.
For cigars, cigarettes, cheroots, stogies chewing and smoking tobacco. January 18, 1911. Wm. Steiner Sons & Co., New York.

SLAVISH KINGS:—21,417.
For cigars, cigarettes, cheroots, stogies chewing and smoking tobacco. January 18, 1911. Wm. Steiner Sons & Co., New York.

PEDRO MIGUEL:—21,418.
For cigars, cigarettes, chewing and smoking tobacco. January 18, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

PRINCE OF MECCA:—21,419.
For cigars, cigarettes, chewing and smoking tobacco. January 18, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

SAHAMA:—21,420.
For cigars, cigarettes, chewing and smoking tobacco. January 18, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

NOTEWORTHY:—21,421.
For cigars, cigarettes, chewing and smoking tobacco. January 18, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

MYDIA:—21,422.
For cigars, cigarettes, chewing and smoking tobacco. January 18, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

FLOR DE TASMAN:—21,423.
For cigars, cigarettes, chewing and smoking tobacco. January 18, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

CAPT. ARTHUR BARLOWE:—21,424.
For cigars, cigarettes, chewing and smoking tobacco. January 18, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

BRENTMORE:—21,425.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 18, 1911. Seeman Bros., New York.

NOLANCO:—21,426.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 18, 1911. H. C. Nolan Co., Sellersville, Pa.

BROWSER'S FAVORITE:—21,427.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 18, 1911. Jacob G. Shirk, Lancaster, Pa.

WILLIAM HARRISON AINSWORTH:—21,428.
For cigars, cigarettes and cheroots. January 18, 1911. Heywood, Strasser & Voight Litho Co., New York.

COUNCIL CREST:—21,429.
For cigars, cigarettes, chewing and smoking tobacco. January 18, 1911. F. M. Howell & Co., Elmira, N. Y.

CAFE MELLONE:—21,430.
For cigars. January 18, 1911. J. P. Kilfeather, New Haven, Conn.

1911:—21,431.
For cigars. January 19, 1911. Mrs. L. M. Strauss, Argenta, Arkansas.

BRENTWOOD:—21,432.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 20, 1911. Seeman Bros., New York.

TATTLE TALE:—21,433.
For cigars, cigarettes, chewing and smoking tobacco. January 20, 1911. American Cigar Co., New York.

OVADA:—21,434.
For cigars, cigarettes, chewing and smoking tobacco. January 20, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

SOLA ROSA:—21,435.
For cigars, cigarettes, chewing and smoking tobacco. January 20, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

CENTRAL DIVISION:—21,436.
For cigars, cigarettes, chewing and smoking tobacco. January 20, 1911. Friedman Bros., White Plains, N. Y.

LILLIAN:—21,437.



For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 20, 1911. Jas. B. Brown, Royersford, Pa.

MILD-O:—21,438.
For cigars. January 20, 1911. Williamson & Browser, Xenia, Ohio.

HAZINA:—21,439.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 20, 1911. Adolph Hirtenstein, New York.

REY-AMO:—21,440.
For cigars, cigarettes and cheroots. January 23, 1911. Petre, Schmidt & Bergmann, Philadelphia.

D. ORNSTEIN'S A. B. C.:—21,441.
For cigars. January 23, 1911. D. Ornstein, Philadelphia.

WERCO:—21,442.
For cigars, cigarettes and cheroots. January 23, 1911. Moeller, Kokeritz & Co., New York.

VANDERBILT CLUB:—21,443.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 23, 1911. Kiessling Cigar Co., Chicago, Ill.

VANDERBILT HOTEL:—21,444.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 23, 1911. Kiessling Cigar Co., Chicago, Ill.

HOTEL VANDERBILT:—21,445.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 23, 1911. Kiessling Cigar Co., Chicago, Ill.

FLOR DE VANDERBILT CUP:—21,446.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 23, 1911. Kiessling Cigar Co., Chicago, Ill.

WINECKE & DOERR'S NORTHWEST:—21,447.
For cigars, cigarettes and cheroots. January 23, 1911. Lillies Cigar Co., Detroit, Mich.

HOME FACTOR:—21,448.
For cigars, cigarettes, chewing and smoking tobacco. January 23, 1911. Fay Lewis & Bros. Co., Rockford, Ill.

UGETIT:—21,449.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 23, 1911. A. G. Weidmann Cigar Box Mfg. Co., Kansas City, Mo.

LIMBERT:—21,450.
For cigars. January 23, 1911. Haas Bros., Cincinnati, Ohio.

ELL PRYTANIA:—21,451.
For cigars, cigarettes and cheroots. January 23, 1911. Luckett, Luchs & Lipscomb, Philadelphia.

GOOD COUNCIL:—21,452.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 23, 1911. Louis W. Keyer, Dayton, O.

GREATER LIMA:—21,453.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 23, 1911. John Dietrich, Lima, O.

BASKET BOUQUET:—21,454.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 23, 1911. Louis W. Keyer, Dayton, O.

PRINCE'S MONOGRAM:—21,455.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 23, 1911. Wm. S. Prince, New York.

WILL'S BEST:—21,456.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 23, 1911. W. M. Siers, Wilkes-Barre, Pa.

STOP! Here's the Quality, LOOK!! Apply the Test, LISTEN!!! and Get the Price:—21,457.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 23, 1911. S. R. Baldwin, Columbus, Ga.

FRANCIS GALTON:—21,458.
For cigars and cigarettes. January 23, 1911. A. C. Henschel & Co., Chicago, Ill.

MARQUIS STEYNE:—21,459.
For cigars, cigarettes, chewing and smoking tobacco. January 23, 1911. Chas. Stutz Co., New York.

EL SUSERO:—21,460.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 24, 1911. Faiwell & Rosenstein, Chicago, Ill.

BROOKLYN LEADER:—21,461.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 24, 1911. Henry Mothner.

LA INTELIGENCIA:—21,462.
For cigars, cigarettes, chewing and smoking tobacco. January 24, 1911. Havana-American Co., New York.

THISTLE ROSE:—21,463.
For cigars, cigarettes and cheroots. January 24, 1911. Heywood, Stresser & Voight Litho. Co., New York.

AMANDA LEE:—21,464.
For cigars, cigarettes and cheroots. January 24, 1911. Heywood, Stresser & Voight Litho. Co., New York.

COUNTY TAX:—21,465.
For cigars, cigarettes and cheroots. January 24, 1911. Heywood, Stresser & Voight Litho. Co., New York.

ANTENOR:—21,466.
For cigars, cigarettes and cheroots. January 24, 1911. Heywood, Stresser & Voight Litho. Co., New York.

FOREGUARD:—21,467.
For cigars, cigarettes and cheroots. January 24, 1911. Heywood, Stresser & Voight Litho. Co., New York.

MONK:—21,468.
For cigars, cigarettes and cheroots. January 24, 1911. Heywood, Stresser & Voight Litho. Co., New York.

RENETTA:—21,469.
For cigars, cigarettes and cheroots. January 24, 1911. Heywood, Stresser & Voight Litho. Co., New York.

ROYAL DOLLY:—21,470.
For cigars, cigarettes and cheroots. January 24, 1911. Heywood, Stresser & Voight Litho. Co., New York.

PRETTY SOON:—21,471.
For cigars, cigarettes and cheroots. January 24, 1911. Heywood, Stresser & Voight Litho. Co., New York.

TASKMASTER:—21,472.
For cigars, cigarettes and cheroots. January 24, 1911. Heywood, Stresser & Voight Litho. Co., New York.

EDWARD B. WHITNEY:—21,473.
For cigars, cigarettes and cheroots. January 16, 1911. A. C. Henschel & Co., Chicago, Ill.

HARLEM DIVISION:—21,474. (With design as per illustration.)



For cigars, cigarettes, chewing and smoking tobacco. January 25, 1911. Robert B. Friedman, White Plains, New York.

LA EXPOSICION:—21,475.
For cigars, cigarettes and cheroots. January 25, 1911. Luckett, Luchs & Lipscomb, Philadelphia, Pa.

QUID PRO QUO:—21,476.
For cigars, cigarettes, chroots, stogies, chewing and smoking tobacco. January 25, 1911. Wm. Knapp & Co., San Francisco, Cal.

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For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

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CIGAR BROKER,
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Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
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6-17-he

FOR SALE—One of the best known and paying cigar stores—some jobbing—in northern Indiana. Only five wires may inquire for particulars to Sam J. Unger, Elkhart, Ind. 1-15-h.

WANTED FOR CASH—Job lots of cigars. Any quantity and quality. Send sample and price to The Majestic Cigar Co., 189 St. Nicholas Ave., New York. 1-15-h.

ADVERTISING MANAGER—Thoroughly experienced in organizing and managing effective sales and advertising campaigns. Would connect with a manufacturer of high-grade cigars who has unwavering confidence in his product. Address Publicity, care of Tobacco World. 1-15-tf.

Situations Wanted.

SUPERINTENDENT—Wants position. Up-to-date, A-1 mechanic in every branch of cigar manufacturing. Expert on leaf tobacco and blending. Large factory only. Highest reference. Address Box 3, The Tobacco World, 102 S. 12th St., Philadelphia. 2-1-h.

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50 PER CENT. PROFIT ON THIS SIDE LINE.
SALESMEN, CALLING ON THE CIGAR AND TOBACCO TRADE, CAN OBTAIN A SIDE LINE PROPOSITION WHICH WILL NOT INTERFERE WITH THEIR REGULAR BUSINESS, TAKE VERY LITTLE OF THEIR TIME AND YIELD A PROFIT OF 50 PER CENT. ONLY FIRST-CLASS MEN WHO CAN FURNISH REFERENCES AS TO HONESTY AND ABILITY NEED APPLY. WE CAN GET PLENTY OF THE OTHER KIND.
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FOR SALE—Pure Dutch, Gebhardt or Zimmer Spanish scrap filler tobacco. These scraps are from old resweat wrapper B tobaccos—high quality, clean, dry and ready to work. Write for samples and prices. Horner Tobacco Company, 208 S. Ludlow St., Dayton, O. 9-1-c

FOR SALE—Pure Havana scraps, guaranteed high aroma. Price, 45 cents; any quantity.
A. B. PANDOZ & CO., 173-175 E. 87th St., NEW YORK. 8-15-oh

PETER THE GREAT:—21,477.
For cigars, cigarettes and chroots. January 25, 1911. Bobrow Bros., Philadelphia, Pa.

FORT HENRY:—21,478.
For cigars, cheroots and stogies. January 25, 1911. Home Cigar Co., Bethesda, Ohio.

HORNING'S CHAMPION:—21,479.
For cigars, cigarettes, cheroots, stogies chewing and smoking tobacco. January 25, 1911. W. B. Horning, Flushing, Mich.

HAVANA SQUARE:—21,480.
For cigars, cigarettes, chroots, stogies, chewing and smoking For cigars, cigarettes, cheroots, stogies, chewing and smoking

STUART PARNELL:—21,481.
For cigars, cigarettes and cheroots. January 25, 1911. Bobrow Bros., Philadelphia, Pa.

VEST:—21,482.
For cigars. January 26, 1911. F. Motaetes, Philadelphia.

EL CIRO:—21,483.
For cigars, cigarettes and cheroots. January 26, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

SOME:—21,484.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 26, 1911. J. H. Beck & Co., Philadelphia.

EL DELICO:—21,485.
For cigars, cigarettes and cheroots. January 26, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

ROLANDO:—21,486.
For cigars, cigarettes and cheroots. January 26, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

EL KADAR:—21,487.
For cigars, cigarettes and cheroots. January 26, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

DAVID GRAHAM PHILLIPS:—21,488.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 26, 1911. American Lithographic Co., New York.

U. C.:—21,489.
For cigars and cigarettes. January 26, 1911. Torchinsky Bros., Chicago, Ill.

HONESTY:—21,490.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 27, 1911. R. Exposito, New Orleans, La.

EL AXITO:—21,491.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 27, 1911. Eminent Cigar Co., Detroit, Mich.

EL PRECISION:—21,492.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 27, 1911. La Zima Cigar Co., Philadelphia.

DORAFINO:—21,493.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 27, 1911. Hilbronner & Jacobs, Philadelphia.

QUEEN CARLOTA:—21,494.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 26, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

DONA DOLORES:—21,495.
For cigars, cigarettes and cheroots. January 26, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

TRANSFERS.

ESCONDIDA:—17,927.
For cigars. Registered June 3, 1909, by Columbia Cigar Co., New York and transferred to the Montclair-Bels Cigar Co., New York, on January 23, 1911.

FALMITA:—
Registered by Geo. Schlegel, New York, has been transferred to Antillas Tobacco, Co., on August 30, 1910.

LA FLORECILLA:—
Registered by Herman Struller, has been transferred to the Antillas Tobacco Co., New York, on December 5, 1910.

LA VINTO:—20,502.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 11, 1910. N. Isaacs & Co., Cleveland, Ohio, has been transferred to M. E. Loeb & Co., Cleveland, O., on January 25, 191.

REP:—20,467.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 5, 1910. N. Isaacs & Co., Cleveland, O., and transferred to M. E. Loeb & Co., Cleveland, O., on January 25, 1911.

VON TILZER:—20,468.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 5, 1910. N. Isaacs & Co., Cleveland, O., has been transferred to M. E. Loeb & Co., Cleveland, O., on January 25, 1911.

EL ABSOLUTO:—19,132.
For cigars, cigarettes and cheroots. November 29, 1909. Moller, Kokeritz & Co., New York, has been transferred to The Tierra del Lago Cigar Co., Tampa, Fla.

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For the Tobacco and Cigar Trade



The engineering experts of The Baldwin Locomotive Works passed on The Saurer Trucks and bought SIX of them

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Defeating over 400 Competitors
Invariably winning first prize in every class for Reliability and Economy

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Bush Terminal Co.	New York City	Obermeyer & Liebmann Brewing Co.	" "
Hodgman Rubber Co.	" " "	S. Liebmann's Sons Brewing Co.	" "
Geo. Ringler & Co., Brewers	" " "	Otto Huber Brewing Co.	" "
Safety Insulated Wire & Cable Co.	" " "	Rubsam & Horrmann Brewing Co.	Stapleton, S. I.
Merck & Co. (Chemicals)	" " "	Peterson Brewing & Malting Co.	Paterson, N. J.
Seeman Bros. (Wholesale Grocers)	" " "	Julius Roehrs & Co. (Florists)	Rutherford, N. J.
Koenig & Schuster (Wholesale Grocers)	" " "	Great Atlantic & Pacific Tea Co.	Jersey City, N. J.
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Aeolian Piano Co.	" " "	Emerson Drug Co.	Baltimore, Md.
Schwarzenbach, Huber Co.	" " "	Buick Motor Car Co.	Flint, Mich.
Standard Oil Co.	" " "	Peerless Motor Car Co.	Cleveland, O.
Empire State Dairy Co	Brooklyn, N. Y.	Baldwin Locomotive Works	Philadelphia, Pa.
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Samples cheerfully submitted upon request

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Specialty of Fine Pennsylvania Leaf

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All kinds of Cigar Leaf Tobacco
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Leaf Sold in any quantity, Wholesale or Retail

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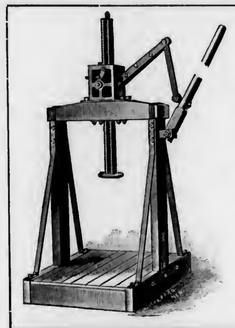


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The platform of this press is 3½ feet wide and 4 feet long.
The height in the clear is 4 feet. The total height with rack fully extended is 8 feet, 10 inches.
The press or jack stand is on top of the beam overhead.
This is a very Powerful Press
Many hundreds of them are now in use throughout the tobacco sections and giving entire satisfaction. Larger sizes made for special work.
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MAKER OF
CIGAR BOXES LABELS
SOUDERTOWN, PA. Telephone
Private Designs a Specialty Metal Printed Labels



Established 1868 Factory No. 48
GABLE & GILBERT
Manufacturers of
Fine and Medium Grade Cigars
Exclusive'y Skilled Labor, Fine Quality and Attractive Packages
Correspondence invited from Wholesale Dealers. Samples to Reliable House
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All about Tobacco From the Plant to the Finished Product
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FOR SALE BY ALL DEALERS
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¶ The best results, the greatest economy and the highest satisfaction are achieved by dealing with a reliable firm, well known for its fair prices, and square dealing, stylish work, prompt service, full count and courteous treatment.
¶ Our 30 years of experience catering to the CIGAR BOX TRADE insures this
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WM. WICKE RIBBON COMPANY
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Cigar Labels, Bands & Trimmings.

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CIGAR LABELS
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BELIEVERS IN PUBLICITY

These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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York Tobacco Co., The, York, Pa. 44

Established 1890 — Correspondence Solicited

Keystone Variety Works
HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon
Printed or Stamped in Gold or Silver
Labels — Stock Cards
Give Us a Trial. We Want Your Opinion

Parmenter Wax-Lined Coupon Cigar Pockets

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H. W. HEFFENER & SON
Steam Cigar Box Manufacturers
AND MAKERS OF
Patented Wire Bound Shipping Cases
HOWARD & BOUNDARY AVE. — YORK, PA.

Established 1834

WM. F. COMLY & SON Auctioneers and Commission Merchants
27 South Second Street, Philadelphia

REGULAR WEEKLY SALES EVERY THURSDAY. CIGARS, TOBACCO SMOKERS' ARTICLES, SPECIAL SALES OF LEAF TOBACCO. CONSIGNMENTS SOLICITED. ADVANCES MADE. SETTLEMENTS MADE ON DAY OF SALE

OUR HIGH-GRADE NON-EVAPORATING
CIGAR FLAVORS
Make tobacco mellow and smooth in character and impart a most palatable flavor
FLAVORS FOR SMOKING and CHEWING TOBACCO
Write for List of Flavors for Special Brands
BETUN, AROMATIZER, BOX FLAVORS, PASTE SWEETENERS
FRIES & BRO., 92 Reade Street, New York



F. P. SHANFELDER
Maker of
Quality Cigars
Put up in Attractive Style
¶ Jobbers and Dealers wanting Goods that are STANDARDS, should write
OUR BRANDS:—"Lucy Forrester," "Royal Guide," "Happy Felix" and "Fort Steadman"
Newmanstown, Pa.

MONARCH CIGAR CO.
RED LION, PA.
MAKERS OF LORD NORTHCLIFF, Superior five cent cigars and a fine line of medium priced goods.
Facilities Unexcelled - - - Correspondence Solicited
Goods Sold to Jobbing Trade Only

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WRITE FOR CATALOGUE OF 1,500 SHAPES
The American Cigar Mold Co.
1931-1935 Western Ave., and
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CINCINNATI, - OHIO

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They Please All Tastes
Always Uniform and Reliable

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Maker of
Good Cigars that Sell Cheap, but Not Cheap Cigars
The Quality is what Tells
Reliable dealers are invited to write for Prices
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Quaker City Stencil and Stamp Works
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Established 1890 — Correspondence Solicited

Keystone Variety Works
HANOVER, PENNA.
Cigar Ribbons, Silk Imitation and Muslinola Ribbon
Printed or Stamped in Gold or Silver
Labels — Stock Cards
Give Us a Trial. We Want Your Opinion

Parmenter Wax-Lined Coupon Cigar Pockets
AFFORD PERFECT PROTECTION AGAINST MOISTURE HEAT AND BREAKAGE
¶ INDORSED BY ALL SMOKERS, and are the MOST EFFECTIVE Advertising Medium Known
Racine Paper Goods Company
Sole Owners and Manufacturers
RACINE, WIS., - - - - U. S. A.

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H. W. HEFFENER & SON
Steam Cigar Box Manufacturers
AND MAKERS OF
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CIGAR FLAVORS
Make tobacco mellow and smooth in character and impart a most palatable flavor
FLAVORS FOR SMOKING and CHEWING TOBACCO
Write for List of Flavors for Special Brands
BETUN, AROMATIZER, BOX FLAVORS, PASTE SWEETENERS
FRIES & BRO., 92 Reade Street, New York



F. P. SHANFELDER
Maker of
Quality Cigars
Put up in Attractive Style
¶ Jobbers and Dealers wanting Goods that are STANDARDS, should write
OUR BRANDS:—"Lucy Forrester," "Royal Guide," "Happy Felix" and "Fort Steadman"
Newmanstown, Pa.

MONARCH CIGAR CO.
RED LION, PA.
MAKERS OF LORD NORTHCLIFF, Superior five cent cigars and a fine line of medium priced goods.
Facilities Unexcelled - - - Correspondence Solicited
Goods Sold to Jobbing Trade Only

VERTICAL TOP CIGAR MOLDS
HIGHEST GRADE MOLD AT LOWEST PRICE
WRITE FOR CATALOGUE OF 1,500 SHAPES
The American Cigar Mold Co.
1931-1935 Western Ave., and
1201-1209 Dayton Street
CINCINNATI, - OHIO

The American Tobacco Co.
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They Please All Tastes
Always Uniform and Reliable

H. G. BARNHART
Maker of
Good Cigars that Sell Cheap, but Not Cheap Cigars
The Quality is what Tells
Reliable dealers are invited to write for Prices
SPRINGVALE, PA.



Color and Cancelling Stamps — Lead Seals and Stencils
Quaker City Stencil and Stamp Works
INCORPORATED
234 ARCH STREET - - - - - - - PHILADELPHIA

INTENTIONAL 2ND EXPOSURE

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

THE LEADING 5c. CIGAR



Straiton & Storm Co., New York

TO THE DISCRIMINATING BUYER:

UNCHALLENGED

RUY LOPEZ TRADE MARK KEY WEST CIGARS

That's All!

RUY LOPEZ CA.

MAKERS OF

Only Clear Havana Cigars

New York Office: 86-88 Fulton Street

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States

76½ Pine Street, New York City

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1911

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By James R. Fordyce.

Tampa Shipments Now 4,500,000 Weekly. Return of Cigar Makers from Outside Points Increases the Production.

August C. Eisenlohr Dies at His Home. Member of Philadelphia Firm of Cigar Manufacturers Succumbs After a Long Illness.

New Cigar Factory at Detroit.

New Distributors of the "Girard" Cigar.

Prominent Lithographic Office Manager.
(Illustrated.)

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News From Leading Trade Centers.

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ESTABLISHED 1881

Vol. XXXI No. 4

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
41 Union Square, New York





FOR GENTLEMEN OF GOOD TASTE

SAN FELICE

5c A HIGH GRADE CIGAR FOR 5c

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

The DEISEL-WEMMER Co.

Makers, : : Lima, Ohio

In Production

Experience + Brains = Quality

Quality speaks for itself. **Quality** in your offerings means **success** in your **business:** you get it in the superlative degree when you handle our products and the numerous letters of commendation we receive from satisfied distributors attest this fact beyond argument.

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Red Demon
Our Special Dutch
Our Little Havanas

Cigars, 3 for 5c.
Ducico
Indemnity Bond
County Fair

Cigars, 2 for 5c.
Capt. Sam Brady
Pittsburg Girls
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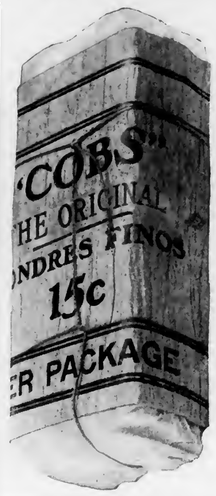
These are "leaders": we are unable to enumerate many others in this limited space, but upon request will send you samples of those lines adapted to the special requirements of the trade in your particular territory.

Want Us to Do So?

"Never put off until tomorrow what you can do today."

The Duquesne Cigar Co. of Pittsburg, Pa.

COBS



A MAN WHO HAS once smoked Cobs —wants Cobs. They give him satisfaction and bring him back to your store. They are the smoke of Quality. They please the most critical and at 15c. for 9 are the most economical cigar in the country.

Vest Pocket edition 5c. for a packet of 3.

Write for particulars.

I. Lewis Cigar Mfg. Co.

Newark, N. J.

The largest Independent Cigar Factory in the World

REASONS FOR SAVARONA SUCCESS

We are giving a series of reasons for SAVARONA success. Some of them apply to other Porto Rican cigars, but SAVARONAS are pre-eminent, because we have made better use of our opportunities than some other people.

Reason No. 8

Good Cigars can only be made in clean, up-to-date, sanitary factories. We attribute much of our success on SAVARONA to the fact that we own and operate suitable factory buildings. Any one posted on the conditions under which some cigars are produced realizes the immense advantage gained in having a clean, sanitary, up-to-date plant. Tourists have complimented us many times on the splendid way our factories are constructed and kept up.

In Savaronas you can be sure of a clean cigar made of fine tobacco, with workmanship that insures a good burn. SAVARONA is a remarkable cigar.

CAYEY-CAGUAS TOBACCO COMPANY

Pine Street, New York

(See next issue for Reason No. 9.)

THE CIGARS THAT MADE PHILADELPHIA FAMOUS!

Quality has sustained the reputation of **GENUINE**

Juan F. Portuondo

CIGARS

for more than forty years. There can be no better guarantee that

"THEY HAVE NO EQUAL"

Established 1869
Incorporated 1893

Juan F. Portuondo Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA

The Signature is on every box

FRISHMUTH'S WHITTLE CUT TOBACCO

WILL NOT BITE THE TONGUE

The Best

One Hundred Years Old

Mr. Dealer: Whittle Cut Tobacco is being advertised all over the United States. Will you not supply the demand we thus create? Write us today and we will put you in touch with the distributor in your district.

FRISHMUTH BRO. & CO., Inc.
Philadelphia, Pa.

BARON~GRAY



A Five Cent Cigar "Good Till the Last Puff"

Fine Proposition for Live Wholesalers and Distributors

WRITE TO-DAY TO
W. R. WALLASTON
Manufacturer - - DAYTON, OHIO

CENTRAL UNION



No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.





FOR GENTLEMEN OF GOOD TASTE

SAN FELICE

5c A HIGH GRADE CIGAR FOR 5c

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

The DEISEL-WEMMER Co.

Makers, : : Lima, Ohio

In Production

Experience + Brains = Quality

Quality speaks for itself. **Quality** in your offerings means **success** in your **business:** you get it in the superlative degree when you handle our products and the numerous letters of commendation we receive from satisfied distributors attest this fact beyond argument.

Study This List

Stogies, 3 for 5c.
Red Demon
Our Special Dutch
Our Little Havanas

Cigars, 3 for 5c.
Ducico
Indemnity Bond
County Fair

Cigars, 2 for 5c.
Capt. Sam Brady
Pittsburg Girls
Lenawee Bouquet

These are "leaders": we are unable to enumerate many others in this limited space, but upon request will send you samples of those lines adapted to the special requirements of the trade in your particular territory.

Want Us to Do So?

"Never put off until tomorrow what you can do today."

The Duquesne Cigar Co. of Pittsburg, Pa.

COBS



A MAN WHO HAS once smoked Cobs —wants Cobs. They give him satisfaction and bring him back to your store. They are the smoke of Quality. They please the most critical and at 15c. for 9 are the most economical cigar in the country.

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1110-12-14-16 Sansom Street, PHILADELPHIA

The Signature is on every box

FRISHMUTH'S WHITTLE CUT TOBACCO

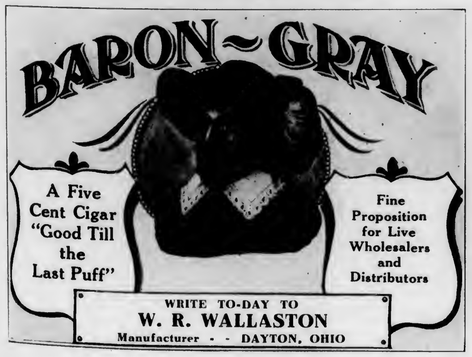
WILL NOT BITE THE TONGUE

The Best

One Hundred Years Old

Mr. Dealer: Whittle Cut Tobacco is being advertised all over the United States. Will you not supply the demand we thus create? Write us today and we will put you in touch with the distributor in your district.

FRISHMUTH BRO. & CO., Inc.
Philadelphia, Pa.



CENTRAL UNION



No other brand of Tobacco has grown so quickly in public favor

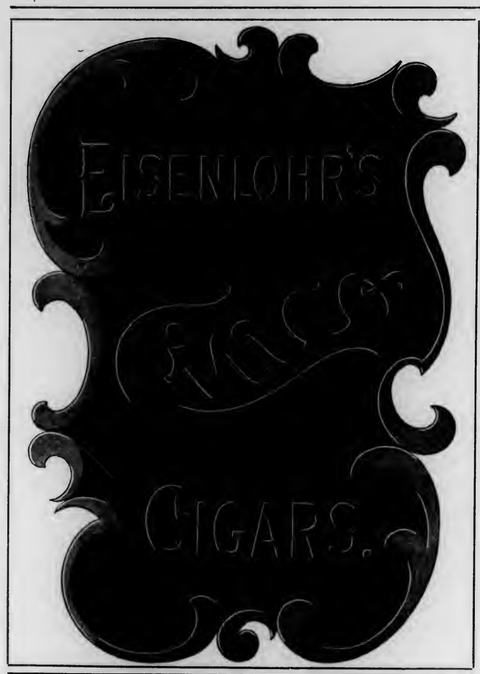
Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL 2ND EXPOSURE



BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

M 5¢ C

BUILD YOUR TRADE ON QUALITY

A Five-Cent Straight Cigar

ORANGE FLOWER

Warranted Long Havana Filler Made of

Hand-Made in Five Sizes

A Live Proposition for Live Distributors

H. B. GRAULEY, Manufacturer, 6th & Chestnut Sts., Phila.

Highest Grade of All Havana Cigars

EL PURITO

HABANA

Made in Thirteen Sizes of the Most Popular Shapes

For prices and other particulars address

I. M. HERNANDEZ, Maker, 1714 Columbia Ave., Philadelphia

CRESSMAN'S



Counsellor

The 5 Cent Cigars of Real Value

Made by Allen R. Cressman's Sons Philadelphia

ULRICH'S

Radmor

5¢ CIGAR

A. ULRICH & CO.

100 Market Street, Philadelphia

IF YOU must work to build up a substantial and profitable business, why not use the best material possible?

ROIG'S cigars will repay every effort made in their behalf, because their superior smoking quality is easily recognized and appreciated by men of good judgment and discriminating taste.

To build right, you must begin right. Begin right now with— ROIG'S

Established 1871

ANTONIO ROIG & LANGSDORF

PHILADELPHIA, PA.

"The Straw Shows the Way the Wind Blows"

A very old saying, but true. The way the public is taking hold of *"Crown" Coupons* is marvelous—like the straw, it tells a story just as true—it tells you Mr. Manufacturer and Mr. Retailer that the tobacco using public want *"Crown" Coupons* and *Certificates*.



Don't take our word for it—ask one of the hundreds of merchants who are giving them out. If the Public didn't take to them we couldn't hand out Ten Millions (10,000,000) in thirty days, and the smoker doesn't have to wait until he is as old as Methuselah either to get something—we give premiums for ten 25 Cent Certificates. Besides, *"Crown" Coupons* and *Certificates* are redeemable in conjunction with *"Crown" Stamps*. See the point?

The cost? Lower than any Cigar Coupon proposition in existence.

THE CROWN STAMP COMPANY

Largest Premium Parlors in the World

1007-09 Arch Street Philadelphia, Pa.

THIS is merely a preliminary notice that the

Second Tobacco Trades Show

Will be held at

Horticultural Hall, Philadelphia

BEGINNING

April 10th & ending April 15th, 1911

Wherever you are located, pay us a visit, smoke a friendly pipe, and see a show that The Tobacco Trade has dreamed of but never beheld. Come and get acquainted with our seven or eight thousand retail dealers and our more than half a million smokers. We'll be right there with the goods.

The Tobacco Trades Show

925 Lafayette Bldg., Philadelphia

44 CIGAR CO MAKERS

ADLON

QUALITY Responsible For the Stronghold of the "ADLON" 10c. Cigar



3 FOR 25c.	*This is Recognized by the trade throughout the country.*	10c. STRAIGHT

PHILADELPHIA, PA.



Eveready Cigar Lighter

The ONLY PERFECT LIGHTER Ever Put on the Market

Positively Cheaper Than Matches

Cannot get out of order and can be relied on to give a light when wanted. Weighs only 1¼ ounces and is about one-half the size of an ordinary match safe. Sent postpaid for 60 cents. Special prices in quantities. Catalogue of Novelties free.

SPUHLER NOVELTY CO., Dept. H., Pittsburgh, Pa.

Ideal Mexican Clay Cigar Moisteners



For Showcases, Wall Cases and Humidors

Made of solid brown Mexican clay with aluminum trimming, a combination ideal and sanitary. They will absorb more water and distribute it more uniformly than any other moistener ever offered. Write us for illustrated literature. **IDEAL CIGAR MOISTENER CO., Not Inc.**

Eastern Representative: Wm. Caldwell Co., 95 Warren St., New York, N. Y. 5447 S. Ashland Ave., CHICAGO, ILL.

THE KEY WEST CIGAR FACTORY — WEST — THE KEY WEST CIGAR FACTORY

THE

Key West Cigar Factory

Factory No. 413, KEY WEST, FLA.

Office and Salesroom: 43 to 47 W. 33d St., New York

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A LA FAMOSA EQUAL TO ANY MILD 10¢ CIGAR

E. Kleiner & Co., Makers, New York

CLEAR HAVANA CIGARS OF MERIT

Manufactured by

S. WOLF'S SONS

LUKOS-SMOKER — MADE IN KEY WEST FLA. BY S. WOLF'S SONS

Factory No. 318 KEY WEST, FLORIDA

WRITE FOR QUOTATIONS

THE BEAU BRUMMEL OF STOGIES

PHOEBUS

Manufactured by

Consolidated Cigar Co., Pittsburg

Distributed by

MITCHELL, FLETCHER & CO.

Philadelphia

Announcement to the Trade.

WE BEG to notify our friends and customers that following the fire in our factory on January 27th, we at once secured a temporary factory and are filling orders without serious interruption to our business.

¶ Contractors are now at work on our factory and we hope to occupy the same again within sixty days.

¶ Soliciting a continuance of your favors,

SANCHEZ & HAYA CO.

February 15, 1911 *Factory No. 1, Tampa, Fla.*

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

Havana's Kingly Product

MARCA INDEPENDIENTE
POR LARRAÑAGA
DE TABACOS DE VUELTA ABAJO

Oldest Independent Factory in Cuba
Established over 75 Years
The Cigar of QUALITY and RENOWN
New York Office:
D. JACOBS, 200 Fifth Avenue

HAVANA CUBA CIGARS

CASTAÑEDA
TRADE HABANA MARK

We Suggest CASTANEDA

- Highest Class Materials
- Best Workmanship
- Perfect Colors
- Delightful Aroma

New York Office: 3 Park Row
Dave Echemendia, U. S. Rep.
Telephone Connection
London Office: 14 Gracechurch Street
Castaneda (Havana) Cigar Factories, Ltd.
129 Virtudes, Havana.
Cable Address, Havana, London and New York: CIGARESTAS

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

EL CREDITO and MIRAMAR

American Clubmen's Favorite Brands

EL CREDITO DE C·R·MAURI HABANA — Trade Marks — MIRAMAR DE RODRIGUEZ Y HNO HABANA

If you want to handle a popular line of RELIABLE HAVANA CIGARS write for our price list.

RODRIGUEZ Y HNO.

BELASCOAIN 88c. Esq. A. Penalver Havana

EL AGUILA DE ORO

BOCK & Co HABANA — BOCK & Co

LA ESPAÑOLA DE TUEYO Y Cª HABANA
LA FLOR DE NAVES DE OBESO Y CUETO HABANA
LA FLOR DE MURIAS DE A. MURIAS Y Cª HABANA
LA COMERCIAL DE RENGOCHEA Y FERNANDEZ HABANA
A DE VILLAR Y VILLAR
LA FLOR DE HENRY CLAY JULIAN ALVEZ HABANA
H DE CABANAS Y CARBAJAL
ESTELLA DE F.G.C. HABANA
LA INTIMIDAD DE ANTONINO CARUNCHO
LA MERIDIANA DE P.M.Y Cª HABANA PEDRO MURIAS
LA AFRICAN HABANA
FLOR DE J.S. MURIAS HABANA — Flor de J. S. Murias y Ca.
FLOR DE CUBA DE M. VALLE Y Cª HABANA
MANUEL GARCIA ALONSO HABANA
SUPERIOR ROSA DE SANTIAGO DE PEDRO ROGER HABANA
FLOR DE YNCLAN DE F. YNCLAN HABANA
LA CAROLINA DE BANCES Y SUAREZ HABANA
LA CORONA

HENRY CLAY AND BOCK & CO. LTD.

HABANA, CUBA.

These BRANDS have long been recognised The WORLD Over as the Standard Values in fine

HAVANA CIGARS

During the year of 1910, the sales of

FIVE CENT **Pulliam Cigars** FIVE CENT

was very extensive.

But we have the facilities for taking care of more trade, and our success has spurred us to greater efforts. Therefore we have made an improvement in the *Pulliam* cigars and are now offering them in a *new shape*—strictly Hand-Made.

In *quality*, the *Pulliam* cigars are the best that the most careful selections of *Havana* and seed leaf tobacco will produce when skilfully made. There is just enough *Havana* to give pronounced *aroma*, and just enough domestic leaf to make them *very mild*.

Drop us a line and we will tell you how to participate in the benefits of handling *Pulliam* cigars.

PULLIAMS PLEASE PARTICULAR PEOPLE

MADE BY

HERMAN WARNER & COMPANY

YORK, PA.

Territory open to Progressive Houses — Write us to-day, it'll pay

Here is THE BEST 5c. Cigar

El Borita

DRAWS Trade and HOLDS IT

Made of the **Best** Domestic Leaf, by Skilful Hands, in Clean Factories, the **El Borita** is Banded, and put up in Attractive Boxes Tastes and Looks like a Cigar Twice the Price.



OTHER LEADING BRANDS:

LAVOCA 10c. to 50c. — **LATONIA** 10 Cents

Territory Open for Live Distributors

John Steigerwald & Co.

Main Office: Twentieth and Tioga Sts.

PHILADELPHIA

OLOGY

CIGAR OF QUALITY

5¢

BEST BRAND FOR BIG BUSINESS

CASPER ROSENBERG, MAKER

CLEVELAND OHIO

A Free Deal on London Trophies

The New 2 for 5c. Cigar

Mr. Dealer:—Save the profit sharing certificate found in each box, they are worth money to you. A fine proposition. We also make a line of 3 for 5c. stogies. Correspondence with wideawake dealers invited.

WABASH CIGAR COMPANY, PITTSBURGH, PA.

London Trophies ARISTOCRATS

Quinones Cabezudo Co.

MANUFACTURERS OF

High Grade Porto Rico Cigars

OUR BRANDS { "Mejorana" "Nabisco" "Tonina" "El Resumen" "Bella Cadiz" "Hanabanilla" "Quicaco" "Flor de Quizudo"

Factory and Warehouse: CAGUAS, PORTO RICO
New York Office: 130-132 PEARL STREET

This is a representation of the "R. B." package of cigars manufactured by

Rosenthal Bros., 373 E. 73rd St., New York



Owing to the numerous imitations and infringements, which have appeared upon the market from time to time, it was deemed important and necessary to have a decision from the highest court as to the exclusive rights in this brand.

Sit was accordingly brought in the U. S. Circuit Court for the Eastern District of Pennsylvania against a manufacturer who had been putting out a cigar under the brand "N. B." which was considered an infringement and imitation of the "R. B."

Decision has been rendered by the court, granting a perpetua injunction against such infringement and affirming Rosenthal Bros'. rights in the "R. B." brand, and they desire to warn the trade that all infringements of their brand will be vigorously prosecuted.

DECISION OF THE CIRCUIT COURT OF THE UNITED STATES FOR THE EASTERN DISTRICT OF PENNSYLVANIA

October Sessions, 1910, No. 579.

Charles Rosenthal, Isaiah C. Rosenthal and Frederick Fleischman, trading as Rosenthal Brothers,
Complainants,
vs.
H. L. Weaver and E. E. Weaver, trading as Weaver & Brother,
Defendants.

DECREE.

And Now, January 23d, 1911, on motion of Furth & Singer, Esquires, Solicitors for Complainants, and upon default of appearance by defendants, It is Ordered, Adjudged and Decreed that H. L. Weaver and E. E. Weaver, individually and trading as Weaver & Brother, the defendants, and each of them and their and each of their servants, agents, salesmen and all other persons in privity with them or any of them, be, and they are hereby perpetually enjoined as follows:

I. From using, in connection with the manufacture, sale, advertisement or display of cigars, upon packages, cigar boxes, cards, paper wrappers, plates, labels, discs, bands or otherwise, the letters "N. B." used by defendants in and on their cigar boxes filed as exhibits to Complainants' Bill in Equity and called "Defendants' Cigar Box No. 1," and "Defendants' Cigar Box No. 2" or any other letter or letters, symbol or symbols, word or words, separately or in conjunction with each other, so as to constitute a colorable imitation of the letter-symbol "R. B." (described and identified in Complainants' Bill in Equity, paragraph 5, and Exhibits "A," "B," "C," "D" and "E") used as a trade mark by the complainants in their business of the manufacture and sale of cigars on cigar boxes, labels, packages, cards, paper wrappers, plates, discs, bands and otherwise, designating the brand of cigars made and sold by them, so as to constitute a general and misleading resemblance to the boxes and brand of cigars manufactured, put up, packed, advertised and sold by the complainants, Rosenthal Brothers.

II. From using, in connection with the manufacture, sale, advertisement or display of cigars, upon cigar boxes, plates, labels, covers, wrappers, bands or otherwise the words and expressions "Not Made by a Trust," "Not Advertised," "Guaranteed Strictly," "Hand Made," exactly or colorably, in such print, style, design, color or collocation, so as to constitute a misleading simulation of said words and expressions more particularly described and identified as Exhibit "C" of Complainants' Bill in Equity, paragraph 5, or so as to constitute a general and misleading imitation of and resemblance to boxes and brand of cigars and the general dress, style, color and method of their wrapping and packing, manufactured, put up, advertised and sold by the complainants.

III. From using, in connection with the manufacture, wrapping, sale, advertisement or display of cigars, a tissue wrapper or any wrapper enveloping cigars on which is printed (with or without a letter or initial-symbol, colorably imitating or resembling complainants' trade mark consisting of the letter-symbol "R. B.") the following, or any colorable imitation thereof:

> "The manufacturers of this cigar guarantee that it is strictly hand made and that the filler is a high-grade carefully selected tobacco. This (R. B.) wrapper is put around it so that it will retain the fine, rich aroma for which it is noted."

so as to constitute a general and misleading resemblance to the brand of cigars manufactured, packed, put up, advertised and sold by the complainants.

IV. From using, in connection with the manufacture, sale, packing, boxing, advertisement and display of cigars upon packages, cigar boxes, cards, paper wrappers, plates, labels, bands or otherwise, a label or disc, made of paper or other material containing any letter or letters, symbol or symbols, word or words, and in such print, style, design, color or collocation, exactly or colorably, as to constitute a misleading imitation of the disc used by complainants more particularly described and identified in Complainants' Bill in Equity, paragraph 5, as Exhibit "A" and Exhibit marked "Complainants' Cigar Box," so as to constitute a general and misleading resemblance to the cigar boxes and brand of cigars manufactured, put up, advertised and sold by the complainants.

V. From holding out or representing in any way or from doing any act to mislead the public and the cigar trade into the belief, that the cigars manufactured and sold by the defendants are the same as the cigars manufactured and sold by the complainants.

VI. From authorizing, doing, writing, speaking or uttering any other act, matter or thing calculated to cause confusion between the cigars manufactured and sold by the complainants (Rosenthal Brothers) and the cigars manufactured and sold by the defendants, with the intention thereby of entering into and indulging in unfair competition against the complainants.

VII. That the defendants deliver to complainants all cigar boxes, labels, paper wrappers and other printed and descriptive matter now in their possession or under their control, of the form employed by the defendants and resembling the cigar boxes, labels, wrappers and other descriptive matter of complainants, described and identified in the Complainants' Bill in Equity as Exhibits "A," "B," "C," "D," and "E," for the purpose of their destruction by Complainants.

VIII. This Decree shall be operative on all cigars, manufactured, sold, shipped or delivered after the date of this decree, by the defendants and each of them, their agents, servants, salesmen, and all other persons in privity with them and any of them.

By the Court.

Attest:
George Brodbeck,
Deputy Clerk.

Fleischman & Fox,
Counsel for Complainants.

Heywood, Strasser & Voigt Litho. Co.
155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.
Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of
.:.Cigar Box Labels.:.
Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.
Send for Sample and Prices of our stock.

Western Office--Paul Pierson, Mgr., 160 Washington St., Chicago, Ill.

ESTABLISHED 1887
LOUIS C. WAGNER & CO.
43 EAST 20th STREET NEW YORK
ORIGINAL PRIVATE DESIGNS IN STOCK
IMPORTERS OF **FINE CIGAR LABELS AND BANDS**

GEO. SCHLEGEL
138 & 140 CENTRE ST. NEW YORK.
MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS AND TRIMMINGS.
PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.
CHICAGO 56 5TH AVE E. E. THATCHER, Mgr.
SAN FRANCISCO. 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

Send for Free Sample Book
OF
German Process Cigar Bands

THEY HAVE THE "LUSTER THAT LASTS"

THE BOOK contains an issue of original designs in a variety of colors, and every one perfect and superior to most imported bands. They are sold at a price that will save you money and yet give the most satisfactory results.
Attractive designs that are characteristic and highly embossed.

German Process Cigar Bands are the Best

Write Now—Made only by

Wm. Steiner, Sons & Company
LITHOGRAPHERS
Steiner Building 257-265 W. 17th Street
NEW YORK



Not One Stung

Over 1000 customers were asked to return this **Cigar Humidor Display Case,** if it was not as represented.
So far not one is returned, and 70 per cent. ordered more. A dealer writes, "I have doubled my sales, and wish I had room for a dozen more on my counter."
If $10 was paid for this case, it could not be improved The Moistener alone is worth more than any $2 kind on the market.
This case was sold at factory cost, to advertise it. The price is now $1.35, cash with order. Standard value is $2.50. It's the best skill can make, and quality is unmatched.
This case has a **Magnetic Influence** in the sale of cigars. No premium or scheme can equal it. The smoker is attracted by the Sanitary Display. It is the first thing he spies in the store and he sticks to it.

P. A. BECKER, 451 Hudson Avenue, Brooklyn, New York
Mfr of Sanitary Ventilating Moisteners, Display Cases, Glass Lids, etc. Est. 1892

Tin Cigar Cans and Boxes
THE HUMIDOR PACKAGE



Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.
NATIONAL CAN COMPANY
Independent Manufacturers Detroit, Mich.

Finest Imported Cigar Labels and Bands

Manufactured by

Gebrüder Weigang, Bautzen, Germany

American Representatives

Möller, Kökeritz & Co.

25 Astor Place, New York.

World Famous
Gold Medal Brands
"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA
Havana, Cuba

T&O COMPANY MAKERS

½ THE SIZE - ½ THE PRICE

LITTLE Wm Penn

THE NICKEL SIZE OF A GREAT 10c. CIGAR
5c. STRAIGHT
THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

A NEW FEATURE
OF ALL
PROMINENT STORES
VERY MILD
CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY
E. A. CONDAX & CO.
NEW YORK

The Originators of the
CONDAX STRAW TIPS

Pittsburg Stogies and Cheroots

Made by *Experienced Hands*, in *Daylight Workrooms*, under *Sanitary Conditions*.



"Workmanship, Cleanliness and Quality," our Motto.
"PURO SPECIALS" our Leaders
Write for Prices. Territory Open for Distributors

W. D. SHARPE CIGAR CO.
Pittsburg, Pa.

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, FEB. 15, 1911. No. 4.

August C. Eisenlohr Dies at His Home.

Member of Philadelphia Firm Succumbs After Protracted Illness.

AUGUST C. EISENLOHR, a member of the firm of Otto Eisenlohr & Bros., cigar manufacturers, 940 Market street, Philadelphia, died at 1.30 Sunday morning, February 12th, at his home, 4200 Pine street. For the past four years Mr. Eisenlohr has been in poor health intermittently, due to arterial sclerosis, which was the cause of his death.

He was born in Philadelphia, in 1863, was unmarried, and is survived by a sister, Miss Marie Eisenlohr, and three brothers, Otto, Louis H. and Charles J. Eisenlohr.

He was a member of the Union League, Manufacturers' Club, Philadelphia Yacht Club and University Lodge No. 610, F. and A. M. Mr. Eisenlohr was an enthusiastic yachtsman, and spent much of his time in the summer cruising in Chesapeake Bay and Long Island Sound.

The deceased started his business career with the firm of William Eisenlohr & Company, cigar manufacturers. After the death of his father, William Eisenlohr, he formed a co-partnership with Henry T. Freyer, under the style Freyer & Eisenlohr. This co-partnership later was dissolved, and since June, 1902, he has been associated with the firm of Otto Eisenlohr & Bros.

From the beginning of his connection with the firm, Mr. Eisenlohr was directly in charge of the leaf department, and frequently visited the tobacco centres here as well as in Cuba and Amsterdam, to make purchases. He was regarded an expert judge of tobacco qualities.



MR. AUGUST C. EISENLOHR

Personally he was very genial and pleasing, and his death is deeply regretted by his friends and business acquaintances.

The funeral took place to-day, services being held at the late residence of the deceased and attended only by the immediate family.

A New Southern Tobacco Raising Company.

ARTICLES of incorporation were recently filed with the Secretary of Birmingham, Ala., by the Chicago Planters Company, of Roberts Dale, Ala. The purpose is the raising of tobacco. The capital is placed at $10,000, and the incorporators were: William T. Bailey, Charles E. Willard, Edw. Ford Johnson, James K. McKay, George Camp Douglass, Linn White, and C. F. Johnson.

Tampa Cigar Shipments Now 4,500,000 Weekly.

Return of Cigar Makers from Outside Points Increases Production.

TAMPA, FLA., February 11th.

CONDITIONS among the cigar manufacturers of this city are fast approaching normality. It is estimated that nearly 4,500,000 cigars were shipped from Tampa during the past week, a gain of 1,000,000 cigars over the week previous, which is within a few millions of the weekly output.

One of the most encouraging signs to the manufacturers is that the Key West and Havana cigarmakers seem to be rushing back to Tampa as fast as steamers can bring them, and a cursory canvass of the factory shows that there are 6509 cigarmakers at their benches. Further recruits are expected this week from the abandoned factories in New York, Cincinnati, Philadelphia, Jacksonville and Miami.

For the month of January, tobacco receipts from Cuba totalled 4162 bales, while receipts during the first part of this month have been above normal.

For the week ending February 4th, customs receipts totalled $56,576.21, which figure beats every record for one week's collections held by this custom house. The increase in tobacco receipts figured largely in building these figures up. For the corresponding week one year ago, the collections totalled $31,095.63.

This record is so gratifying to the manufacturers here, who are now thoroughly buoyant, and with renewed energy increased shipments are rushed forward with all possible dispatch.

New Cigar Factory for Detroit.

DETROIT, MICH., February 15th.—A new cigar manufacturing firm has been launched here by a company backed by Mose Eisenberg, William Lichtig and others. They have just secured the brick building at Third and Porter streets, formerly occupied by the James Forrest Knitting Mills, and as soon as the structure can be made ready the manufacturing of cigars will be started. The men back of this enterprise are experienced manufacturers. Mr. Lichtig has formerly been associated with Brown Brothers, succeeding Mr. Richard Holmes, who had been with this firm for eighteen years. Formal announcement of the title of the firm, its officers and other details will be made at an early date.

How Much Should the Manufacturer Help the Distributor and Retailer?

Uses and Abuses of Some Schemes in Use To-day. Should Display Windows be Given Free to Exploit Certain Brands?

By JAMES R. FORDYCE.

IN the race for business manufacturers of cigars, cigarettes and smoking tobacco have within the past few years developed the methods of helping the distributor and retailer to a point to-day, where all concerned should pause and survey the present results and future consequences.

The desire of the manufacturer to help his jobber and distributor, and in turn the retailer, to sell his goods is natural and laudable. In the competitive stress of modern times it is impossible to draw the line sharply and say, "Let the manufacturer manufacture, let the distributor distribute and, finally, let the retailer retail." The interests of the three parties are so closely linked to this chain of merchandizing that one cannot act entirely independently of the other.

Assuming that these three interests are indissolubly allied, the point to consider then is how far should each go and what should each do to make the combination successful without robbing any one of his incentive or idependence.

It must be admitted that the manufacturer and jobber have done much within the past five years toward modernizing the retail cigar store, and have effected a tremendous saving to the merchant, in money, energy and time, in effecting sales. By liberal advertising to the consumer and effective missionary work, chiefly through personal solicitation, the manufacturers of smoking products have brought thousands and thousands of customers to the retailer, and in turn to the jobber. The manufacturers have created business and have simplified the methods of the retailer, so that it has become no longer necessary for the clerk to haggle over the counter with the customer, since the manufacturer has made the customer before he entered the store.

In addition to the general advertising the manufacturers do on sign-boards, in newspapers, street cars, etc., they have gone to no end of expense in supplying window cards, and window cut-outs, display cards and other effective novelties exploiting their brands. All these helps are beneficial to the retailer and jobber, and, of course, indirectly to the manufacturer, since they create a demand and also establsh an identity for the brand and the factory.

Abuses of the Service.

If these schemes could be restricted, this service could be made really helpful at economical expense. But in their efforts to outdo each other in offering such service to gain the good will of the jobber and retailer, there is a strong tendency to-day among manufacturers to overdo it. This is the danger point! Not only does this service cost the manufacturers a great deal more than it should, but it also tends, where it is abused, to rob the distributor or retailer of his initiative and reduce salesmen to mere machines rather than human beings.

If the retailer is made too dependent upon his jobber and distributor, and they in turn too dependent on the manufacturer, they are sure to have their own ideas dwarfed or abuse the liberality of the men who supply them with service.

Many manufacturers, not only do local advertising for the jobbers and distributors, but in many instances, they pay a part of the display advertising expenses in local newspapers. This naturally delights the distributor and retailer who awakens with the fact that when he buys goods, he can also ply the "big stick" on the manufacturer and make him pay for all or part of his expense that he, the dealer, creates in giving publcity to the manufacturer's goods.

Signs That Are Overdone.

Another abuse, which has grown out of the present day conditions, is the overdoing of the shop sign cards. Every manufacturer of cigars, cigarettes or smoking tobacco, who comes along and places his brand, naturally wants the retailer to hang one of his signs on the humidor, the wall or in the window. At first the retailer does not object, but he soon finds if he allows one sign to be hung, he ought to, in fairness to the other lines he carries, allow every manufacturer to decorate his walls with his signs. What has been the result? Either the retailer has been compelled to allow his store to look like a crazy quilt or draw the line and forbid all signs. In fact, in many of the most prominent retail stores throughout the country this no sign rule prevails, and one prominent dealer told me that this has been the only sane solution of the show-card evil. Of course, there are thousands and thousands of stores who permit signs to be hung without regard to the artistic effect, but I think that any one who investigates conditions to-day will find there is a growing tendency to eliminate the overdisplay of signs, except in cases where there is a special window display of goods that are to be featured. Then the more signs used in the window, the more effective the advertising.

Speaking of windows, leads me to another phase of the service idea. I was standing in a prominent cigar store the other day, when a missionary man, who was pushing certain brands of cigarettes dropped in, and, after the usual palaver, asked the dealer if he would allow him to decorate his window with the "——" brand of cigarette.

"Certainly," said the retailer; "you can have that window," pointing to plate glass front which faces the sidewalk, where thousands of people pass hourly, "but what will you give me for the privilege?"

Should Windows Be Free?

"Give you, why, we never give anything for the privilege of making your windows well dressed, and on the other hand, we make no charge for doing the work for which you would have to pay a skilled man," came the reply from the missionary gentleman.



HOW MUCH WILL YOU PAY FOR THAT WINDOW?

"Well, I have to pay rent for this store—a heavy rent at that—and that window is a part of the store for which I am paying. Why should I turn it over to you, to exploit your goods, when I might use it for myself to exploit my own private brand? If you use the window, not only you get the advertising for your factory, but also feature a brand which the consumer can buy at almost any old store. If I use your window I will feature brands which I control, either through private labels or through special arrangement through the manufacturer."

The cigarette man saw the point and admitted that it would be folly for him to pay for a window, when he could get all the windows he wanted gratuitously.

This incident illustrates the independent stand which some of the larger retailers are taking to-day.

Another phase of the service which manufacturers are giving the jobbers is the sending of missionary men to drum up trade among retailers. While the missionary idea is a good one, where properly restricted, there is an unmistakable tendency to over-rate its importance. Would it not be better if the manufacturer, instead of spending so much money under this scheme of creating business for the distributor, were to direct some of this money and energy toward educating the retailer to help him to help himself? Show him how to do things, but don't do them for him, and make him less dependent.

In a recent talk with a jobber, for whom the manufacturer was carrying most all the advertising burden, as well as supplying him with letters, books and circulars, to be sent to his mailing list, he stated: "It's a cinch to sell those goods. I simply buy them and they do the rest." This jobber is allowing six or eight manufacturers to run his business. He is simply buying the goods, that they are producing, and following their directions implicitly as to how to market them.

In reality, these manufacturers are doing the retailing and this jobber is slowly but surely losing his grip on his own business, because he is allowing them to do too much for him. This assistance, carried to an extreme, is sapping thousands of dollars from the manufacturer and all the energy from the jobber. It is misdirected effort, and in the long run will weaken, instead of strengthening, the parties concerned.

All these observations lead me to the conclusion that, unless the abuses of this overzealous desire to help the jobber and retailer are checked, the manufacturer will soon find himself forced to do the retailing direct.

Would it not be better to let some of these selling functions in the hands of the distributor or retailer, who face directly the consumer, and let the manufacturer devote more of his time, energy and money to the perfecting and improvement of his product, and allow him to spend his surplus money in advertising to the dealers and distributors in new markets. He can find these new markets by using the trade papers and following up his campaign with a competent selling organization.

The Merits of the Perry Pipe.

THE new Perry pipe is now actually on the market. It is the product of the Perry Pipe Co., of 1810 West Madison street, Chicago. The Perry pipe is claimed to be the most sanitary of any pipe now on the market. It is almost impossible for it to become clogged, and it can be thoroughly cleansed in a few seconds.

The manufacturers claim that, in point of construction, it absolutely prevents nicotine, saliva, tobacco-oil or other impurities from entering the mouth, and that it will positively not clog up under conditions of any kind. Furthermore, it is economical, because one can smoke all of the tobacco to the bottom of the bowl.



J. ABRAM VOICE

Prominent Lithographic Office Manager.

ONE of the best known men in the lithographic trade is J. Abram Voice. He has held an important position at William Steiner Sons & Co. for many years past, and by reason of his frequent trips among the trade has become widely known among the leading cigar, cigarette and tobacco manufacturers in the country.

His name was Jacob Abramovice, which was found among many of his personal friends to be difficult of pronunciation and to remember, and after giving the matter careful thought and consultating with many of his friends and employers, he sought the advice of competent counsel, and legally changed his name to Jacob Abram Voice, but will use in his business and correspondence the name of J. Abram Voice.

The portrait above shown is a good likeness of Mr. Voice, whose name became legal on February 3d, and the name of Voice was granted to all members of his family.

In speaking of the reasons which led him to make the change referred to Mr. Voice said:

"I like the name of Voice because it is simple of pronunciation, and short, and have experienced a great deal of trouble while on the road with my jaw-breaking Abramovice. It was almost invariably mispronounced and misspelled when written. I decided, however, to continue the use of the name Abram as a middle name, so that the majority of my friends and business acquaintances would be able to readily recognize the similarity, for as a matter of fact, I have been frequently called Abramvoice."

Mr. Voice entered the employ of William Steiner, Sons & Co. in 1890, after having completed a college education in New York City, and has passed by gradual stages through every department of this great industry, gaining practical knowledge of the business, gradually rising to the position of office manager, which he has held for a number of years. He is always a welcome visitor among his numerous friends and customers.

Robert C. Berger & Co., the title of the new leaf tobacco firm incorporated at Detroit, has capitalized at $5,000, and Henry T. Berger holds twenty-three of the twenty-five shares of stock.

PROBLEMS of the RETAILER

Special Work Necessary at All Times.

THE really energetic dealer will not be satisfied with doing special work at special times, but he will of necessity be doing special work at all times. The old saying that "Everything comes to him who waits," is not applicable to the business of the cigar dealer, for he must keep hustling while he waits, and the retailer with that tired feeling, who sits down and simply waits for the business to come to him, and then kicks about the poor business he is doing, has only himself to blame. To be sure, business will drop off without rhyme and apparently without reason sometimes; but, at the same time, the cigar man who keeps constantly on the hustle is invariably the one who does the largest and most successful business.

To be frank and honest with yourself, can you say that you are making the best efforts that there are in you? Are you using every possible means for developing your business to larger proportions? Have you carefully gone over the stock of goods you are carrying and reassured yourself that you have the right line of goods—a line that gives uniform satisfaction to your patrons?

Do you insist that everything about your store must be kept perfectly clean, and your goods just as delectable in their appearance as the food you eat?

These are all pertinent points, and no one can afford to overlook them in the least degree. Are your window displays neat and clean?

Do you change your displays at frequent intervals, at least once a week? Is the front of your store clean and inviting?

Do you ever use price cards?

These are also a few necessary elements to keep your store and goods in the favorable notice of the smoking public, to which must be coupled courteous and attentive service to your customers.

There is no use in bemoaning your fate by sitting idly by and resting yourself when you could better devote the time to installing a neater trim of the window if possible, sleeking up the general appearance of your store and making constant efforts to please your trade. These have been the real stepping stones to the success of the most successful.

Window Bulletin Suggestions.

ONCE again we desire to offer a few suggestions in the preparation of window bulletins. It is not intended that they should be copied out and out, but they may serve to suggest to you something that will be even more appropriate to your specific offerings. Bulletins in many instances have proven the most attractive features of a well-displayed window, and if well worded and properly executed they will catch the eye of the passing throngs and direct attention to the goods displayed.

But there is danger of over doing the thing. Do not fill the window with placards, for one good sign is worth a dozen por ones. Let it be neat and attractive and occupy a prominent position in the window and it will prove a factor.

With but few exceptions, the average retailer seems unable to prepare his own signs or bulletins, and yet a little practice and persistent effort devoted to the art—for it surely is an art to handle the brush in a neat and effective manner—will prove to himself, at least, that he is or is not a sign painter. A small camel's hair brush, a bottle of ink (India), a ruler or a straight edge of some kind, a card and a pencil, are among the most necessary materials.

If glossy effect is desired, special inks or colors can be easily obtained at high class stationers or artists' material stores.

Decide upon the wording you want upon the card before you begin to do the lettering, then outline the whole of it with light pencil marks. After the designing has been arranged to your own satisfaction, fill in the letters with the brush, and you will probably be surprised at your own handiwork. The main fault of the novice lies in the fact that he desires to turn out a sign in a few minutes. Don't hurry; take your time and you will be making haste by going slowly.

It is not always intended for the retailer to make use of the suggestions appearing in this department exactly in the wording as used, for the reason that they may not have a brand name that may work in well and carry out the idea.

The following ideas can be used in connection with many brands, or use the idea to aid you in getting up a card that will fit your particular wants or desires:

"SUCH A BUSINESS."
WE GAVE AWAY
4114471199
LIGHTS LAST WEEK.
COME IN AND
GET ONE.

SMOKE ONE OF
OUR
RED ROBIN
CIGARS.
IT'S A BIRD!
5c. A FLY.

THIS IS
THE DOCTOR
5c. CIGAR.
TAKE ONE EVERY HOUR
AND ENJOY
HEALTH AND HAPPINESS.
$2.00 FOR 50.

WE ARE
CIGAR WISE
IF NOT
OTHER WISE.

IF YOU WANT
5c. WORTH FOR
A NICKEL,
WE'VE GOT IT.

"Wish I Were a Cigar Clerk."

"I WISH I were a cigar clerk," sighed the weary young lady behind the glove counter. "I don't believe a fellow who gets a pipe, a holiday package of cigarettes or a box of cigars from Santa Claus ever thinks of returning or exchanging them. If he doesn't want them he gives them to the janitor, or somebody else. He's decent anyway; and that's more than I can say of all of 'us vimmin folks.'"

A WESTERN dealer, occupying a good location, but in close proximity to drug and other stores, also carrying a stock of cigars largely as a side line, displayed a sign in his window which had been neatly lettered, and read as follows:

NO SOAP
WHISKEY
CLOTHING
PAREGORIC
OR
HAIR OIL
SOLD HERE.

ONLY GOOD CIGARS.

Ten Cigarist's Resolutions.

1. I will not be a price cutter.

2. I will study diligently to know what it costs me to sell goods.

3. I will treat my creditors, customers, competitors, employees and myself with absolute fairness.

4. I will seek to know my competitors better, and try to get them all into a local association for mutual benefit.

5. I will endeavor to systematize my business, and secure the co-operation of my sales force; to increase the value of my business to the maximum, and to reduce the cost of doing business to the minimum.

6. I will neglect no opportunity to improve my own business knowledge and conditions, and yet do what I can to uplift the condition of the trade, lending what influence I may have in supporting all movements for that purpose.

7. I will actively support an association and attend its meetings, serve on committees, if requested, answer any communications I may receive from its officers, and in all other ways endeavor to promote its aim and object.

8. I will cheerfully read each issue of my trade paper, and see that my subscription is not allowed to expire; and I will freely write to the editor whenever I am moved, either to commend or to criticize, realizing that it is my paper, and that its value depends, to a certain extent, upon my attitude toward it.

9. I will thoroughly and systematically advertise my business, realizing that if I have something to sell I cannot expect the people to guess it, unless I at least give them a hint; and the more plainly and persistently I tell it, the better they will know it.

10. I will be loyal to both jobber and manufacturer, who are loyal to me; and loyal to other merchants of my town, as I have a right to expect them to be loyal to me; realizing that if I am inconsitent in these respects, I have no right to complain because their people do not patronize my store.

The Tobacconist and His Window.

WE find so many new and inexperienced traders coming into the tobacconist's trade that it may also be opportune to return to the subject of window dressing. We quote some useful remarks by an American expert, who advises tobacconists as follows:

"Let us say that at this bright summer season clean and tasteful window dressing is essential to the success of the shop.

"While on this subject it may be in order to refer to the necessity of changing the display frequently, and to emphasize the advisability of making these changes at the most opportune times. Seasonable displays are always serviceable, and, now, that the summer is upon us, there is every opportunity for bright, tasteful and attractive displays, which are not merely attractive in themselves, but excellent business getters. If the plan is well thought out beforehand, the work of changing the display should not take very long in the average window devoted to a show of cigars, tobacco and smokers' articles. A store with the blinds drawn for a day, or part of a day, while an experienced clerk putters around trying to clean up the window and put it in order again without any definite plan of procedure should never be seen in any well-regulated establishment. Different people have different ideas—some storekeepers prefer single displays, *i. e.*, a few articles as strikingly arranged as possible, while others pin their faith to displays which occupy the whole of the available window space. In the case of the former, the window has to be changed frequently, while the work involved in connection with the latter precludes so many changes. The full-sized display must not be left in the window too long, otherwise the goods will be spoilt and the effect aimed at will be a failure. Cleanliness is an essential to success, and without this factor the best results cannot be secured.

"It has often been asked by the novice: What is the best way to proceed in dressing a window? Should the idea be first conceived and then cast accordingly, or developed as one goes along? This question would be answered differently perhaps by window dressers, but it is generally admitted by trained men that unless the dresser is a natural genius the most satisfactory plan is first to decide the general scheme, map it out on paper, if that course is found helpful, and then drive straight for it. The same principle applies to musicians. One improvises with ease, while the other must carefully follow the notes in order to accomplish a skilful performance. The window-dresser who wishes to be entirely successful must not merely study other people's work in order to absorb ideas which he may work out to suit his own particular case, but he must also regard his space, the *clientèle* he desires to attract, and also his goods. Another important matter is the background or setting. All these are items which require time and thought, but the persevering and ambitious window-dresser will not hesitate to spend his time in devising business drawing displays. And, fortunately, in the cigar and tobacco trade there is a variety of goods which lend themselves to really artistic schemes of window dressing, and if the window-dresser does his best with his material, he is not likely to fail. But he must look at the matter carefully and with discretion, if he is to succeed in his object of making the show window what it ought to be, namely, one of the best paying items in the organization of the store."—*Exchange.*

Robert D. Crabbs, of Muncie, Indiana, recently pleaded guilty to the charge of operating a gambling room in connection with his cigar business in that town. He also, however, made a counter charge against the officer who placed him under arrest, who, too, is to be tried.

Late Retail Bulletins

Ralph Torrey has started a new cigar store at Surry, Me.

The Peterson Cigar Store, at Fairbanks, Alaska, was recently destroyed by fire entailing a loss placed at $1600.

A cigar stand was recently opened in the Grand Hotel, Cedar Rapids, Iowa, by Trousdale & Pinkerton.

George W. Tucker has opened a cigar store on Broadway near Lowell street, South Lawrence, Mass.

C. R. Miller has purchased the cigar business of Joe McDonald in the Kent Block, at Madison, Me.

The Cigar business of Mosby & Co., at Kalisbell, Mont., has been purchased by Charles Chaines.

Samuel Wolf has purchased the cigar store of Jacob Krohn at 29½ Genesee street, Utica, N. Y.

Arthur F. Wiegand has taken over the cigar store at 146 E. Water street, Elmira, N. Y.

H. M. Kirkendall, cigarist, at Bloomsburg, Pa., recently sold his business to J. C. Krout.

The Prince Cigar Co., at Tacoma, Wash., have opened a branch store at 718 Pacific avenue.

J. L. Jensen & Son, have succeeded to the cigar business of Harry Odell, at Blain, Wash.

F. J. Angood has engaged in the retail cigar business at Newton, Kans.

Frank Sussimihl has engaged in the cigar business at Santa Monica, Cal.

Wm. Stolba, of Fitchburg, Mass., has declared his inability to meet his obligations. Liabilities are placed at $2658, and no assets.

J. H. Kelly, a retail cigarist at Bridgeport, Conn., has leased a three-story building at 141 Fairfield avenue and hopes to expand his business.

Charles F. Legg, a popular cigar dealer at Montgomery, N. Y., had on exhibition during the holidays the finest line of cigars, etc. ever shown in that town.

A branch of the United Cigar Stores Company may be soon opened at Springfield, Mo. It is said that at present several locations are under consideration.

Chas. Galvin has succeeded to the cigar and tobacco business of W. J. Keating on Exchange street, Berlin, N. H. He takes possession of the premises on January 1st.

William W. Fleming has made some improvements in exterior alterations of his cigar store on West Patriot street, Frederick, Md.

The Art Hill cigar store, at Fourth street and Hennepin avenue, Minneapolis, Minn., was recently destroyed by fire, causing a loss of $3000.

Henry Reeves, of the American House Cigar Store, Pittsfield, Mass., has been a visitor recently to New York, laying in new stocks of goods.

Walter L. Blaine & Co. recently sold a cigar store in the Hull & Morton Block on North street, Greenfield, Mass., to Blaine & Dumont.

A new cigar store was recently opened at 23 South West street, Shenandoah, Pa., by Wm. J. Nork. The store is well stocked and will cater to a high class trade.

Robert F. Greene, of Marlborough, Mass., has leased a store at 120 Cabot street, in the Commercial Block, at Beverly, Mass., and will open a cigar and tobacco store at once.

Wm. Badt, a former tobacconist at Hartford City, Ind., has been sued by Wm. J. Van Order, a barber, who claims $150 as a commission for having sold Badt's cigar store several weeks ago to Chas. Lewellen.

One of the finest cigar establishments in the State of Indiana is said to be that of August Wasman, at Wabash, in the Randall Hotell Block, where a complete line of cigars, tobaccos and smokers' articles are handled.

Under the title of C. O. D. Cigar Store, Bennett and Williams have opened a new establishment on North Main street, Wilkes-Barre, Pa., and will devote their energies entirely to the building up of a trade on standard goods.

R. F. Donovan, proprietor of the Donovan Cigar Store, has fitted up a new establishment at 427 Textile street, Shreveport, La. It is claimed to be one of the finest cigar stores in the South.

The tobacco store of Benjamin Jenski, at 42 North Main street, Providence, R. I., was recently entered and robbed of goods valued at $110. Entrance was effected through a rear store and the entire store ransacked.

Some time ago the United Cigar Stores Company endeavored to secure a first class stand for a store at New Britain, Conn., but were unable at that time to procure the desired location. A business man of that town is said to be now in communication with them and it may yet result in a store being established there.

The Tobacco Products Co., of Chicago was recently incorporated with a capital of $50,000. The purpose of the new company is to manufacture and deal in cigars, cigarettes and tobacco of all kinds. The incorporators were Otto Baer, Abraham Greenberg, and Louis E. Cohn.

Some ugly charges have been made against Edward Munsey, proprietor of a cigar store at Ogden City, Utah. It is stated that some stolen articles have been found in his establishment, and that Munsey is charged with being an accessory to the crime.

H. N. Lebell, a retailer in cigars, etc., at Windsor Locks, Conn., was featuring his goods by means of special advertising in local papers during Christmas week. In addition to a choice line of cigars, Mr. Lebell specialized on his smokers' articles, such as pipes, cigar holders and other requisites.

Fred Willson and Don Campbell, two well-known young men of Marion, Ind., have taken possession of the cigar store in the Opera House, at Fifth and Adams streets. Under their management, however, the store is to be completely re-stocked and both exterior and interior renovated.

The new cigar store of Arthur Weigand, at 109 E. Water street, Elmira, N. Y., which was recently opened, showed one of the best Christmas displays in cigars and tobaccos in the city. Before engaging in the business on his own account Mr. Weigand was manager of the Rathbond Hotel Cigar Stand.

Since buying the cigar and tobacco business formerly conducted by Bradford on Main street, Saco, Maine, Harry E. Hanson, the new proprietor, has done very well. He has entirely refitted the new establishment and succeeded in attracting the attention of a very desirable class of patrons.

It is stated that the United Cigar Stores Company which now operate five cigar stores in the down-town district of Cleveland, Ohio, is negotiating for its sixth store in that city, and it is said that they have their eyes on Euclid avenue and East Sixth street block, now occupied by the Pyle & Allen Company.

It was stated that overtures had been made to M. J. Schwab by the United Cigar Stores Company to take over the new store recently opened by him at Third and Main streets, Dayton, Ohio. Mr. Schwab, however, states that he had not been approached and knew nothing of any representative of the latter company having been in his city for the purpose of locating store sites.

Minneapolis Court Will Punish Retailers.

JUDGE W. C. Leary, of the Municipal Court of Minnneapolis, Minn., recently assessed fines aggregating $60 on three law-violating retail cigarists, and declared that workhouse sentences will be imposed if the violators came before him gain.

Arrests were made on complaint of a truant officer, and upon his evidence B. Boiuselis, 519 Marshall Street, N. E.; Joseph Jacobs, Main street, and Josephine Lieberkowski, 425 Marshall Street, N. E., were arrested. The first two were fined $25 each while the woman was left off with a $10 fine and a stern lecture.

Agitating Cigar Store License.

THE city fathers of Springfield, Ill., are debating the advisability of licensing retail cigar stores. An ordinance has been introduced into council which provides that all cigar dealers in the future must pay a license to conduct their places of business. It is said the purpose of the license is to make it possible for the Mayor to put a quietus on raffles, punch boards, dice games, and other forms of chance, which, it is alleged some of the cigar dealers are conducting.

Cigar Store Opening Attracts 2,000 People.

THE formal opening of the new cigar store of Selby & Bogardus, on East Center street, Marion, Ohio, took place on the twenty-first instant, and between the hours of 7 A. M. and P. M. over two thousand people had visited the place. An orchestra had been employed for the occasion, and to each visitor was presented a dainty box containing two cigars as a souvenir.

The new place is furnished throughout in Green Mission and presents an attractive appearance.

Seattle Retailers' Association Elects Officers.

AT a recent meeting of the Seattle Retailers' Association, which was well attended by its members, new officers were elected and they are as follows: President, W. E. Sims; vice-president, L. L. Phelps; secretary, J. R. Brewster; assistant secretary, N. E. Nelson; treasurer, S. J. Brightman.

The board of trustees for the ensuing year will be made up as follows: O. A. Benson, J. R. Brewster, J. A. Gibson, T. J. Ivers, F. N. Kelley, W. E, Sims and A. L. Wismolek.

Schoenborn Secures Neil House Stand.

AS a result of a recent change in the ownership of the Neil House, a well-known hostelry, at Columbus, O., the E. M. Schoenborn Cigar Company has again taken control of the cigar stand.

The Perfecto Cigar Co., which had controlled the stand and which is regarded as one of the best in that city, have opened a store three stores North of the Neil House, and will also continue in control of the cigar stand at the Southern Hotel, which house has, however, also recently passed into the hands of new management.

Prominent Wheeling Store Has Changed Hands.

A TRANSACTION was recently consummated whereby the Hannan Bros. Cigar Store, located in the Riley Building, on Market street, Wheeling, W. Va., was transferred to Travers Bros.

The Hannan Bros. firm consisted of Charles and James Hannan, of whom the former is located at Pittsburgh, where he personally takes charge of their stogie factory. James Hannan had, until the time of his death about a year ago, looked after the Wheeling establishment, and at the time of his death Charles Hannan became the sole owner.

The firm had been in business in Wheeling since 1887. Travers Bros., who take over the business, are already now operating a cigar stand in the Schmulbach Building.

Henry E. Miller, for many years president of Hoffman & Co., at Red Hook, N. Y., manufacturers of tobacco and cigars, died at his home in that town recently. Mr. Miller had retired from active business about six years ago. He is survived by a widow and one daughter.



THE recent comment of Justice Harlan, of the United States Supreme Court, during the argument of the Tobacco case, has brought upon him a shower of chewing tobacco from all parts of the country. The Justice had lamented the fact that most of the chewing tobacco used was "rotten," and some of the ambitious manufacturers lost no time in convincing him that their brand is beyond his condemnation. George T. Brown, a tobacco manufacturer of Winston-Salem, N. C., sent the Justice a two-pound box of his juiciest and finest plug, accompanied by a letter reading: "This tobacco is made from the finest grown in North Carolina and by the formula and methods used by our fathers forty years ago. We do not like to see the Justice of the Supreme Court suffer for want of a good chew."

* * *

A story which robs the anti-cigarette agitation of much of its force, and reveals one of its prominent leaders as a sly hypocrite, who takes his puff on the quiet, has appeared recently in the newspapers. The tale relates to Governor Eugene N. Foss, of Massachusetts, vice-president of the anti-Cigarette League of that State. It is related that when Mrs. Elizabeth White, secretary of the anti-Cigarette League, visited the State House last week to ask him to join in a protest against boys riding in smoking cars, she noticed a box of cigarettes on the governor's desk. Prior to her entrance he had removed his own cigarette from his mouth and concealed it on an ash tray.

"I'm glad to see you are investigating those terrible things," said Mrs. White. "I have come to you, as our vice-president, to help suppress the evil."

"W—'um,—um," said the governor, anxiously eyeing a little wreath of smoke curling up from the ash tray.

"Why, will you believe it," continued the secretary of the anti-Cigarette League, "some prominent men have actually declined to help me—even saying they smoked the filthy things themselves. Can you believe it"?

The governor took a long breath.

"Madame, I can," he declared explosively; "in fact, I smoke them myself, and that's my favorite brand you've got your hand on."

Whether Foss will lose his job as vice-president remains to be seen.

* * *

This is the time of the year when the fellow who made the New Year's resolution to cut out chewing and smoking is breaking loose. I was standing in a cigar store the other day, when a chap entered, whom I knew, had, at the solicitation of his wife, taken the "No tobacco" pledge. When he saw me, he suddenly turned from the cigar to the confectionery counter and asked for a package of "chicklets." Then he walked out without comment.

I left the store and a few minutes later as I passed, returning, I saw the pledge-breaker puffing his first cigar since New Year's.

Have you noticed others of his kind?

I was in a prominent theatre of Philadelphia the other night, and dropped into the smoking-room for a between-the-acts puff. I had scarcely seated myself when a well-mannered and well-appearing chap offered me a box of cigrettes. Being a stranger, I at first refused, but his ingratiating manner led me to accept his generosity. As I started to smoke, I noticed this strange benefactor step up to another visitor and hand him a box, and even in less than ten minutes he had distributed perhaps ten boxes, and all of the same brand.

"Pretty liberal fellow," I remarked to my neighbor, "He must have all kinds of money, or is he crazy"?

"Nope," said my friend, "he's simply doing a little advertising, and he is sent here for that purpose."

I approached the cigarette salesman, and in course of a conversation, learned that he had been following this game for some time. He not only visited the leading theatres, but got into the leading clubs, and also in the lounging rooms at the various colleges, where he plied his little trade quite effectively.

* * *

"How well I know what I mean to do when the long dark (winter) evenings come."—*Browning, etc.*

Relic of vanished beauty,
Pipe, you are sadly sooty,
Yet as the smoke flits by me
After an evening nap,
Weary and worn and paded,
Weary and worn and jaded,
Though you are old and grimy,
Still you're a handy chap.

Puff! and I see the fairies,
Thick as the study air is,
Rise to the homely rafter,
Playing the Muse's Mime;
Puff! and I feel them stealing
Down from the blackening ceiling,
Lighting my soul with laughter,
Filling my bumps with rhyme.

Quicker I puff and quicker,
Thicker they come and thicker,
Shading the glowing embers
There in the ruddy grate;
Casting me fairy glances,
Sending a fog of fancies—
Not like a dull November's;
Those are the fogs I hate.

Ah! I could puff for ever,
Do you forsake me? Never!
Friend of the winter poet,
You are a friend indeed,
You are a pipe and brother;
Yes, I shall take another
Whiff for an hour—oh, blow it!
I've used up all my weed! —*London Truth.*

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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J. A. BLOCH, Wheeling, W. Va. . . . . Secretary-Treasurer

EDITORIAL.

Now Let Us All Help Tampa!

The remarkable fortitude, which the Tampa manufacturers displayed during the recent labor troubles, aroused the good will and admiration of the cigar trade throughout the country; but, even this must give way to deeper appreciation of the subsequent actions of these courageous men, who, since the great strike, have set about to reconstruct and reclaim their business.

Within two weeks after the strike had been officially declared off, the production gained tremendously, and our latest reports from Tampa indicate that the weekly production is now within two or three million of the normal output.

Is this not a splendid tribute to the buoyant spirit of Tampa's manufacturers, who, in the face of overwhelming conditions, stuck to their principles, incurred tremendous losses and emerged victorious with the determination to recover the trade, which they lost?

It is only right that the jobbers, distributors and retailers, who have handled Tampa goods in the past, should now co-operate with the manufacturers in bringing back to Tampa the trade which followed the battle for a principle, which should insure permanent peace in the cigar working trade of this country.

Nevada's Cigarette Law.

One may trust some of the Western States for crank measures in their State Legislature, many of which seldom become laws. Yet, at Carson City, Nevada, January 27th, the State Senate actually passed a bill making it unlawful to sell or give cigarettes or cigarette papers to any man, woman or child in the State of Nevada.

This is the bill in a nut-shell, as telegraphed by the Associated Press. If it be true, then a more lawless act was never passed there. Such legislation is an invasion on the liberty of every citizen of Nevada, and the senator proposing such a measure should be treated to tar and feathers and ridden on a rail out of town.

The American people are submitting to entirely too much of this class of legislation. The laws of a commonwealth should not be composed of such menacing rot as is comprised in this Nevada act.

Dangerous Signs for Present Times.

The recent accident in Philadelphia, where a sign falling from a building killed four persons and injured more than a dozen, has caused considerable discussion, not only in this city but everywhere the sign nuisance prevails.

In most of the larger cities in America, the hanging of signs is under municipal regulation and permits must be obtained before any person can hang a sign, however, laxity on the part of public officials in many cases glossed over the safeguards which should be taken in the interest of the public.

In recent years the advertising value of signs has been greatly exploited, and the highly pictorial electric sign has changed the complexion of this mode of advertising.

The day of the flashy and the gaudy sign which marred the appearance of thoroughfares is passing and the demand for more artistic designs in signs is fast increasing.

The mushroom growth of the sign business has led to many abuses, and it has taken a catastrophe such as the Philadelphia one to direct the more careful scrutiny of the regulations affecting this important matter.

Local Option Being Modified.

The reaction which is following in the wake of local option legislation, leading either to the repeal of such laws, or allowing States to hold a referendum election, means the re-opening of much business for cigar manufacturers who deal with this class of trade.

There is no doubt that the sale of the cheap cigars has been greatly reduced in the States where local option has been put into force. The recent action of Southern Illinois, Ohio and Indiana, modifying the local option laws, means the re-opening of many cafes and saloons which prove a big outlet for cigars.

At a sale in New York, February 7th, of Mark Twain's effects, his tobacco box, containing about a pound of loose tobacco, sold for $31.



Hear'd by Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Annual Report of U. C. M. Co.

THE United Cigar Manufacturers' Co. has issued its report for the fiscal year ending December 31, 1910, which shows gross earnings of $2,332,318, against $2,820,978 in 1909, and surplus of $5502 against $607,497 for 1909. The income accounts compare as follows:

	1910.	1909.
Gross earnings	$2,332,318	$2,820,978
Sell. and admin. exp	1,166,809	1,217,654
Earning from operations	1,165,509	1,603,323
Misc. profit and interest	168,581	179,441
Total income	1,334,090	1,782,764
Deductions:		
Interest on loans, deposits	$78,588	$75,267
Preferred dividends	350,000	350,000
Common dividends	900,000	750,000
Total deductions	1,328,588	1,175,267
Surplus for year	5,502	607,497

Rosenthal Bros. Win Victory.

ROSENTHAL BROS., among the oldest houses in New York, recently won a victory in a suit for infringement against Weaver Bros., cigar manufacturers at Terre Hill, Pa., which was decided in the United States Circuit Court at Pennsylvania.

Rosenthal Bros. are the manufacturers of a brand of cigar known as "R. B.," which has been on the market for a number of years. Some time ago, it came to their notice that Weaver Bros. were putting out a cigar under the title "N. B.," and that it was causing confusion among Rosenthal Bros.' customers. A courteous letter sent to the Weaver firm failed to secure any satisfactory responses and they were compelled to take legal proceedings, with the result that the Court directed Weaver Bros. to cease infringing the Rosenthal label, and furthermore to turn over to the plaintiffs all labels and advertising matter of the "N. B." now in their possession.

New Line of German Labels.

DURING a recent interview with Messrs. Moller, Kokeritz & Co., American representatives of Gebruder Weigang, of Bautzen, Germany, we learned that they had just received a very fine new line of private designs for cigar box labels. The designs are pretty, up-to-date, and at the same time, carry out the minutest detail of fine coloring, which has heretofore kept the work of Gebruder Weigang in the forefront of high class German lithographic art.

The firm invites correspondence about their handsome stock labels and bands, and announces that samples will be furnished upon request.

President Hoisington in Porto Rico.

F. R. HOISINGTON, president of the Cayey-Caguas Tobacco Co., sails for Porto Rico on the "Carolina," February 18th. This is one of Mr. Hoisington's regular annual visits to the factory, and his object is to go over matters with Harrison Johnson, vice-president of the company, with a view to increasing facilties for turning out more cigars, and particularly at this time to enlarge the plant.

They have recently extended their facilities at the Caguas factory, whereby one hundred cigarmakers have been added; but this is not yet sufficient to meet the demands required by their increasing sales.

The matter of enlarging their plantations will also be considered.

The greatest problem for all Porto Rican manufacturers in the near future will be the procurement of sufficient tobacco, as the very largely increased demand in the United States has naturally advanced the price of the leaf.

The additional planting planned by the Cayey-Caguas Tobacco Company will be done with the view of protecting their customers from prohibitive advances on the price of cigars.

Mr. Hoisington expects to return about March 12th.

Meeting of Morris Aid Association.

THE third annual meeting of the Philip Morris Mutual Aid Association for the election of officers for the ensuing year, was held Monday evening, February 6th.

William King, the founder of the association, was unanimously re-elected president, as was also C. H. Sutcliffe, secretary, and W. R. Littell, treasurer. Quite an animated balloting, however, took place for the members of the board of governors, which resulted in the following successful candidates being elected: Misses Irene Burns, Sarah Monpel, Alice Corbett, Emily Fruhbauer, B. Wachner, A. Dotoratos, G. Milonakos and H. Howler.

The association was formed three years ago with a membership of fifty. It has steadily grown and now has an enrollment of one hundred and thirty-three. During the past year nearly $400 has been paid to its members in sick benefits, including one death benefit of $50, and there is now a balance of over $1000 in the treasury.

A regular quarterly dividend of 2½ per cent. has been declared upon the common stock of the American Tobacco Company, with an extra dividend of 7½ per cent. payable on March 5th, to the stockholders of record on February 10th.

Manager Coe Returns from Vacation.

SHERMAN P. COE, manager of the cigar department of Acker, Merrall & Condit Co., returned to New York, February 11th, after a month's vacation.

Mr. Coe, with his wife and a party of friends, sailed four weeks ago on the United Fruit Company's steamship "Almaranta" for Port Antonio, Jamaica. After spending one week on the Island visiting the principal places of interest, the party sailed from Kingston to Colon, and from there by rail to Panama City and Ancon, where they remained another week in the canal zone, making their headquarters at the Tivoli Hotel, at Ancon. He states that the work on the Panama Canal is a very interesting sight. There are now being employed about 39,000 men, and the construction is progressing very rapidly.

During his stap in Jamaica he visited the factory and plantations of the Jamaica Tobacco Company, located in Kingston. This company are very large growers and cigar manufacturers. The home product is sold almost exclusively on the Island and throughout the canal zone, and compares quite favorably with Havana goods, that is, after one has become accustomed to them. The Jamaica Tobacco Company are now raising some shade grown tobacco and will shortly extend this branch of its industry.

Returning from the canal zone, Mr. Coe took the steamer from Colon to New Orleans, and by rail to New York. The entire trip was a delightful one and at the same time very instructive and was thoroughly enjoyed by all.

He contemplates making another trip to Havana in the near future.

Key West Factory Progress.

H. E. KORN, president of the Key West Cigar Factory, of Key West, Fla., but whose general offices are at 43-45-47 West Thirty-third street, New York contemplates an early visit to the factory headquarters, and announces that their force of cigarmakers will be very greatly augmented in the near future. The strong demand for the products of this factory prompted Mr. Korn in announcing that he was able to extend employment to probably three hundred hands in the not far distant future.

E. Kleiner Visits the West.

E. KLEINER, of E. Kleiner & Co., left New York, February 7th, for Chicago and the Middle West. During this trip Mr. Kleiner will meet his brother, Anton Kleiner, who is now calling on his trade in the Southern territory, after which the latter will continue on through the West.

L. B. Jandorf, who now represents this house in Southwestern territory, is at present in Texas.

New Quarters for Old Pipe House.

The old pipe manufacturing firm of S. M. Frank & Co. are now in their new quarters at 928-930 Broadway. Of course, these premises will be used only for offices and stock rooms, but it gives them fine headquarters. This is the second time that the firm has been obliged to seek increased facilities during the past few years. Mr. Frank, head of the house, is touring through the Middle West.

Goldberg Now Head of Batt & Co.

Sidney Goldberg has been elected president of Simon N. Batt & Co., succeeding the late Mr. Batt. Jesse Batt, a son, has been elected vice president and treasurer of the concern, and George Huber, secretary. The firm's salesmen are now on the road, and all are reporting a good business.

Cortez Plans New Factory at Key West.

Big Cigar Manufacturing Firm Finds New Quarters Necessary to Supply Demand---New Cigar Box Factory Plans Progressing.

Key West, Fla., February 10, 1911.

PROBABLY the most interesting topic of discussion among the manufacturers in Key West, at the present time, is the announcement of Norberg Thompson, a local capitalist, that he was all ready to begin work on a cigar box factory.

Mr. Thompson recently returned from a trip through the North, spending considerable time in New York looking into the box situation. While there he selected machinery, and made other arrangements for the factory. He has had plans and specifications prepared for a building 50 x 200 feet, of modern construction. He will be able to turn out 10,000 boxes per day. The site for the building has not been definitely decided upon, but as soon as that is selected and a few other arrangements made, the work will commence.

Another announcement of inteerst was that of Manager Walter J. Lightburn, of the Cortez Cigar Co., wherein he stated that the company was contemplating the erection of a handsome new building. Mr. Lightburn states that it was the intention to have a building, which would be capable of seating from 800 to 1000 men. This would enable them to keep up with their orders much better. President LeRoy Myers spent a few days here on business last week, returning to his home in Savannah a few days ago.

R. Fernandez, of the R. Fernandez Havana Cigar Company, writes from Cleveland, Ohio, that he finds business good and substantiates that statement with several good orders. The house is busy keeping them filled.

Chas. Wolf, of S. Wolf's Sons, is in Savannah on one of his periodical trips. He has added many new customers on this trip, and the old customers are increasing their orders.

Joseph Simon, of Simon & Reigel, wholesalers of New York, spent a few days here this week.

J. H. Kittredge, a large wholesale and retail cigar dealer, of Quincy, Mass., spent a few days here during a tour of the South last week.

The Martinez-Havana Company is having a hard time to keep up with their orders. They are now working every available table, and the new factory is crowded. President Luis Martinez, of the company, is expected here on a business visit next week.

They are all very busy at the E. H. Gato Cigar Co., but last week E. H. Gato, Jr., Thos. H. Gato, Jas. R. Curry and Ross Sawyer, of the company, found time to go fishing. The trip was planned in honor of Asa Lemlein, manager of the New York office of the E. H. Gato Company, and Monroe Falkenstein, secretary of S. Bachman & Co., of San Francisco, distributors of the Gato brands.

They returned with about 150 Spanish mackerel, in addition to many other kinds of fish. Mr. Falkenstein carried off the honors by catching a thirty-pound amber jack.

The Ruy Lopez Ca. is very busy. President Wardlow says that they were now working a good force of men, that their output was now at the rate of about 10,000,000 per year. January was the best month in the history of the company, and if the good work keeps up for the remainder of the year, the output of this factory will be greater than any year in the history of the concern.

N. B. Rhoads.

G. H. Boesch, leaf tobacco dealer at 308 N. Third street, Philadelphia, died yesterday after an illness of some months. Deceased was about 47 years of age, and had been in the leaf tobacco business during the past nine years.

PHILADELPHIA.



First Penna. District Output in January.

THE returns made to the Collector of Internal Revenue, for the First District of Pennsylvania, for the month of January, 1911, showed the following output of tobacco products:

Cigars, 58,376,890; little cigars, 21,160,000; cigarettes, 8,043,400; snuff, 283,237; manufactured tobacco, 80,888.

These figures show an increase in the cigar production of nearly 10,000,000 more than during the same month of the previous year. The production of little cigars was a little more than 4,000,000 above the production of last year, while the output of cigarettes showed a decrease of 330,000.

The heaviest decrease in production is shown in the snuff item, which this year was more than 400,000 pounds below the output of January, 1910, and in manufactured tobacco nearly 15,000 pounds decrease was noted. A comparative table of January production during the past decade is given as follows: 1911—58,376,890; 1910—48,994,260; 1909—46,182,160; 1908—43,399,500; 1907—55,358,500; 1906—52,578,030; 1905—43,985,020; 1904—40,662,887; 1903—41,725,640; 1902—42,953,870.

New Factory for American Can Co.

THE AMERICAN CAN CO., now at Twenty-first street and Washington avenue, recently purchased from J. A. Harris, vice-president of the Franklin National Bank, an option on buildings at Beach and Palmer streets, formerly occupied by the Neafie & Levy Shipbuilding Co. These buildings occupy a lot, having 20 by 340 feet on Beach & Alum streets, with a depth of 114 feet on the south side of Palmer street and 200 feet on the south line. This lot, it is said, will be used for the erection by the American Can Co. of a building that will cost about $300,000.

The purchase, however, does not include the shipyard of Neafie & Levy, which was also purchased some time ago by Mr. Harris.

"Scrapple" Tobacco on Philadelphia Market.

MR. HARRY CLIME, well-known to the retail trade of this city has recently devoted considerable energies to placing upon this market a new brand of chewing tobacco, called "Scrapple." The sample before the writer showed that the manufacturers are appealing to the consumers to "Measure Quality by Weight, not looks." This tobacco is put up in 2¼ ounce parafine pouches, wrapped in waxed tissue making a large and very enticing looking piece of goods. It comes from the factory of the American Tobacco Company.

Second Tobacco Show for Philadelphia.

THE SECOND TOBACCO TRADE SHOW, which is scheduled to be held at Horticultural Hall for one week, April 10tth to 15th, inclusive, is said by its manager to have progressed far enough now to pronounce it a successful undertaking. The spaces have already been engaged by a number of progressive Philadelphia manufacturers as well as some independent tobacco manufacturers. On the 11th inst., a general invitation was sent out to the trade, in which it was announced that every exhibitor will be liberally advertised in the trade press and papers of Philadelphia, and that among the attractions during the week of the show there will be daily concerts by a famous orchestra; a meeting and smoker of the Retail Cigar and Tobacco Dealers' Association, illustrated lectures, addresses by prominent speakers, voting contests for the most popular retailer, the most popular cigars, etc.

It is claimed that the first tobacco show of this kind ever held and which took place in Horticultural Hall, this city, in December, 1904, attracted more than 200,000 people, and the managers feel hopeful of far exceeding that attendance with the coming show, by reason of greater attractiveness.

The Work of an Expert.

AFTER a long service, as advertising manager of the J. L. N. Smythe Company, of Philadelphia, Mr. Robert T. Gebler has severed his connections with that concern and has located at 34 S. 3rd street, Philadelphia.

In his new berth he will co-operate with advertisers in the production of advertising literature as well as give advertising service to a limited number of clients. Mr. Gebler has had a long advertising as well as newspaper training and is regarded as an authority of no little ability.

Mr. Gebler is responsible for the Smythe advertising now running in the TOBACCO WORLD.

Local Manufacturers Prosperous.

PHILADELPHIA cigar manufacturers seem without exception to be very prosperous. Even February, which is sometimes looked upon ominously is thus far keeping up a good record and promises fair to eclipse the production of the same month last year. Factories are all running on full time in getting out orders, and there is even room for more cigarmakers who are competent workmen to secure employment here.

New Distributors for the "Girard."

ORDERS which have been received on their new ten-cent cigar, the "Flor de Girard," as well as their regular lines, are keeping the four factories of Antonio Roig & Langdorf, Philadelphia, working with full forces. Since the "Girard" was first introduced in Philadelphia, the demand for it has grown by leaps and bounds, not only locally, but in many parts of the country. The cigar has made a hit with the retailers and is having a big sale at all the first-class clubs and hotels.

Robert Thompson, manager of the cigar department of the Gilmore Drug Company, Pittsburgh, called at the factory last week and arranged to put in a full line of the "Girard." The Gilmore House has been distributing the Roig goods in the Pittsburgh territory with much success lately.

Another visitor to the factory has been Joseph Stern, of Jos. Stern & Bro., Erie, Pa. While here Mr. Stern placed an order for a full line of "Girards," and is prepared to push them vigorously in his territory.

Promoting Sales of "Margolo" Cigars.

PH. MARGOLIES, manufacturer of high grade cigars, at 1322 Girard avenue, had been confined to his home by illness several days recently but is again about and pushing vigorously in advancing the sales of the "Margolo," "La flor de Lafayette" and other brands of cigars. They are meeting with a good sale at the Evans Drug Store, on Market street, and other prominent down-town establishments.

Late Reports on Ohio Conditions.

DAYTON, February 13, 1911.

THERE has been considerable activity in 1908, Zimmer "B's," and several large packings have changed hands. The price procured did not, however, afford much profit to the seller.

Manufacturers are realizing the value of '08 Zimmer and the 1910 Little Dutch has all been bought up, netting the farmer from eight to ten cents per pound. To this price must, of course, be added the cost of packing, insurance, etc., which will make it necessary for the packer to get a good price for his packings.

There has been no buying of importance of 1910 Zimmer or Gebhart, because the farmer has been demanding a larger price that packers could afford to pay, without incurring a heavy risk. They paid a good figure for 1908 and 1909 crops, and consequently they do not propose to take unreasonable chances now, merely to accommodate farmers.

It is believed that if packers would let the 1910 tobacco lie in farmers' hands until April of May, it could probably be bought at prices which might ultimately net them a reasonable profit on their investment. There has been a noticeable movement of 1908 and 1909 low grades, which are now almost cleaned up, and out of packers' hands.

A. READER.

A New Dayton, O., Cigar.

A NEW five-cent cigar, which is guaranteed by the manufacturer to be "good till the last puff," is being made by W. R. Wallaston, of Dayton, Ohio. It is called the "Baron Gray," and is put up in a very good looking box, which is only one of the attractive features of the proposition.

The Wallaston factory is run by an experienced manufacturer, whose goods have always been known for their uniform quality. Mr. Wallaston informs us that he proposes to distribute the "Baron Gray" chiefly through wholesalers and jobbers, and that any houses looking for territory on a good nickel brand would do well to write to the firm at Dayton.



MR. GEO. J. CAUFFMAN

Mr. Cauffman in Firm of K. Straus & Co

IN recognition of his faithful services extending over a period of more than fifteen years, George J. Cauffman has been admitted to an interest in the firm of K. Straus & Company, importers and packers of tobacco, Philadelphia. This change took place January first, but has just been announced.

Mr. Cauffman is a young man who believes in finding the right thing to do, and sticking to it. Fifteen years ago, he was engaged by the house of Straus in an office capacity, and after a thorough training in the technalities of the business, he was sent on the road as a salesman some nine years ago. First he covered the South and made such a success of it that his territory was extended to cover New England.

The cigar manufacturers upon whom Mr. Cauffman calls are always glad to see him, and his personality and salesmanship have won him friends everywhere. His latest advancement is both timely and deserved, and his entry into the firm means the acquisition of young blood which should prove an impetus to the growth of the business.

Mr. Cauffman is at present making a short trip through the South.

New Havana Steamship Line.

A NEW and direct steamship line, between Philadelphia and Havana, has now been established between the American and Cuban Steamship Company. The first steamer of their fleet, known as the "Eva," of 4750 tons carrying capacity arrived in port last week. This will undoubtedly prove a stimulus to Philadelphia importers of cigar and leaf tobacco, who can save themselves the clearing of their goods through New York.

all that's new with JOBBERS and DISTRIBUTORS

New York State Tobacconist Deeply Involved.

IT was announced recently that Andrew J. Rogers, of Gloversville, N. J., who also has a branch establishment at Johnstown, was in financial difficulty and that he had filed a petition in bankruptcy, in which he placed his liabilities at $17,845.85 and placed his assets at $19,271.47. In the assets is included the stock valued at $17,300.00. He leaves a string of about sixty creditors among whom are many New York and Pennsylvania cigar manufacturers.

In 1897 the city of Johnstown secured judgment against Rogers amounting to $5,733.00. Mr. Rogers went into bankruptcy in 1902 nad now claims these judgments through his bankruptcy but there is still litigation over it. The matter is passing through the law courts having been decided against him and was appealed to the Court of Appeals where it is still pending.

New Firm at Tulsa, Okla.

AN important deal was recently consummated at Tulsa, Okla, whereby The Kaiser-Cohn-Prager Cigar Co. took charge of the Rushmore Cigar Co., which was regarded as one of the most completed establishments of its time in that section of the country conducting a chain of six stores, the headquarters being at Fort Scott, Kans. In addition they operate at Coffeyville and Pittsburgh, but Fort Scott will remain the business centre of the company. Mr. Walter Prager takes charge of the Tulsa store. The stock was purchased from the Rushmore Co., who were bankrupts, while the fixtures were procured from Niles & Moser and Herschberger and Rosenthal Company.

It is said that last year the firm did a business of 3,000,000 cigars, all of which were handled from 101 S. Main street, Fort Scott.

Buffalo Jobbing House Incorporates.

THE R. J. Seidenberg Co., of Buffalo, N. Y., was recently incorporated with a capital of $50,000, which is virtually a combination of the business of R. J. Seidenberg and the L. B. Cigar Co., of which Mr. Seidenberg was president, and they will continue to do a jobbing business as well as manufacturing. Associated with Mr. Seidenberg, who is president and treasurer of the new company, will be: Norman J. McIntyre, as vice-president, and S. S. Seidenberg, as secretary. Mr. McIntyre has been associated with Mr. Seidenberg for the past fifteen years.

Meeting of Ohio Jobbing Concern.

AT an annual meeting of the Steeleplant Cigar Co., recently held at its headquarters, at Lorain, Ohio, the following directors and officers were elected: President, Doctor W. A. Pitzele; vice-president, J. L. Chapman; secretary and treasurer, F. M. Griffin. In addition to these gentlemen F. Beebe and W. J. Wright constitute the directors. Fred M. Griffin is the manager of the business which is being conducted at Pearl avenue and E. 28th st., which has been doing successful trade during the past year.

Re-organization of Toledo Jobbing House.

THE R. M. Baldwin Company wholesale and retail cigar dealers, at 703 Monroe street, who also had a retail stand in the Colonnade Building has been reorganized and is open for business. There has now become connected with this house Chas. Motten, of Toledo, who formerly represented an eastern cigar manufacturing concern and who will look after city trade, while Mr. Baldwin, of the company, will devote his energies to developing trade in territory outside the city of Toledo.

Davenport Jobbing House Incorporated.

ARTICLES of incorporation for the Feaerber Cigar Co., of Davenport, Iowa, were recently filed placing the capital stock at $25,000. They have procured a building on a long term lease and propose extensive operations as jobbers and dealers. The present officers are as follows: President, A. P. Feaerber; vice-president, G. W. Smith; secretary and treasurer, W. A. Fulton. The directors are: J. L. Geister, A. P. Feaerber, G. W. Smith and W. A. Fulton.

Minneapolis Distributors of T. & O. Co. Products.

JOHN T. DEE, sales manager of the Theobald & Oppenheimer Company, calls attention to a recent announcement in our columns to the effect that the W. S. Conard Co. would during this year distribute "Royal Lancer," "William Penn," "Quatility," etc., and states that this is incorrect, and that as a matter of fact, Foley Bros. & Kelly, of St. Paul, who have been distributors of these brands for some time will continue in the same capacity. They have been the factory distributors during the past year and a half.

Change in a Dubuque Jobbing Firm.

AN important change was recently made in the wholesale cigar and tobacco firm of Zollicoffer & Willmers, at Dubuque, Iowa, by the admission of Henry Willmers to an interest in the business. Mr. Willmers had for twenty-one years been engaged as bookkeeper and cashier with Myers Cox & Co., of that city, and he has a wide acquaintance in the trade. His experience in the business will undoubtedly make him a valuable addition to the firm of Zollicoffer & Willmers.

Convalescence of Portland, Ore., Tobacconist.

GUTAVE SIMON, of the wholesale cigar and tobacco firm of M. A. Gunst Cigar Company, at Portland, Ore., and who was severely injured by a fall at the Concordia Club in that city, on New Year's eve, has now so much improved that he is again able to get about, and the firm is hopeful that he will be at his desk as usual in the very near future.

D. A. Slife is opening a new retail and jobbing tobacco establishment at Sioux Falls, S. D. He will also conduct a retail department which is to be stocked with a fine line of importers' goods as well as pipes and smokers' articles

A Clever Cigar Ad. from the South.

A CLEVER little advertising booklet, entitled "Toasts and Smokes," has just been issued from the cigar department of the W. C. Early Company, Memphis, Tenn. The brochure is the work of Harvey Hogg, manager, who opened the cigar department of this wholesale firm last July.

The little booklet contains gems of post-prandial wit, gathered from original sources and partly from the works of the great poets and thinkers. Interspersed in its pages are illustrations of the leading cigars distributed by the House of Early, including: Sig. C. Mayer Co.'s "El Wadora," "Artic Club," "Erlico" (the house's private brand), Hull Grummond & Co's line, "Flor de Franklin," "Charles Denby" and other five-cent goods. In the Havana line, the goods of Berriman Brothers, "Jose Vila" and "El Grifo," also Lillienfeld Brothers' "La Azora," are featured.

Although this department was started less than a year ago by Mr. Hogg, its success has been almost instantaneous. What Mr. Hogg does not know about good cigars is not really worth knowing. He has a host of friends throughout the South who will be pleased to know of his progress. Possessed of a thorough knowledge of the cigar business, and being a gentleman of ability, judgment and decision, Mr. Hogg's future as manager of this department seems an assured and sustained success.

Grand Rapids, Mich., Jobbers Change Location.

MANAGER P. C. PAYETT, of the Woodhouse Co., exclusively wholesale tobacconist, at Grand Rapids, has moved into new quarters in the Gunn Building, on South Iona street, where double the space formerly occupied by them in the Barnhardt Building, has been procured. The building has been thoroughly renovated. Prism and plate glass windows have been installed and the offices have been handsomely refurnished.

New Jobbing Firm Organized.

C. D. CASSADY & CO. is the name of the newest jobbing firm organized in this city, and which has taken headquarters at 131 North Second street, to do a general cigar distributing business. Mr. Cassady, of the new firm, was formerly a member of Sterner & Cassady, and claims to have a considerable following in the club and retail trade in and around Philadelphia.

When seen by a WORLD representative, Mr. Cassady said that arrangements had already been made with several manufacturers and that they would have a line of goods both Pennsylvania and New York make, and propose to also handle a line of Key West and Porto Rica cigars.

Negotiations are now pending with a salesman who has an extensive following with the drug trade, and if consummated they hope to build up a good outlet for goods among drug stores.

"Por Larranaga" Cigars at Portland.

SICHEL & CO., of Portland, Ore., recently received their first shipment of "Por Larranaga" cigars. This house has the distributing agency for the State of Oregon, and are featuring them very strongly. They also carry a large line of "Mi Hogar" cigars, clear Havana cigars from the factory of E. P. Cordero, of New York.

Henry C. and Geo. F. Freitag, 951 Third street, Milwaukee, have sued that city for $1000 damages, alleging that on June 22nd and July 2nd, 1909, a sewer overflowed, damaging their stock of tobacco in the basement to that extent. The owner of the building has also filed suit for $25,000 damages from the same cause.

Jobbing Trade Items

The Wayne Tobacco Co., of Fort Wayne, Ind., which is headed by Frank E. Bougher as president and Clem. A. Fox as treasurer has increased its capital stock from $20,000 to $50,000. They will continue their headquarters, for the present, at least, at the Minuet Building on Washington street.

The Scharf Bros. Tobacco Co. is a new corporation recently organized at St. Louis. It began with the nominal capital of $1000, but this will undoubtedly be increased as its business requires. They propose to manufacture and deal in cigars and tobaccos. The incorporators were Wm. P. and John W. Scharf and Charles Weisert.

Donnahue & Eaton, of Indianapolis, Ind., recently took the distributing agency for the products of the San Telmo Cigar Co., of Detroit, Mich., and also the "Pastora" cigar, of G. J. Johnson & Co., of Grand Rapids, Mich., both of which brands had formerly been distributed by Hamilton, Harris & Co., of that city.

Minneapolis, Minn., is securing a new cigar jobbing house in the firm of Arthur J. Hill & Co., who have opened for business at 326 Nicollet avenue. The firm is intimated to be virtually the successor to the J. P. Jumper Co., who had been distributing several prominent New York lines of goods. Mr. Hill, of this firm, has recently visited New York to complete his final arangements.

The Stone-Ordean-Wells Co., of Duluth, Minn., were recently paid a visit by R. M. C. Glenn, representing Seidenberg & Co., of New York, makers of the well-known "El Roi Tan" cigar. Mr. Glenn was en route homeward from the Northwest. The Minneapolis branch of this house is making great strides in that territory under the direction of Nete Ellis.

Clemmence H. Cordson, formerly a traveling salesman, has secured an interest in the Seals-Carlisle Cigar Co., at Birmingham, Ala., and will in the future be associated with that concern. Mr. Cordson is well known in Birmingham and his conection with this newly organized house will no doubt prove a valuable acquisition.

M. A. Gunst & Co., of San Francisco, recently entertained the managers of their chain of stores, which are spread throughout the principal cities of the Pacific Coast and now also in New York City. Among their guests were R. Gansen, of the Los Angeles branch; Mr. Neumann, of the Spokane branch; Charles K. Spoar, of Seattle, and Edward Rosenthal, of New York City branch.

The wholesale smoking and chewing tobacco business of C. G. Goetz, at Hannibal, Mo., continues to be one of the profitable industries of that town. Mr. Goetz has also been engaged in the cigar manufacturing business for more than thirty-five years and was formerly located at Paris, Mo. His product is widely known and is reaching many outside points.

The Columbus Tobacco Co., of 43 Cross street, Boston, was recently robbed of $5 in cash and goods valued at $50. The store is under the management of A. Cheriff, who declares the plundering must have been done after 2.30 in the morning.

What's Doing in the Busy Detroit Market.

How the Retail District Could be Improved---Story of the Cigar that Failed.

DETROIT, February 10, 1911.

SHOOT a gun up Woodward avenue from Grand Circus Park, you'll hardly miss a cigar stand within three blocks. This isn't a choice retail district yet by any means, but is gradually gaining in character. Old buildings are being remodelled and rentals are climbing. There are fifteen cigar stands between Adams avenue and Montcalm street, all handicapped by poor display and want of up-to-date equipment.

Bertram Bros., druggists, have good window space, which could be used effectively for cigar display. They have a good line of smokes. Hotel Gorman stand, at Elizabeth and Woodward avenues enjoys a favorable patronage and feature "La Azora," "Vicora" and "Havana Ymperial."

Joseph Orban, on the opposite corner, hasn't much space, but contrives to carry some pretty good brands, "First Consul," "Preferencia" and "La Azora" lead in 10 cent lines; and "San Felice," "Cinco" and "El Toro" (P. R.) at 5 cents. Also reports quite a sale of Jno. E. Doherty's "La Comus," a broadleaf wrap 10 cents, which he recently put in. At the time of my visit T. J. Rooney, Michigan, retail man of A. T. Co., was adding Orban's window to a number of others about town in which he has put some striking displays of "Turkey Red" cigarettes.

Charles Coombs, 295 Woodward avenue, carries an excellent line, not only in cigars, but likewise all manner cigarettes and smokings, etc. Has been there many years, is well known and highly regarded.

J. C. Reedy, 304 Woodward avenue, operates in connection with pool and billiard room, which possibly stimulates the sale of cigarettes. "Fatima," "Egyptian Deities" and "Moguls" seem to have the call. L. D. Stanley, manager for Mr. Reedy, informs me they sell great quantities. "Baron DeKalb" and "Pinzon" lead in Havanas, with "Royal Banner," "Tom Moore" and "Robt. Burns" in seed and Havana, and "La Azora," a strong favorite in broadleaf.

W. B. Haggart, 322 Woodward avenue, finds "El Verso," of the Deisel-Wemmer Co., a broadleaf favorite, and Al Monte Cigar Company's "Rozane" a good second. "Miss Detroit," of H. and J. Mazer, fetches the most nickels, and Gordon's "Della Rocca" and Barnes, Smith & Company's "Opia" are all good sellers.

G. N. Bartlett, No. 330 Woodward avenue, also favors Al Monte's "Rozane" in broadleaf wrapped goods, together with "Famabella" and "La Azora," while in nickel goods "Finfus" and "Bono Leo," both made by Ollesheimer Bros., are best sellers, with "Moa," of Cadillac Cigar Co., and "R. B." and "Ology," sold by Payette-Walsh Co., right behind.

"Gawley's," 323 Woodward avenue, is in reality C. T. Gilmore, although Mr. Gawley, who started the store about eleven years ago, is still behind the counter to greet old acquaintances. He has been in the trade a long time, having been many years with the old Green Seal factory, during the time of John McLean.

C. F. Mann, druggist, has just removed from the basement of the Woodward Appartments, corner Forest avenue, into the building erected by him, at 901 Woodward avenue, directly opposite. The new store is beautifully equipped, but the cigar stock is not displayed to advantage, although it embraces many fine brands. I find this no uncommon thing among druggists, doubtless owing largely to the numberless details of a retail drug business, but quite as often to inexperience in the cigar business. The cigar end of the drug business is a more important factor every day. It would pay most of our leading druggists to engage special help for the cigar counter. Failing that, I would recommend a year's subscription to THE TOBACCO WORLD, and a close perusal of the department entitled "Problems of the Retailer."

Business with the Sepull-Travis Drug Co., two squares north of Mann's, has proved most favorable. This is Detroit's future "Forty-second and Broadway."

The new row of stores at Selden and Woodward avenues, are about completed and the corner store will soon be occupied by the Perry Drug Co., who will carry an extensive line of cigars, cigarettes and smoking tobaccos.

"Jack" Ablard, until recently manager of the Majestic store of M. A. LaFond & Co., will open a stand on the ground floor of Cafe Grande, 150 Woodward avenue, about March 1st. His years of experience with LaFond and The Waldorf-Astoria Segar Co. have earned him a wide circle of friends, who will contribute to his success.

M. A. LaFond & Co. recently sent five hundred 3 for 50c. Plaza size of their "Flor de Malco" to Sitka, Alaska, to a party who chanced to make the acquaintance of the cigar while confined here a few months ago, at Harper Hospital.

An odd thing on Woodward avenue was a window display of "Websters" dummies, of course—while an inquiry at the counter developed that there was not a "Webster" in the house. This brand had great popularity here, and numerous dealers are awaiting its return. I learn from A. W. Gram, of O'Brien & Co., and from Frank Nichols, manager of G. & R. McMillan Co. cigar department, that shipments of "Webster," "Charles the Great" and other Tampa favorites in this section are on the way. Some of the F. Lozano sizes are just being received by McMillans.

Mr. Clarence Wilson, of Calvert Lithograph Co., who has just returned from a business trip, during which he made a stay of eleven days at Tampa, describes the situation there as most encouraging. He spoke interestingly of conditions peculiar to Tampa and her people that, in a measure, explain her prestige in the Havana field.

At the annual meeting of stockholders of The Globe Tobacco Co., February 6th, the same officers and directors as last year were re-elected. Walter R. Hamper continues as general manager. Mr. Hamper states he would like to see the passage of the Beveridge anti-Coupon Bill, now before the United States Senate sub-finance committee, as he believes it would be greatly to the advantage of the independent tobacco manufacturers. Mr. Jno. N. Bagley, of Bagley & Co., on the other hand, declares that he is not heartily in favor of the measure, for the reason that it does not prohibit or prevent the giving of coupons across the counter; therefore the bill would not prove of such advantage to the independent as might at first appear.

David Segan, cigar manufacturer, 103 Atwater street, has just placed "Loyal American" and "Loyal American Junior" on the market, having secured the title from the Loyal American Cigar Co., of this city. It is a Sumatra wrapped, Havana filled cigar, at 10c. and 5c. respectively. He has a good trade on "Detroit News," his regular brand.

Van Vliet Bros. find it advantageous to operate a tobacco factory in conjunction with their leaf business. Van Vliet's "Pure Leaf" has a ready sale, and this week they started a man about town working on "Muskrat," a new brand that promises to be a good seller.

The idea of a "Shredded" cigar, introduced here a year ago by O. B. Eisendrath, has proven a failure, to which Kinsel's recent display of "Shredded Cigars—9 for 25c." bore mute testimony. Mr. Eisendrath has sold out his factory and will retire from the cigar business altogether. He leaves in a few days for New York. The San Etta Cigar Co., a recent firm, will remove from their present quarters on Twenty-third street to the Eisendrath plant on Hastings street. The Edward Henkel Grocery Co. are distributors for their "El Seco" 10c. and "San Etta" 5c. brands.

(*Continued on next page.*)

TAMPA TIPS

Tampa Manufacturers Again Honor Mr. Pendas.

Re-elected President of Clear Havana Association---Reform in Class of Reading Matter in Factories---New Firms Starting.

TAMPA, FLA., February 10th.

AT a meeting of the Clear Havana Cigar Manufacturers' Association, held the early part of the month, Enrique Pendas, of the fine old house of Pendas & Alvarez, was re-elected to the presidency of the association. Mr. Pendas did not seek the position, and, in fact, would gladly have retired from the office he has held so long, but he was nominated and unanimously elected. With a thorough knowledge of the cigar manufacturing business, a keen judge of tobaccos—and of men, Mr. Pendas has for many years steered the association here, by the shoals which arise from time to time. He was in Spain, spending a well-earned vacation, when the strike recently ended, began. Recently he was elected director of the Tampa Board of Trade as well.

Joaquin Lopez was the association's choice for the vice-presidency, succeeding B. Cosio. F. R. Diaz was re-elected treasurer, while A. Ramirez continues as secretary for another term. Both of the latter officials of the association discharged their duties with strict attention to business during the "late unpleasantness." The board of directors, apart from the officials noted, consists now of E. J. Stachelberg, J. A. Lozano and J. C. Boltz.

The association has adopted rules regulating the class of matter the readers shall read in the factories, inasmuch as readers are now forbidden to read anything that is immoral, anarchistic or derogatory to the firm or any of its employees or operatives. The fact that such a rule would be established leaked out two or three days before it was announced, and a few workmen in one of the factories followed a leader (who had just commenced work, and had been in the building only about an hour) out. Later, however, they returned and the incident ended.

One of Tampa's new firms, the Exchange Cigar Company, who are occupying the commodious brick factory formerly occupied by the Morgan Cigar Company, is forging steadily to the front with the "Great Duke," a Havana cigar that smokes as smoothly and carries as fine a bouquet as does an old becobwebbed Burgundy. Elmo Ciconi is president of the concern; George Greene is vice-president; H. M. Hunt, secretary and treasurer, while William ("Billy") Fitzpatrick is general manager, and A. M. Goehring is sales manager. Both Messrs. Fitzpatrick and Goehring are well known in the cigar world, and are the practical cigar men in the firm.

"In the next sixty days I hope to be able to resume operations in our factory, which was damaged by fire on the night of January 27th," declared Vice-President F. A. Torre, of the Sanchez & Haya house. In this issue of THE TOBACCO WORLD, the firm announces to the trade that the fire occasioned no interruption to their business, for they immediately secured temporary quarters, and with a stock of tobacco in the bonded warehouses, and with a large consignment from Cuba on the steamer arriving here on the 28th, they were not hampered for lack of stock.

The demand for the product of Sanchez & Haya has been steadily growing, and from the Atlantic to the Pacific coasts there is hardly a fastidious smoker who has not enjoyed their very excellent product.

The lastest cigar manufacturing firm is Streeter, Fernandez & Co., composed of B. M. Balbontin, a well-known business man of this city, who is president of the new concern; Antonio Fernandez, vice-president, and W. H. Streeter, secretary and treasurer. The capitalization is placed at $50,000, and the firm have applied for letters patent under the laws of this State. Messrs. Streeter and Fernandez will be the active officials in the new concern.

Leopold Powell arrived in the city during the latter part of the week. The firm is turning out a goodly number of "Espiras," and they are fully up to their high standard.

A. L. Cuesta, of Cuesta, Rey & Co., arrived from Atlanta during the week, bringing with him his wife and daughter. The factory is running to about normal capacity, and the orders are coming in with their accustomed regularity.

Eli Witt, the well known cigar jobber and retail dealer in this city, has opened a jobbing office in Jacksonville, from which point he will handle his jobbing business in Georgia and along the east coast of Florida.

Ed. Wodiska, of Corral, Wodiska & Co., is in Minneapolis, in the interest of his firm. Conditions are returning to normal, and with a fair crew at work goods are moving to fill orders.

Pendas and Alvarez, manufacturers of the famous "Webster," have a fair crew of cigarmakers at work. The firm is engaging cigarmakers with care, quality being the keynote of their product. "I would not have an old member of a smoker's family appear at the home in disguise," said Enrique Pendas; "therefore, we are giving employment only to the best cigarmakers who apply." And, from the personal care and attention which Mr. Pendas gives the manufacturing branch of the business, it is hardly possible that a "Webster" will ever appear at "home in disguise."

Jerome Regensburg, of the Regensburg house, has several hundred cigarmakers at work, and the filling of orders has received a decided impetus. The firm is picking its men with a view of getting good workmen, and the quality of the product is fully up to their high standard.

Carlos Toro & Co. have added a new brand to their list, the "Tampa Elite," a high grade cigar, retailing from ten cents to the higher figures. The business of the factory is very good, and the new brand promises to work its way into favor without much trouble.

BLARDONE.

What's Doing In Detroit.

(*Concluded from page 26.*)

F. J. Jageman, stogie manufacturer on Winter avenue, has also discontinued and will return to Pittsburgh. This is no stogie town.

Recent visitors: Stephen Friend, leaf tobacco, New York; W. P. Miller, Chicago, American Sumatra Tobacco Co.; Vic. Ettlinger, E. Hoffman & Son, New York; Edgar Pretzfeld, Pretzfeld & Co., New York; J. Sievers, Sneeringer & Co., Baltimore; Fred Singer, Rossin & Co., New York; H. Jaskulek, Cleveland; Fred Bach (first visit here), Elias Bach & Son, New York; Geo. B. Scrambling, manager Cleveland branch, R. W. Jenkinson Co., and E. G. Walsthal, with same firm; Fred Stuss, Steinecke Cigar Co., New York; W. H. Orr, Chicago, pushing "Sans Souci," for Luckett, Luchs & Lipscomb, Philadelphia; Marcelino Perez, New York; Stephen Herz, Boston, for New York end of "Henry IV"; C. Mendez, of the firm Mendez y Gomez, Juncos, Porto Rico, makers of "Flor de Juncos," controlled here by O'Brien & Co.; also E. A. Jacobs, New York, representative of the same house.

Watch for the next issue of THE TOBACCO WORLD!

S. F. HEAVENRICH.

What Brands are Selling in Milwaukee.

Distributors Pushing Old Favorites and Putting in New Ones.

MILWAUKEE, WIS., February 10th.

HARRY W. LEWIS, vice-president of Fay Lewis & Bros. Co., has been elected to the presidency of the Citizens' Business League. This is the organization which has helped so much to uphold Milwaukee's name as a convention city, more than 120 being held here in 1910, and about 75 have already been secured for this year.

The Kerns-Kimball Co., makers of the "El Corazo" cigar, who some time ago succeeded H. & E. Kerns, are reported offering a compromise of fifty cents on the dollar.

A new cigar company has been organized here to be known as the Cuza Cigar Co., capital $30,000; the incorporators are Harry Kern, E. R. Lange and H. F. Attermeier.

The local business of the Chas. Donovan Cigar Co. is now looked after from Chicago, where the headquarters are now located.

Steve Surman Co. are enjoying a good business in the Wells Building, the "El Planco" and "Prementia" continuing prime favorites. Historical window bulletins are now being used regularly. Irving Canar and Arthur Beckman have resigned from the sales force, the latter accepting a position with Fay Lewis & Bro.

Pollack Crombie Co. has recently taken on the "Thomas Nelson" cigar in five sizes. The "Englo," which is being featured with a window display, and the Merriam lines are proving good sellers.

Fay Lewis & Bro. Co. are giving "Epicure" smoking tobacco a boost with a window at the Pabst Building store. Mr. Harry Lewis, vice-president of the company, is in Havana in company with B. Fernandez, of B. Fernandez & Bro., who manufacture the "Harvester" cigar for the Lewis Company.

R. C. Rumpel has severed his connection with the firm to accept a position at the Hotel Pfister cigar stand.

In a few days Abraham will open another Sweet Shop, the new store to be in the Caswell Building. This is an ideal location and should prove a money maker.

The Transfer Cigar Co., on National avenue, is pushing the "Pinzon" cigar of M. Perez Co.

John H. Highlin has opened his new store, corner of Grove and Mineral streets. This is a much better location than his former stand and he should do well here. Among the leading brands carried are the "Charles the Great," "Webster," "Henry the Fourth," "Julia Marlowe," "Royal Banner," "Tom Moore" and "Henry George."

Jacob Ulrich has closed out his retail business at 1027 Walnut street and moved his factory to 747 Sixteenth street.

J. H. Hoffman has sold his cigar and confectionery store at Second street and North avenue, to Gust Chimekas; all leading brands are handled and the stand is considered a good one.

The Yahr, Lange Drug Co. will shortly distribute the "Infallible" cigar of Manrara Bros. Co., and the "El Casco" cigar of the Erlich Mfg. Co. W. R. Harburger succeeds W. S. Tebbalsin as salesman in Northern Wisconsin and Upper Michigan.

A new concern has been formed at Sheboygan under the name Sheboygan Cigar Box Manufacturing Co., capital $20,000. The incorporators are C. F. Moses, John W. Will and Mrs. L. Ebert.

An action for the dissolution of the partnership agreement existing between W. A. Shelby, J. P. Mooney and L. W Terry, at Brodhead, Wis., doing business under the name J. P. Mooney & Co., packers and dealers in leaf tobacco, has been begun before Judge Frimm.

Charles H. Roenitz has disposed of the Cigar Mold Co., at Sheboygan, Wis., to Chas. F. Moses and John Will, who will add to the line.

H. P. Nelson has opened a cigar store at 1242 State street, Racine.

Ryer & Thomas have sold their cigar factory at Darien, Wis., to J. M. Vanderhoof.

Chas. Miller and Al Dolez have purchased the cigar business of J. Karrman & Son, at Platteville, Wis.

Brill & Hubbell, dealers and packers, at Edgerton, have dissolved.

O. A. KROMPAS.

Cincinnati Wholesalers See Trade Boom.

CINCINNATI, OHIO, February 11th.

WHOLESALE cigar dealers of Cincinnati have all got the smile that won't come off. It is nothing more than the ending of the Tampa strike, that has put the broad grin on their faces. It means that their business is reviving on brands, for which they have longed for many months.

The Queen City's biggest wholesale distributor, Henry Strauss, said to your representative: "Everything is bully. We have received about 40,000 cigars from Tampa during the past week, and within ten days we hope that we may not know that there had ever been a strike on in Tampa. The shipments are coming in very liberally. We are kept so busy now with the goods arriving from Tampa that we have been forced to keep open until late every Saturday. We have a big call for the 'Stachelberg,' 'Jose Escanlate' clear Havana cigars."

Gorge Voige, of the George Voige Company, the wholesalers, states: "February has stated out in great fashion. We do a distributing business in Cincinnati only, and our 'Tampa Smoker,' which retails at 6 cents straight, is being handled by a majorty of the dealers around town. The 'Pentista,' 'John Drew,' the Lipschutz's '44' and Valentine's 'La Espanita' are four cigars on which we specialize in the jobbing way."

Mr. Hirshburg, manager of the L. Newberger & Bro., cigar manufacturers, says: "Business is twice as large as that of the month of January. Our two new brands, the 'Picadura Imports' and the 'Sylvania Imports,' are keeping us very busy. We have just appointed H. H. Helmick to represent us in the West. Philip Jacobs, our salesman, will leave next week to cover the Middle West States."

The sheriff's sale of the stock of the Bozman Cigar Company, who failed recently, was held on February 5th. The Ezekiel and Bernheim Company bought out the entire stock for $1175. They then auctioned it off to the retail cigar dealers. Henry Strauss bought the greatest portion of the goods.

H. A. Strater, member of the tobacco manufacturing firm of Strater Bros. Tobacco Company, of Louisville, Ky., was a visitor in the Cincinnati Burley tobacco breaks this week, accompanying Clement McIntyre, who has been the Cincinnati representative of the Louisville concern for many years.

M. Dillon, of the Scotten-Dillon Co., tobacco manufacturers, Detroit Mich., was in Cincinnati looking over the Queen City tobacco trade.

John R. Lindner, who had been in the cigar business since 1868, died at his home on Ehrman avenue, January 5th. Mr. Lindner was a thirty-second degree Mason, and a Knight Templar.

The Cincinnati Chamber of Commerce has just issued its monthly report, giving the receipts and shipments of tobacco received in Cincinnati during the month of January. It shows that there were 5,905,000 pounds of tobacco received and 4,934,000 pounds shipped out.

"Doc" Easton, of the Falk Tobacco Company, Richmond, Virginia, paid a visit to several of the retail stores here this week.

Cigar Factory Notes

J. V. Kackelhoffer, of Joliet, Ill., is opening a new cigar store at Conrad, Mont.

A slight damage was recently inflicted on the cigar factory of Anton Jasper, at Chippewa Falls, Wisc., by fire.

F. L. Shepard, of Metropolis, Ill., has secured a building at Lafayette, La., where he contemplates starting a cigar factory.

The cigar factory of Elbert E. Wilds on George street, St. Augustine, Fla., was recently purchased by Louis Paimes and Clarence R. Rogero.

F. H. Young, at Providence, R. I., has purchased the Brickett Cigar Store on Center street, Newton Center, Mass., and is already in possession.

A new cigar factory was recently opened at 271 Rivers street, Troy, N. Y., by The Oberle Co., which is said to hail from Boston, and they are expected to employ a good force.

M. A. Goulden, of Pottsville, Pa., has secured a new location at 326 S. Center street into which he has removed his cigar manufacturing establishment.

Tony and Herd Schleider have purchased the retail cigar busines of Wm. E. Coche, at Wymore, Neb. Mr. Coche will devote his time to cigar manufacturing.

John B. Fleurent and Alfred St. Perre, constituting the firm of John B. Fleurent & Co., are establishing a cigar factory at Ware, Mass., where they have established themselves in the Weeks Building, on Main street.

The Dun-Fernandez Cigar Mfg. Co. has been incorporated at Augusta, Me., with a capital of $50,000 by E. L. McLean, M. M. Spinney and M. D. Yaeton, of Augusta; E. M. Levitt, Winthrop and Sanford I. Fogg, of Bath.

Fire recently threatened to destroy the cigar factory of Jack J. Eisenman, at 1057 Main street, Dubuque, Iowa. The origin of the fire is said to be that of an overheated stove and fortunately was discovered in time to prevent a heavy loss.

Manuel Abrahams, of the Santa Clara Cigar Mfg. Co., of Brunswick, Ga., recently returned from a trip to Cuba where he made liberal purchases of leaf tobacco which is to be used in the manufacture of two new brands of cigars that will soon be put upon the market.

Jacob Mueller has opened a cigar factory at Marietta, O. Mr. Mueller is a pioneer in the cigar industry in Ohio, but for some years past after selling out his business to J. L. Lehnhard he became the owner and editor of the Marietta Zeitzung. He now, however, returns to his first love, and will open an establishment at 10 Twenty-third street.

Centralia, Ill., is soon to have a new cigar factory which will be the seventh industry of this kind for Centralia, for which a license was recently taken out by Geo. Kelin. It is expected that a force of ten cigar makers will be given employment at this factory and efforts are being made to cover a considerable portion of Illinois in the distribution of the goods.

New Haven, Conn., Factory Branching Out.

THE cigar manufacturing firm of A. Kafka & Co., which has been engaged in the business for fourteen years past at New Naven, Conn., recently acquired the old Trowbridge Homestead, in Meadow st., which property had been in possession of the Trowbridge family for nearly a century, but which will now be turned into a cigar factory by Kafka & Co. It is said that a new building is to be erected on the grounds which will be 150 x 135 feet and is planned to make one of the finest cigar factories in New England.

This factory is the maker of the "Register," a five-cent brand, and the "General Hale," a ten-cent article, as well as several others.

Bright Prospects for Paris, Ill., Factory.

THE H. A. Bridgman Cigar Mfg. Co., of Paris, Ill., recently announced it had closed a contract to manufacture cigars for one of the largest drug companies in the country, and would probably double their present force of cigar makers. It is said that the Jackson Madding Drug Company, which is one of the largest in that section of the country has contracted for six different brands from the Bridgman factory, and it is estimated that a force of thirty men at least will be required to fill the orders. It is not improbable that the Bridgman factory will have to be enlarged.

Wilmington Manufacturer Will Erect New Building.

S. H. DURSTEIN, well-known cigar manufacturer, at Wilmington, Del., and maker of the San Aubon cigar, has purchased two properties at thesouthwest corner of Second and Walnut streets, in that city, upon which he proposes to build an up-to-date three-story factory for the manufacture of his "San Aubon" and "Durstein Perfecto" cigars. Mr. Durstein has been engaged in this business, in Wilmington, for twenty-one years, and is the most extensive manufacturer in the "Blue Hen State."

Clear Havana Factory at Haverhill, Mass.

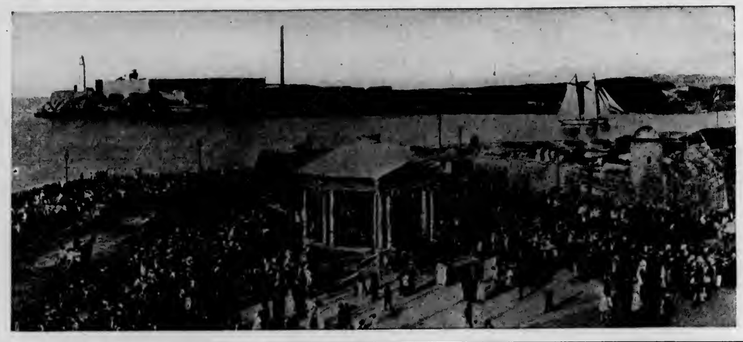
THE Red Dragon Cigar Co., at 4 Locust street, Haverhill Mass., consisting of T. J. Robitalle and F. W. Burrill, recently received a large consignment of Havana tobacco, and is now engaged in making a line of clear Havana cigars. It is the first instance of so large a quantity of tobacco entering Haverhill, and it has already had a good effect upon the business of the firm.

New Cigar Factory at Nashville, Tenn.

A PARTNERSHIP was recently formed between William Hawkes and John B. Dahin under the firm name of Hawkes & Dahin for the purpose of manufacturing cigars, at Nashville, Tenn. Mr. Hawkes is said to be an experienced and successful salesman, and Mr. Dahin a practical cigarmaker. They have secured quarters at 618 Commerce street, and will conduct a union factory.

THE Wellsburg Stogie Co., of Wellsburg, W. Va., having, through earnest efforts and the "knack" of giving the stogie smokers just what they want, entirely out-grown their old quarters moved, last month, into new and larger quarters with offices at No. 715 Charles street, Wellsburg, W. Va.

The cigar firm of Cramer & Finch, of Gloversville, N. Y., has been dissolved, but the business will be continued by B. Cramer, who will remain at the former address on Bleecker street.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, February 6, 1911.

THE situation of the coming crop this year is still a vexing problem to solve. Notwithstanding the rains reported by our Agricultural Bureau, it seems now, that the open country at large in the Santa Clara Province has been suffering from drought, where the tobacco fields are situated, although it did rain in the country towns. It is stated, by trustworthy correspondents, that if no rain falls before the middle of this month the Remedios crop may not be any larger than last year. Evidently the large buyers, who have operated of late in our market, felt convinced of the truth of the above statements and have not hesitated to lay in heavy stocks of the 1910 growth. Vuelta Abajo news is mixed, some sections speak in glowing terms, while others are less hopeful. Reports from the Partido section continue cheerful and the crop is said to have produced a large quantity of wrappers this year, some people claiming that there will be enough for two years to come. As the shade-grown tobacco fields are extended from year to year, and which are the ones that furnish the bulk of wrappers nowadays, it is possible that the above statement may come true, although in order to be conservative, it is best to wait awhile yet, as neither the tobacco leaves have been all plucked, nor do we know how the colors and burn may be later on. The Semi-Vuelta districts complain about continued drought.

Our leaf market has continued active during the past two weeks, Remedios still standing at the head of all transactions. Prime goods are held very firm, and as the holders are keping a close tab on the coming crop, they say that they will raise their asking prices after the 15th of February, if it should not rain in the Santa Clara Province before or on that date. Heavy Vuelta Abajo styles have been also in fair demand at fully sustained prices, while Northern clear Havana cigar manufacturers have operated in lighter grades to a moderate extent. The sales of Partido leaf were only restricted by the poor selection of goods still to be found in our market.

The sales during the past two weeks were 12,695 bales, consisting of Remedios 7987, Vuelta Abajo 4281 and Partido 427 bales.

The buyers were: American dealers and manufacturers 10,258. exporters for Europe 221, shippers to Buenos Ayres 200, and our local cigar and cigarette manufacturers 2016 bales.

Exports of leaf tobacco from the Port of Havana from January 16th to January 28th, 1911, were:

To all ports of the United States	11,498	bales
To all ports of Europe and Canary Islds.	1,386	"
To Buenos Aires, Montevideo and Mexico	216	"
To Algiers and Oran	58	"
Total,	13,158	bales

PRINCIPAL BUYERS OF LEAF TOBACCO AND CIGARS THAT COME AND GO.

ARRIVALS.

J. E. Blaise, of S. S. Pierce & Co., Boston.
H. Estabrook, of Estabrook & Eaton, Boston.
C. B. Perkins, of C. B. Perkins & Co., Boston.
Isaac Bernheim, of J. Bernheim & Son, New York and Havana.
Benito Rovira, of Benito Rovira Co., New York.
Charles Landau, United States representative of "H. Upmann," New York.
S. P. Coe, manager of Acker, Merrall & Condit Co., New York.
A. H. Gregg, manager of G. W. Faber, New York.
Carl Upmann, Jr., of Carl Upmann, New York.
Herman Stern, of Stern Company, New York.
A. Rocha, of A. Rocha, New York.
August Biedermann, of August Biedermann, New York.
Fred Bosse, of Fred Bosse, Brooklyn, N. Y.
Joseph Mendelsohn, of Mendelsohn, Bornemann & Co., New York.
Louis Schram, of M. Rosenberg & Co., New York.
Harry Erlich, of Erlich Manufacturing Co., New York and Tampa.
Sam Bayuk, of Bayuk Brothers, Philadelphia.
M. Rosenstein, of M. Rosenstein, Philadelphia.
John F. Nissly, of E. L. Nissly & Co., Lancaster, Pa.
George Thomson, of Thompson & Brother, Montreal.
M. Elkan, of Ed. Youngheart & Co., Montreal.
George Berger, of John Berger & Son, Cincinnati, O.
Morris Winter, of M. Perez Co., Key West.
M. Deisel and H. Wemmer, of Deisel-Wemmer Co., Lima, O.
D. Frankel, of Frankel, Gerdts & Co., San Francisco.
Harry Landfield, of Landfield & Steele, Chicago.
A. Fader, of A. Fader, Baltimore.

RETURNED.

Pepin Rodriguez, of the Romeo y Julieta factory, Havana.

DEPARTURES.

R. Sichel, for New York.
Sol Hamburger, for New York.
Isaac Bernheim, for New York.
August Biederman, for New York.
Fred Bosse, for New York.
Charles Landau, for New York.
Harry Landfield, for Chicago.
M. Rosenstein, for Philadelphia.
Samuel Bayuk, for Philadelphia.
John L. Kolb, for Philadelphia.
Ventura Blanco, for Philadelphia.
Samuel Graboski, for Philadelphia.
Benj. L. Graboski, for Philadelphia.
John F. Nissly, for Lancaster, Pa.
C. L. Egerton, for Boston.
Ramon Fernandez, for Key West.
M. J. Lopez, for Key West.
M. Elkan, for Montreal.
Herman Diehl, for Hamburg.
M. Abraham, for Brunswick, Ga.

Business has picked up again in our cigar factories, as the exports from January 1st to January 15th, 1911, show an increase of over four million cigars in comparison with the last year's figures, although the smaller factories do not participate in this improvement, as the larger ones have received the lion's share. The arrivals of cigar buyers from the United States is also a good sign, because it shows that the demand must be increasing, and this in face of the cessation of the Tampa strike. With prosperity in the United States well distributed, and thus giving our manufacturers a wider field to distribute their goods, we ought to augment our exports to our big sister, notwithstanding the high duties she imposes upon them. The talk of frauds in the custom houses of the United States on Havana leaf tobacco, which is reported to have paid filler duty, instead of wrapper duty, and whereby the Government shall have lost five millions of dollars annually for the last five years, is not taken seriously here. Our manufacturers would like to export 100 million cigars more to the United States per year, but not at the expense of crippling the built up business of the clear Havana cigar industry in the North. They contend that there is room for both, only the excessive protective duty ought to be modified, by reducing the existing tariff laws by 50 per cent. in our favor, and that the liberal construction as regards wrapper and filler duty, now in vogue for the American manufacturers, ought to continue as heretofore.

The exports of cigars for the first half of January, 1911 and 1910, show the following difference from the port of Havana, viz.:—

	Cigars
From January 1st to January 15th, 1911	6,469,206
" " " " " 15th, 1910	2,173,323
Increase in 1911	4,295,883

The following figures show the difference in our exports of cigars from the Port of Havana, according to official custom house returns, during the years 1910 and 1909, for the ten countries to which we exported over one million cigars, viz.:

	1910	1909	
1. Great Britain	60,333,243	70,525,395	Cigars
2. United States	54,598,441	52,186,692	"
3. Germany	14,981,870	14,193,706	"
4. France	9,856,615	9,178,361	"
5. Canada	9,008,074	7,643,495	"
6. Australia	4,368,924	3,096,522	"
7. Argentine Republic	3,691,524	3,353,032	"
8. Spain	3,372,905	8,492,113	"
9. Chile	2,891,970	3,618,697	"
10. British Africa	1,272,338	854,494	"

The total production of cigars in the Island of Cuba, as per custom house and internal revenue returns in 1910, were 370,644,299 cigars, and of cigarettes in packages of 16 each, 223,319,713.

The 370,644,299 cigars consisted of tax free goods for export, 171,428,724; so 199,215,575 cigars paid the internal revenue tax of $2 per 1000. Part of the latter were taken away by tourists and the crew of steamers in port here, while it includes, and it is estimated, that 30 million cigars are given away as smokers to cigarmakers and help in the factories, which are also exempt from having to be stamped.

Romeo y Julieta's business has never been as large as at the present season. What is the reason for this phenomenal activity in the Romeo y Julieta factory? When Don Pepin was questioned, he replied, that he thought, it was owing to a large extent to the special blend, which must please the American as well as European taste of the connoisseurs, and also to the many friends that Romeo y Julieta has all over the world, but particularly in the United States.

Don Pepin Rodriguez received a rousing welcome upon his arrival here, as he is a universal favorite in Havana, and he expressed himself very much satisfied and impressed with the business of his brand in New York, as well as extremely gratified by the kindness shown to him by his many friends during his stay in New York.

H. Upmann & Company report a notable improvement in their celebrated H. Upmann factory, as well as receiving substantial orders for other factories from everywhere.

Sol is very busy, and Behrens & Co. state that they have every reason to be satisfied, having enough orders ahead to execute to keep them busy for several months to come. The calls come from all countries of the globe.

Henry Clay and Bock & Company, Limited, La Escepcion and Hoyo de Monterey, Por Larrañaga, La Diligencia, Partagas, Castañeda and El Credito all are fully occupied and speak in a hopeful mood of the future.

BUYING, SELLING AND OTHER NOTES OF INTEREST.

Muñiz Hnos & Compay head the list of sellers with 1350 bales of Vuelta Abajo and Remedios, sold during the past fortnight.

Marco Fleischman, of the great house of S. Rossin & Sons, of New York, closed his purchasing trip by adding 2200 bales to his previous Vegas, thus making the total 4200 bales in all.

Herrera Calmet & Co. report 1170 bales as sold of their Remedios during the last fourteen days.

Sol Hamburger, who left on the fourth of February per steamship "Saratoga," after a nearly four weeks' stay here, states that the total amount of his purchases for Hamburger Bros. & Co. exceed 4000 bales.

José C. Puente disposed of 737 bales of Remedios and Partido.

Isaac Bernheim, senior partner of I. Bernheim & Son, New York, left after a ten days' sojourn here, and while the exact amount of the number of bales acquired by him could not be learned, it is known, however, that he operated only in the choicest escojidas of Remedios, old and new crop (1909 and 1910), and purchased quite heavily to supply the needs of their customers.

Ernest Ellinger & Co. are reported to have sold 615 bales of Vuelta Abajo.

C. L. Edgerton added 500 bales additional to his previous purchases.

A. M. Calzada & Co. have hold the balance of their Remedios packings, but still have some good Vegas for sale, and Don Antonio Calzada, who had made a trip to the Vuelta Abajo lately, returned with 600 bales of choice Vuelta Abajo Vegas, which he will gladly cede to his customers at reasonable figures.

Herman Diehl, of Heinrich Neuberger, left for a short vacation to Hamburg, Germany, per steamship "Saratoga," on February 4th, and intends to return here some time in April.

Sobrinos de A. Gonzales had a resting spell, as their sales only figured up to 558 bales of Vuelta Abajo and Remedios.

R. Sichel is reported to have purchased 500 bales of very fine Vuelta Abajo, Partido and Remedios Vegas for B. Rosenbluth, New York.

B. Diaz & Co. closed out 417 bales of prime Vuelta Abajo Vegas to Northern manufacturers and to our local factories.

August Biedermann, after a week's stay looking over our market left, in company of his friend, Fred Bosse, per steamship "Saratoga," on February 4th. He managed to secure over 250 bales of choice Vuelta Abajo and Remedios (partly of Escojidas and Vegas), besides holding refusal on several lots.

Cardenas & Co. disposed of 400 bales of Vuelta Abajo and Partido.

J. H. Cayro & Son turned over 317 bales of Vuelta Abajo.

Rz Bautista & Co. sold 247 bales of Remedios.

Sam Bayuk, M. Rosenstein and John F. Nissly, Sam. and Ben. L. Grabosky, were buyers, each of about 300 bales of Remedios, as far as could be learned, but which might have been unintentionally stated, too low.

RECEIPTS OF TOBACCO FROM THE COUNTRY.

2,134	bales	Vuelta Abajo	7,302 bales
440	"	Semi Vuelta	1,113 "
74	"	Partido	465 "
1,533	"	Remedios	4,413 "
144	"	Mayari	368 "
4,325	bales		13,661 bales

ORETANIV.

Heavy Rains in 'Frisco

Interfere with Business, But Outlook is Good---Pana-Pacific Exposition Cheered.

SAN FRANCISCO, Feb. 4, 1911.

THE rainfall in January was about the heaviest on record for that month, and for the last two weeks the retailers here have had a rather dull time. From present appearances this condition may last a week or two longer. The storms have also been a great drawback to the traveling men from local jobbing houses, who have frequently met with delay in reaching outside points, blockades having occurred on the lines both to Oregon and Southern California. Dealers in the country are not inclined to buy much at present, and altogether things are quiet in all departments of the trade.

The outlook for the year, however, is encouraging in every way. Traveling men report a good feeling and fine crop prospects all over the country, and look for a lively business as soon as the weather clears. The principal topic of conversation in the city is the decision of Congress favoring San Francisco as the site of the Panama-Pacific Exposition in 1915. Great hopes had been founded upon the anticipation of this event, and most local commercial and industrial enterprises have made plans for increasing their facilities, but much really necessary work was delayed on account of the uncertainty. The definite assurance that the event will take place here is certain to be followed by a rush of building and other work, which cannot fail to have a beneficial effect on the cigar trade as the year advances. The general impression prevails, in fact, that the city is now at the beginning of a period of active growth, which will continue for five or six years at least.

While the small retail trade is subject to constant changes, those dealers who have a definite standing and expect to stay in the business are preparing to take advantage of the returning prosperity, and are taking up the choicest locations for finely equipped stores. The city probably has more first-class cigar stands now than ever before, and the majority of them are already making good. One of the newest and finest stands is that of Wm. Bercovich, at Powell and Market streets, which was to have been started the first of the year, but was delayed until January 28. The space occupied is not large, but is sufficient for considerable stock, and conveniently arranged for the accommodation of customers. The place is as expensively fitted up as any in the city, the interior being in marble and mahogany, with an ornate glass and bronze front. The rental paid is comparatively high, but the location is about the finest in the city, with an especially good opportunity for the sale of high class goods, and this, combined with Mr. Bercovich's popularity, certainly ought to make it a winner. Mr. Bercovich now has quite a chain of stores in the city, including two on the corners of Front and Market streets, and is becoming one of the important members of the retail trade. While practically everything in the way of smokes is carried at his stores, he makes a special feature of the Luis Martinez line.

The convention of retail managers of M. A. Gunst & Co. closed at the end of last week, and practically all the managers left on Monday for their respective stations. J. D. Newman, who has charge of the business in Spokane, Wash., is spending the week in Southern California, but will return North in a few days.

One of the last of the jobbing houses to move downtown from the temporary quarters occupied after the fire is that of Herman Kieser, who has opened at 138 Turk street. This is some distance from the larger wholesale houses, but is convenient to Mr. Kieser's trade, and the quarters are much more commodious than those occupied for the last four years on Golden Gate avenue near Fillmore street.

Since Manuel Lopez, of Fernandez, Lopez & Co., returned to the factory, shipments have been arriving at the local office in quick time. He regards this territory as of considerable importance and expects to make a material increase in the amount of his goods handled on the Coast. He will return to supervise the spring selling campaign some time next month.

D. Frankel, of Frankel, Gerdts & Co., is now in Havana. The local factory has been somewhat hampered by the rainy weather, and is still unable to keep up with orders.

E. S. Edwards, sales manager of the plug department of the American Tobacco Company, was in San Francisco a few days ago, and is now in the North. Herman Heineman, the company's Coast agent, made a short visit to Southern California last week.

George T. Towlerton & Co., who conducted a big sale of Manila cigars at a Market street store last fall, have counted up the business done, and say that the sales for three months amounted to almost 500,000 cigars.

George Saalburg, of Saalburg, Bier & Co., has just returned from a trip East. He stopped at Washington to visit the boosting committee for the Panama-Pacific Exposition.

H. L. Judell, the local cigar merchant, has taken an active part in the work for the exposition, and believes it will be a great help to the entire coast. His firm is now getting regular shipments from Tampa every week, and has just received a small shipment of Manila goods. He is not attempting to make any big showing with the Manila line, but imports only in small lots which can readily be sold.

"Doc" Hoffman, of the Hoffman-Moore Company, has just returned from a successful, though decidedly wet trip in Mendocino county.

S. Wertheimer, of Wtrtheimer Bros., is visiting the Coast agent, I. Danziger, in this city.

Herman Moss, of the S. R. Moss Cigar Company, has just returned, by way of Seattle, after a month in the East.

Arthur Myer, Coast representative of Bustillo Bros. & Diaz, went to Salt Lake City a few days ago, and will be gone for several weeks on his regular tour of the Northwest. This company is now sending a fair amount of goods to the Pacific Coast, though there are still a good many unfilled orders.

Charles Frankenthal has been visiting the local trade for the last week, showing a large sample line of imported pipes.

J. W. Levy has bought out E. Rescher's stand at O'Farrell and Powell streets.

J. Isaacson, formerly of New York, is starting a cigar factory at The Dalles, Ore.

J. A. Gemur, formerly of Spokane, Wash., has bought out the cigar store and billard parlor of Geo. Weishring, at Antioch, Cal.

More New England Tobacco Companies Organized.

A NEW Connecticut tobacco raising and selling corporation, to be known as The Kaiser & Boasberg Plant, Inc., of East Windsor, Conn., has just been incorporated. The capital stock is $100,000, of which $45,000 has been paid in.

The incorporators are Harry W. Reynolds, of East Hartford; Harry F. Farnham, and Edgar A. Farnham, of South Windsor; Edward L. Jellinck; Emanuel Boasberg and August Kaiser, of Buffalo, N. Y.

York Factories Show Gains.

Big Shipments of Leaf Tobacco---Cigar Manufacturer Touring Florida.

YORK, February 13, 1911.

MORE than $85,000 were received at the local revenue office for the sale of cigar stamps during the month of January, which represented an actual output of 28,489,170. It was $11,118.43 in excess of the corresponding month of the previous year.

During the month 17 licenses for the opening of new cigar factories, which gives employment to 183 persons, were granted. The largest of these was the C. H. Plitt Cigar Co., of York, who are licensed to take 50 hands. Second in size is the factory of James L. Simon, of Glen Rock, which will employ forty people. Following is the complete list of the new licenses issued during January:

C. H. Plitt Cigar Company, York, 50 hands; James T. Ream, Winterstown, three hands; C. Elmer Glatfelter, Yoe, three hands; Emma J. Stabley, York, R. F. D. No. 6, four hands; H. W. Watson, Bigmount, five hands; Henry C. Kuntz, Loganville, thirty hands; James L. Simon, forty hands; Mary L. McGuigan, Red Lion, two hands; Peter McGuigan & Sons, Red Lion, twenty hands; Ida M. Frey, Windsor, two hands; George F. Helder, Wrightsville R. F. D. No. 1, eight hands; Howard F. Frey, Wrightsville R. F. D. No. 1, two hands; Ida E. Rechart, Red Lion R. F. D. No. 2, two hands; Adam Emenheiser, Windsor, two hands; John S. Heim, Park R. F. D. No. 2, two hands; B. Poff, Red Lion, two hands; Clinton Hengst, York R. F. D. No. 2, four hands.

Chris. Nolt, acting for the American Cigar Co., received at Wrightsville some days ago 127,494 pounds of Burley tobacco, which were shipped to Durham, N. C.

At Red Lion, Rosemand Bros. & Blouse have been receiving immense quantities of the new crops of Burley, the value of which has reached close to $100,000.

At Mount Wolf, Rosemand & Blouse received recently in one day 105,000 pounds of leaf.

J. W. Minnich, cigar manufacturer of Dallastown, is now sojourning through Florida on an automobile tour. He is accompanied by P. C. McCoy, a former cigar manufacturer, of Dallastown, who has since become a chauffeur. The party went by rail to Jacksonville and are expected to proceed by automobile 900 miles farther South. They will probably spend a month or more on the trip, and spend the greater portion of the time in hunting, fishing and seeing the country.

Reading Readers.

READING, PA., Feb. 13.

THE cigar manufacturers report conditions quiet at the present writing and say that there is not quite the activity that there was at the beginning of the year. Factories are, however, continuing in good operation, and it is not thought that production will be curtailed materially during this month, although it is a short one.

W. H. Yocum, of Yocum Bros., has returned from a trip to Havana and is now busily engaged in reviewing factory conditions and completing his plans for progressive work throughout the West.

The Bright Cigar Co., of Tenth and Spruce streets, have discontinued operation. It is understood that the "Policy" brand of nickel cigars, which had been produced at this factory, is about to be taken over by another factory.

Mr. Levy, of the Ashland Cigar & Tobacco Co., of Ashland, Wis., is scheduled to visit Reading early in March. The Ashland Company is a large distributing concern which uses a vast quantity of Pennsylvania goods.

The cigar manufacturing firm of Roesch Bros., at Pottstown, is having a splendid business this year and is continuing operations with a good force of cigarmakers.

Lancaster's January Production 55,311,280.

Comparison of Annual Outputs for Ten Years---Local Trade Notes.

LANCASTER, PA., February 13.

THE cigar output during the present month will, of course, fall far short of the tremendous productions during the close of last year, but conditions are keeping up remarkably well and a majority of the factories are receiving orders steadily.

The January output amounts to 55,311,280, which compared with 58,761,460 produced in December, shows a decrease of 3,450,180. In January, 1910, there were produced 48,790,730, showing by comparison an increased production 6,520,550.

It will be interesting to observe the following ten year comparison of output:

December, 1910	58,761,460
January, 1911	55,311,280
January, 1910	48,790,730
January, 1909	50,437,020
January, 1908	51,786,250
January, 1907	67,419,800
January, 1906	64,965,210
January, 1905	57,707,050
January, 1904	54,759,760
January, 1903	61,198,500
January, 1902	62,964,680
January, 1901	70,707,704

Dan Manheimer, of the Imperial Cigar Co., is now on a trip through the West and will probably go as far as Denver, Col.

S. R. Moss, of the S. R. Moss Cigar Co., has returned from a short visit to Chicago and other points and reports favorable conditions in the cities visited by him.

Mrs. Ann E. Wiesner, mother of George Wiesner, cigar manufacturer, died here recently at the advanced age of 85 years.

J. H. Hoober was among the first leaf packers to make a sale of 1910 goods. He recently consummated a transaction with an important Philadelphia house, which practically takes his packing.

The leaf trade here was recently visited by John Phillips, a dealer of Buffalo, N. Y.

Big Business in Abeyance.

The United States Supreme Court Adjourns Until Feb. 20th.

THE United States Supreme Court took a recess January 30th, and will re-assemble February 20th. Purpose of the recess as explained is **to enable the** justices to meditate over and to analyze the great array of facts and arguments which confront them in the Standard Oil and American Tobacco cases. It is assumed that the justices are now preparing their decisions in these momentous suits; along with the Standard Oil and Tobacco cases are likely to be decided the Corporation Tax case, a dispute quite as important and far reaching as the other two mentioned.

Sale of Clarence LeBus Tobacco Crop.

CLARENCE LEBUS, president of the Burley Tobacco Society, recently sold his own crop of 1910 tobacco on the loose leaf market of Lexington, Ky., and realized prices ranging from 10 to 40 cents a pound, the average being $20.05 per cwt. His crop consisted of 6125 pounds and was grown on his farm in Fayette County, near Avon, Ky.

It is the first crop he ever sold on the loose leaf market and it realized him a price of $1,228.22.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

EMSTAR:—21,496.
For cigars. January 28, 1911. The Emstar Cigar Co.

MARLINA:—21,497.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 28, 1911. American Litho. Co., New York.

THOMAS SHERATON:—21,498.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 28, 1911. American Litho. Co., New York.

POSTER:—21,499.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 28, 1911. Lilies Cigar Co., Detroit, Mich.

JUDGE CLARK:—21,500.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 28, 1911. Oscar Schaefer, Conyngham, Pa.

MARKEL BANK:—21,501.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 28, 1911. Oscar Schaefer, Conyngham, Pa.

LONDON BANKS:—21,502.
For cigars, cigarettes and cheroots. January 28, 1911. T. M. Kildow Cigar Co., Bethesda, O.

LONDON BANK:—21,503.
For cigars, cigarettes and cheroots. January 28, 1911. T. M. Kildow Cigar Co., Bethesda, O.

BANKERS WHIFS:—21,504.
For cigars, cigarettes and cheroots. January 28, 1911. T. M. Kildow Cigar Co., Bethesda, O.

THE LOCK:—21,505.
For cigars, cigarettes and cheroots. January 28, 1911. T. M. Kildow Cigar Co., Bethesda, O.

DANIEL O'CONNELL (THE IRISH EMANCIPATION):—21,506.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 28, 1911. Fred H. Moffatt, Rockford, Ill.

RAIL SPLITTER:—21,507.
For cigars, cigarettes and cheroots. January 28, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

HAMALL:—21,508.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 30, 1911. N. E. Marcoglou, New York City.

VENIZELOS:—21509.
For cigars, cigarettes, chewing and smoking tobacco. January 30, 1911. N. E. Marcoglou, New York City.

M. & M. CLUB:—21,510.
For cigars, cigarettes, chewing and smoking tobacco. January 30, 1911. Louis Heller, Boston, Mass.

PRIMROSE:—21,511.
For cigars and cigarettes. January 30, 1911. F. M. Howell & Co., Elmira, N. Y.

BUCO:—21,512.
For cigars, cigarettes, chewing and smoking tobacco. January 30, 1911. W. L. Bucher Cigar Co., Dayton, O.

SAN JUAN SQUARES:—21,513.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 31, 1911. Gus Neuwahl, Altoona, Pa.

SANTIAGO SQUARES:—21,514.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 31, 1911. Gus Neuwahl, Altoona, Pa.

LA HERITA:—21,515.
For cigars, cigarettes, chewing and smoking tobacco. January, 31, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

PRINCESS BOZENA:—21,516.
For cigars, cigarettes, chewing and smoking tobacco. January 31, 1911. Chas. Stutz Co., New York City.

PRINCESS ALADAR:—21,517.
For cigars, cigarettes, chewing and smoking tobacco. January 31, 1911. Chas. Stutz Co., New York City.

EARLY CATCH:—21,518.
For cigars. January 31, 1911. Kaltrieder Cigar Co., Red Lion, Pa.

SERGEANT WM. JASPER:—21,519.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 31, 1911. American Litho. Co., New York.

CLARIDINA:—21,520.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 31, 1911. American Litho. Co., New York.

VAN COURT:—21,521.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 31, 1911. American Litho. Co., New York.

CRUISKEEN LAWN:—21,522.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. January 31, 1911. American Litho. Co., New York.

KROBRO:—21,523.
For cigars, little cigars, cigarettes, cheroots, stogies, smoking and plug tobacco. February 1, 1911. Krone Bros., Ft. Smith, Ark.

DELMAR SPECIALS:—21,524.
For cigars, cigarettes, chewing and smoking tobacco. February 1, 1911. J. A. Shuhart & Co., York, Pa.

PAVLA & FRANCISCO:—21,525.
For cigars, cigarettes, chewing and smoking tobacco. February 1, 1911. Havana American Co., New York.

LONG RUN:—21,526.
For cigars, cigarettes, chewing and smoking tobacco. February 1, 1911. T. A. Wadsworth, Detroit, Mich.

LA PLATILLO:—21527.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 1, 1911. A. C. Henschel Mfg. Co., Chicago, Ill.

LA DOVA:—21,528.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 1, 1911. A. C. Henschel Mfg. Co., Chicago, Ill.

FINE IS RIGHT:—21,529.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 1, 1911. P. J. Connelly, De Kalb, Ill.

SIR FRANCIS GALTON:—21,530.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 1, 1911. American Litho. Co., New York.

LOVIT:—21,531.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 2, 1911. Hilbronner & Jacobs, Philadelphia, Pa.

CARL MORRIS:—21,532.
For cigars. February 2, 1911. W. E. Medley, Roodhouse, Ill.

A SEGAR:—21,533.
For cigars, cigarettes, stogies, chewing and smoking tobacco. February 2, 1911. The Hautzebroeder Co., Mansfield, O.

A CIGAR:—21,534.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 2, 1911. The Hautzenroeder Co., Mansfield, O.

ILLINOIS GENTLEMAN:—21,535.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 2, 1911. Yeaman Bros., Gilman, Ill.

THE PRAIRIE STATE CIGAR:—21,536.
For cigars, cigarettes. February 3, 1911. Peter Wachter, Chicago, Ill.

NEROVA:—21,537.
For cigars, cigarettes and cheroots. February 3, 1911. Moller, Kokeritz & Co., New York.

RIGO:—21,358.
For cigars. February 4, 1911. A. Altman, Philadelphia.

JERSEY COUNCIL:—21,539.
For cigars, cigarettes, chewing and smoking tobacco. February 6, 1911. A. Berkowitz, Newark, N. J.

POLSKA PROVDA:—21,540.
For cigars. February 6, 1911. M. Laiken, Milwaukee, Wis.

MUNICIPAL FACTS:—21,541.
For cigars, cigarettes, chewing and smoking tobacco. February 6, 1911. Ano-Tero Cigar Co., McSherrystown, Pa.

BEKTASH:—21,542.
For cigars, cigarettes, chewing and smoking tobacco. February 6, 1911. S. Wardner & Co., Concord, N. H.

WARDICO:—21,543.
For cigars, cigarettes, chewing and smoking tobacco. February 6, 1911. S. Wardner & Co., Concord, N. H.

MI HONORADO:—21,544.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 6, 1911. Klingenberg Bros., New York.

RASSFELD'S DELEGATE:—21,545.
For cigars, little cigars, cheroots and stogies. February 6, 1911. Frank J. Roeser, St. Louis, Mo.

BEN MILAN:—21,546.
For cigars. February 6, 1911. St. Louis Cigar Box Co., St. Louis, Mo.

THE BARD:—21,547.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 6, 1911. Thomas Murray, Butte, Mont.

IRISH AMERICAN:—21,548.
For cigars and cigarettes. February 6, 1911. Smith & Rupp, Buffalo, N. Y.

EL DETRO:—21,549.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 6, 1911. Eminent Cigar Co., Detroit, Mich.

D. O. MILLS:—21,550.
For cigars, cigarettes and cheroots. February 6, 1911. Seeman Bros., New York.

PRINCEONA:—21,551.
For cigars, cigarettes and cheroots. February 6, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

OZALMA:—21,552.
For cigars, cigarettes and cheroots. February 6, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

OLESKA:—21,553.
For cigars, cigarettes and cheroots. February 6, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

SPENOLA:—21,554.
For cigars, cigarettes and cheroots. February 6, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

FAROLLA:—21,555.
For cigars, cigarettes and cheroots. February 6, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

ARDELON:—21,556.
For cigars, cigarettes and cheroots. February 6, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

SAN FRANCISCO 1915:—21,557.
For cigars, cigarettes and cheroots. February 9, 1911. Luckett, Luchs & Lipscomb, Philadelphia.

ZURICA:—21,558.
For cigars, cigarettes and cheroots. February 9, 1911. C. B. Henschel Mfg. Co., Chicago, Ill.

LA VERTURA:—21,559.
For cigars, cigarettes and cheroots. February 9, 1911. C. B. Henschel Mfg. Co., Chicago, Ill.

EL ARTE CUBANA:—21,561.
For cigars, cigarettes, chewing and smoking tobacco. February 10, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

TOBACCO ART:—21,562.
For cigars, cigarettes, chewing and smoking tobacco. February 10, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

SOONER:—21,563.
For cigars, cigarettes, chewing and smoking tobacco. February 10, 1911. Sooner Cigar Co., Seymour, Ind.

CEDAR RAPIDS SUITS ME:—21,564.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 10, 1911. Jos. Burianek & Son, Elgin, Iowa.

DOCTOR'S SPECIAL:—21,565.
For cigars, cigarettes, chewing and smoking tobacco. February 10, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

LA ROSA DE BOSTONIANS:—21,566.
For cigars, cigarettes and cheroots. February 10, 1911. Mendel & Co., New York.

FRIENDSHIP SEAL:—21,567.
For cigars, cigarettes, chewing and smoking tobacco. February 10, 1911. St. Louis Cigar Box Co., St. Louis, Mo.

SENATOR LUKE LEA:—21,568.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 10, 1911. American Lithographic Co., New York.

ACTON DAVIES:—21,569.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 10, 1911. American Lithographic Co., New York.

H. F. REPUTATION STOGIES:—21,570.
For stogies. February 10, 1911. H. Friedberg Leaf Tobacco Co., Pittsburgh, Pa.

LA DAVILLA:—21,571.
For cigars, cigarettes, chewing and smoking tobacco. February 10, 1911. A. C. Henschel & Co., Chicago, Ill.

V. C. T.:—21,572.
For cigars, cigarettes, stogies, chewing and smoking tobacco and cheroots. February 10, 1911. Oscar Svenningan, Auburn, Me.

AUTO-CHEW:—21,573.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 10, 1911. D. K. Phillips, Shoemakersville, Pa.

RESEARCH:—21,574.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 10, 1911. R. Exposito, New Orleans, La.

CUBAN ART:—21,575.
For cigars, cigarettes, chewing and smoking tobacco. February 10, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

SECULA:—21,576.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 10, 1911. Putman Cigar Co., Ottawa, Ohio.

NEDICTO:—21,577.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 10, 1911. Putman Cigar Co., Ottawa, Ohio.

ETHAM:—21,578.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 10, 1911. Louis W. Keyer, Dayton, O.

SOFALA:—21,579.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 10, 1911. Louis W. Keyer, Dayton, O.

LOGOS:—21,580.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 10, 1911. Louis W. Keyer, Dayton, O.

CETUS:—21,581.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 10, 1911. Louis W. Keyer, Dayton, O.

MONGOMA:—21,582.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 10, 1911. Louis W. Keyer, Dayton, O.

NEW ORLEANS 1915:—21,583.
For cigars, cigarettes and cheroots. February 10, 1911. Luckett, Luchs & Lipscomb, Philadelphia.

LEHIGH PUFFS:—21,584.
For cigars, cigarettes and cheroots. February 10, 1911. B. A. Sheffer, Spring Forge, Pa.

FLOR DE MORY:—21,585.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 10, 1911. Fredk. Mory & Son, Guttenberg, N. J.

BELLA LUCIA:—21,586.
For cigars, cigarettes, chewing and smoking tobacco. February 10, 1911. Schmidt & Co., New York.

HARRY COOPER (By Permission):—21,587.
For cigars, cigarettes, chewing and smoking tobacco. January 19, 1911. M. Moskowitz, New York.

FLOR DE CAGUASO:—21,588.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 10, 1911. Jaime Cervera, Caguas, Porto Rico.

EL ADHERO:—21,589.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

BEN-AVON:—21,590.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

LA CADONA:—21,591.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

CHERRY RIPE:—21,592.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

CONTEMPLAR:—21,593.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

DEAD SHOT:—21,594.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

DELVINO:—21,595.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

ESPARTANO:—21,596.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

ROYAL WARD:—21,597.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

EL SAMAR:—21,598.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

EL SARDO:—21,599.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

JOHN CONSTABLE:—21,600.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

LOPE DE VEGA:—21,601.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

MADIRA:—21,602.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

LA MOSELA:—21,603.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

NELL BRINKLEY:—21,604.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

EL PALCO:—21,605.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

EL PAYO:—21,606.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

PISANO:—21,607.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

PRINCE OF CONDI:—21,608.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

SPUR:—21,609.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

VICTOR COUSIN:—21,610.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

GEM DE LUX:—21,611.
For cigars, cigarettes and cheroots. February 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

G. H. P.:—21,612.
For cigars. February 13, 1911. B. L. Grabosky, Philadelphia.

CARISALJO:—21,613.
For cigars, cigarettes and cheroots. February 13, 1911. Enterprise Cigar Co., Trenton, N. J.

LANUMA:—21,614.
For cigars, cigarettes and cheroots. February 13, 1911. Moller, Kokeritz & Co., New York.

WALKÜRE:—21,615.
For cigars. February 13, 1911. Chas. Kresl, Chicago, Ill.

EL TIENTO:—21,616.
For cigars, cigarettes cheroots, chewing and smoking tobacco. February 13, 1911. American Lithographic Co., New York.

EL MESON:—21,617.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 13, 1911. American Lithographic Co., New York.

ROBERT III:—21,618.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 13, 1911. American Lithographic Co., New York.

ROBERT REX:—21,619.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 13, 1911. American Lithographic Co., New York.

SIR RUFUS:—21,620.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 13, 1911. American Lithographic Co., New York.

STILL ROCK:—21,621.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 13, 1911. American Lithographic Co., New York.

ROYMONT:—21,622.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 13, 1911. American Lithographic Co., New York.

VAN MAR:—21,623.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 13, 1911. American Lithographic Co., New York.

SUNALTA:—21,624.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 13, 1911. American Lithographic Co., New York.

BLUE LIST:—21,625.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 13, 1911. American Lithographic Co., New York.

KITTY KIRK:—21,626.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 13, 1911. American Lithographic Co., New York.

ADMIRAL CHAS. STILLMAN SPEARY:—21,627.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 13, 1911. American Lithographic Co., New York.

HOME EXTRA CIGAR:—21,628.
For cigars, cigarettes. February 13, 1911. M. Zeimet, Chicago, Ill.

ADMIRAL NAVARRA:—21,629.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 13, 1911. Louis C. Wagner & Co., New York.

ADMIRAL MORENA:—21,630.
For cigars, cigarettes, cheroots and tobacco. February 13, 1911. L. C. Wagner & Co., New York.

PRINCE OF SERVIA:—21,631.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 13, 1911. L. C. Wagner & Co., New York.

PEARL KING:—21,632.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 13, 1911. L. C. Wagner & Co., New York.

JERSEY CALL:—21,633.
For cigars, cigarettes and cheroots. February 13, 1911. A. Berkowitz, Newark, N. J.

BIDJARA:—21,634.
For cigars, cigarettes and tobacco. February 13, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

SAROUKA:—21,635.
For cigars, cigarettes, chewing and smoking tobacco. February 13, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

MESHEDA:—21,636.
For cigars, cigarettes, chewing and smoking tobacco. February 13, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

DON CALVO:—21,637.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 13, 1911. American Litho. Co., New York.

RIO REINA:—21,638.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 13, 1911. American Litho. Co., New York.

GRANTAIRE:—21,639.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 13, 1911. American Lithographic Co., New York.

TINKHAM BROS.' 84:—21,640.
For cigars, cigarettes and cheroots. February 13, 1911. S. R. Moss Cigar Co., Lancaster, Pa.

84:—21,641.
For cigars, cigarettes and cheroots. February 13, 1911. S. R. Moss Cigar Co., Lancaster, Pa.

RIGGS:—21,642.
For cigars. February 13, 1911. W. E. Riggs, Hastings, Neb.

LEADING BIRDS:—21,643.
For cigars, cigarettes and cheroots. February 13, 1911. L. E. Sentz, Felton, Pa.

WINNING BIRDS:—21,644.
For cigars, cigarettes and cheroots. February 13, 1911. L. E. Sentz, Felton, Pa.

TRANSFERS.

TAMPA TODDY:—33,328 (Leaf).
For cigars, cigarettes and cheroots. Registered May 4, 1907, by H. G. Frederick, Nokomis, Ill., and transferred to Friederick & Waer, Nokomis, Ill., has been again transferred to Encore Cigar Co., Nokomis, Ill., on February 10, 1911.

FREDERICK'S ENCORE CIGAR:—32,115 (Journal).
For cigars, cigarettes and cheroots. Registered September 21, 1906, by H. G. Frederick, Nokomis, Ill., and transferred to Friederick & Waer, Nokomis, Ill., has again been transferred to Encore Cigar Co., Nokomis, Ill., on February 10, 1911.

NEROVA:—21,537.
For cigars, cigarettes and cheroots. Registered by Moller, Kokeritz & Co., New York, has been transferred to Havana Importing Co., Chicago, Ill., on February 10, 1911.

LOYAL AMERICAN:—
Registered December, 1893, by Loyal American Cigar Co., Detroit, Mich., has been transferred ot David Segan, Detroit, Mich., January 3, 1911.

CORRECTION.

LORD STYNE:—21,393.
For cigars, cigarettes, chewing and smoking tobacco. January 14, 1911. The Chas. Stutz Co., New York, should read "Lord Steyne."

HAVANA SQUARE:—21,480.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Was registered January 25, 1911, by Gus Neuwahl, Altoona, Pa.

POLLACK'S CIGAR:—21,373.
For cigars, cheroots and cigarettes. January 11, 1911. B. L. Grabosky, Philadelphia, should read "Pollack's L. Cigar."

Pittston, Pa., Hails Prospect of Cigar Factory.

A REPORT from Pittston, Pa., announces that a large New York Cigar Manufacturing concern has been prospecting there with a view to establishing a branch factory. People of that town are highly elated over the prospect and they are given to understand by the representative of the house that it all depends upon whether or not the locality can furnish the required labels, and an option is said to have been procured on a building that would have been satisfactory but operations would be commenced in only a moderate way and gradually increased until ultimately a large force would find employment.



NEW YORK.

NEW YORK CITY.

THE much talked of recuperation has not yet made its appearance in a substantial manner in this market, and in fact it has been very dull during the past week. The great trouble is attributed to a scarcity of goods, and leaf men claim that in consequence some batches are necessarily curtailed. Those who really have any opportunity of are necessarily curtailed. Those who really have any quantity of goods remaining on hand are being keenly sought for, but they are not inclined to part with them except at a good figure, which seems to cause hesitancy on the part of manufacturers. The shade grown Connecticut tobacco is commanding a high price, and the present movement for more extensive operations in producing larger quantities of shade grown leaf is no doubt being prompted by the present high prices. Some exceptionally fine Connecticut broad leaf was shown in this city last week by one of the oldest leaf packers operating in Connecticut who declares that it is the finest tobacco that he has ever seen grown in Connecticut soil.

Sumatra has been moving spasmodically, and every once in a while there seems to be quite a rush and importers have been a little shy on certain colors, making it necessary for them to go into the open market to supply their customers' demands. Indications are that before a supply of new goods can be brought to this city, the old goods will be almost completely exhausted.

Prospects are steadily becoming brighter, and a good crop of Havana tobacco is now assured. The Partido situation, which was particularly serious for a time, has been much improved, and there is also promise of some good Vuelta.

PENNSYLVANIA.

PHILADELPHIA.

MODERATELY good business is reported by the Philadelphia leaf trade in all grades of domestic goods, not to say that there has been a large business done. Several moderate sized sales have helped materially to swell the volume of trade done, and the apparent continuing prosperity with the cigar manufacturing trade is most encouraging to the leaf men. It is not that there is any lack of demand for leaf, but it seems to be due to the prices now demanded for goods that an even larger volume of trade has not been done. There has been a little toning up of the market in Ohio goods, due probably to the presence of representatives of Ohio tobacco houses.

The conditions in the Sumatra market are about normal for this time of the year, which are being sold in smaller quantities.

There has been little or no change in the Havana market. Desirable offerings find ready purchasers, but good prices are still being demanded.

LANCASTER.

THE situation in the local leaf market for old goods remains practically unchanged. Leaf men report a large number of inquiries.

Notwithstanding this, 1909 goods are moving very slowly; and, as a matter of fact, a transaction has already been consummated by which a large packing of 1910 goods recently changed hands in this market. Packers' representatives are still operating in the field, and are securing some crops here and there at somewhat advanced prices. Deliveries of 1910 tobaccos are coming in more freely, and packing houses are now in full operation. In the vicinity of the warehouses on delivery days, the streets are literally lined with teams awaiting their turn to unload. It is said that, upon one day last week, 52 loads of tobacco were lined up at Manheim for delivery to the United Warehouse at that point. Despite the statement recently made that probably only 10 per cent. of the year's crop remained, it is now believed that still about that proportion remains in farmers' hands.

WISCONSIN.

EDGERTON.

THERE is still some riding done in country districts, but the major portion of the purchases are being made by representatives of large interests; and for picks, good figures have been demanded. Lower grade goods are not very strong on the market. Only a limited volume of business is reported in those goods. A New York packing firm has been operating to some extent, and have secured a few lots from local packers. Delivery of the new crops have commenced to come in at the various receiving points quite freely during the week, and the season has commenced with moderate forces.

STOUTON.

The Tobacco Growers' Association, of Wisconsin, whose headquarters are at Stouton, claim that they will this year handle 1,000,000 pounds of tobacco which is less than their last year's handling. They will continue to operate at London, Westby, Gay's Mills, Stouton, and perhaps at Chippewa Falls.

The American Cigar Company plant was recently started with 100 hands.

NEW ENGLAND.

SPRINGFIELD, MASS.

PREPARATIONS for the accommodation of a large number of workmen are being started on the Smith farm which has been syndicized for the extensive growing of tobacco. The reports, now considered to be correct, are that 200 to 300 acres of shade grown tobacco are to be planted the coming season. Work has been started on an addition to the farmhouse to provide for 18 or 20 sleeping rooms, bath, kitchen and dining-room.

ENFIELD, CONN.

Reports are to the effect that it has been many years since the tobacco growers of this vicinity experienced such a wholesale cleaning up of their crops, of which but few now remain, which is no fault of the buyers. Because of the greediness of the farmers, they refuse to accept the good offers made them. The success attained last year will serve as an inspiration to the farmers to raise an equal if not larger acreage during the coming year.

SUFFIELD, CONN.

There is a good prospect for a largely increased acreage of broad leaf this year, with a corresponding decrease in Havana seed leaf. In the past few years the broad leaf variety has been in greater demand, and growers of this type have realized more money per acre for their crops than those raising Havana seed. Buyers have about ceased operations with the present crop, which is pretty well taken. Some growers who refused offers made them will pack the tobacco themselves, and take the chance of selling and realizing more in that way.

WINDSOR, CONN.

Preparations are under way for a raising of shade grown tobacco next season, when many growers will embark in this new venture. Growers are already figuring on the help which will be required, and some contemplate having to bring in outside labor. Girls are to be employed in picking and stringing, and it is still a serious question whether sufficient men can be secured to carry on the rest of the work.

DANIELSON, CONN.

Great preparations are being made for raising shade grown tobacco next season, and it is expected that much more help will be required, and some of the larger growers are considering sending south for a colony of negroes to be employed during the season.

OHIO.

DAYTON.

LEAF men here are unanimous in their statements that good Ohio tobacco are to-day commanding a high price, which is due to the fact that the supply has not been over-abundant, but the demand has continued good. The recent operations in growing society movements have caused some little alarm among leaf men, who fear that ere long conditions will be similar to what they are in Kentucky.

ARCANUM.

There has been some activity in the leaf market here, but it was confined especially to low-grade goods which buyers seem to be after hot and heavy.

Western Tobacco Growers Planning for the Future.

AN important conference was recently held at St. Joseph, Missouri, between Gabbert, of Dearborn, and W. R. Holland, president and secretary respectively of the Western Tobacco Growers' Association, at Hotel Robidoux, in St. Joseph, and A. J. Hitt, of Maysville; A. J. Hillix, of Camden Point, and A. D. Leavil, of Dearborn, as guests of Harry Bloch and R. H. Atkinson, members of the Promotion Committee of the Association, when the situation relative to the establishment of a loose leaf tobacco market in St. Joseph was discussed. Plans were under consideration to take care of the present tobacco crop, and a special trip is to be made by Messrs. Atkinson and Leavil to Maysville and several other Kentucky markets for the purpose of learning the conditions there. They will take with them samples of tobacco grown in the vicinity of St. Joseph, and an interesting report is expected from them.

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FOR SALE—La Flor de Tampa Cigar Factory and brand. Established thirty years. Want to retire from business. John Dzialynski, Jacksonville, Fla. 2-15-r.

New Company Takes Over Hinsdale Smith Farm.

THE Cuba-Connecticut Tobacco Company, of Springfield, Mass., in which a number of local tobacco men are interested, has been organized with a capital of $300,000, under the laws of the State of New York. Edmund H. Smith, of Hinsdale, Smith & Co., is one of the incorporators, and the new company will take over the Smith farm in Feeding Hills. There are 500 acres in Feeding Hills and 100 acres of tobacco are to be grown in shade, with 150 more acres to be grown in the open.

In addition to Mr. Smith, there are connected with the new company, Arthur E. Holbrook, of Feeding Hills; John B. Stewart, Windsor, Conn.; Frank Pulver, of New York, and Ariel Mitchelson, of Tariffville, Conn.

Badger State Items.

M. H. BEKKEDAL, an extensive leaf tobacco dealer, Westby, Wisconsin, has acquired a logging equipment and camp, with 1,000,000 feet of unsold lumber and unfinished logging contracts on the Couderay Indian Reservation. This industry had been conducted for five years by the Signor-Chrisler Co., which failed last summer with $11,000 liabilities.

Mr. Bekkedal expects to erect a large box factory in connection with the saw mill and where he will manufacture boxes for the tobacco packing warehouses which he conducts in a number of towns in Vernon County, Wis.

New York State Growers Meet.

ANNUAL meeting of the New York State Tobacco Growers' Association was recently held at Baldwinsville, and the growers from all districts in Central New York were in attendance. They were treated to an interesting address by George W. Harris, the government technologist.

James S. Schenck was elected president; Jesse Ferris, of Meridian, vice-president; B. L. Giddings, secretary; and F. L. Fisher, treasurer.

An executive committee was appointed which consists of J. W. Upson, of Baldwinsville; F. W. Fenner, Charles S. Keller and Ward Southern.

Connecticut Valley Tobacco Notes.

A CERTIFICATE of incorporation was filed at the office of the Secretary of Commowealth, by Wm. L. Hunting, Frederick E. Fuller and Catharine M. Fuller, of East Hartford, who have organized the Wm. L. Hunting Co., Inc., of East Hartford, Conn., with a capital stock of $10,000, for the purpose of growing, curing, raising and producing leaf tobacco. It is said the new corporation intends to cultivate tobacco on a large scale.

The leaf tobacco firm of Brill & Hubbel, at Edgerton, Wis., has been dissolved by mutual consent.

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We aim to be always able to show a fine general line of cigar leaf tobacco, and stand ready to back up the quality of our goods.
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CIGAR BANDS



BEAR BROTHERS

MANUFACTURERS OF

FINE CIGARS

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And other brands. All are made of pure Turkish Tobacco of superior quality. Union made. Samples and Price List sent on request.

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in a 10 cent Metal Box

retains its good condition and delicate flavor indefinitely.

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Bearing Label of International Cigarmakers' Union

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Special Designs Engraving, Embossing

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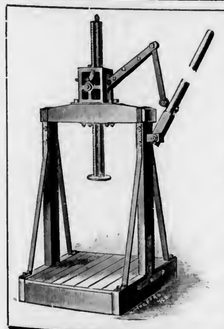
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FOR SALE BY ALL DEALERS

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¶ Our 30 years of experience catering to the CIGAR BOX TRADE insures this

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These foremost houses of the trade have reliable goods to sell and want our subscribers to know about them. Read their story and when writing tell them you saw it in The Tobacco World. No bogus advertising admitted.

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Established 1890 — Correspondence Solicited

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HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon
Printed or Stamped in Gold or Silver

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Patented Wire Bound Shipping Cases
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Established 1834

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OUR HIGH-GRADE NON-EVAPORATING
CIGAR FLAVORS
Make tobacco mellow and smooth in character and impart a most palatable flavor

FLAVORS FOR SMOKING and CHEWING TOBACCO
Write for List of Flavors for Special Brands
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Established 1890 — Correspondence Solicited

Keystone Variety Works
HANOVER, PENNA.
Cigar Ribbons, Silk Imitation and Muslinola Ribbon
Printed or Stamped in Gold or Silver
Labels — Stock Cards
Give Us a Trial. We Want Your Opinion

Parmenter Wax-Lined Coupon Cigar Pockets
AFFORD PERFECT PROTECTION AGAINST MOISTURE HEAT AND BREAKAGE
¶ INDORSED BY ALL SMOKERS, and are the MOST EFFECTIVE Advertising Medium Known
Racine Paper Goods Company
Sole Owners and Manufacturers
RACINE, WIS., - - - - U. S. A.

ESTABLISHED 1877 — NEW FACTORY 1904
H. W. HEFFENER & SON
Steam Cigar Box Manufacturers
AND MAKERS OF
Patented Wire Bound Shipping Cases
HOWARD & BOUNDARY AVE. — YORK, PA.

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CIGAR FLAVORS
Make tobacco mellow and smooth in character and impart a most palatable flavor
FLAVORS FOR SMOKING and CHEWING TOBACCO
Write for List of Flavors for Special Brands
BETUN, AROMATIZER, BOX FLAVORS, PASTE SWEETENERS
FRIES & BRO., 92 Reade Street, New York



F. P. SHANFELDER
Maker of
Quality Cigars
Put up in Attractive Style
¶ Jobbers and Dealers wanting Goods that are STANDARDS, should write
OUR BRANDS: "Lucy Forrester," "Royal Guide," "Happy Felix" and "Fort Steadman"
Newmanstown, Pa.

MONARCH CIGAR CO.
RED LION, PA.
MAKERS OF LORD NORTHCLIFF, Superior five cent cigars and a fine line of medium priced goods.
Facilities Unexcelled - - - Correspondence Solicited
Goods Sold to Jobbing Trade Only

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HIGHEST GRADE MOLD AT LOWEST PRICE
WRITE FOR CATALOGUE OF 1,500 SHAPES
The American Cigar Mold Co.
1931-1935 Western Ave., and
1201-1209 Dayton Street
CINCINNATI, - OHIO

The American Tobacco Co.
Boot Jack Plug
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Newsboy Plug
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J. T. Plug
Battle Ax Plug
They Please All Tastes
Always Uniform and Reliable

H. G. BARNHART
Maker of
Good Cigars that Sell Cheap, but Not Cheap Cigars
The Quality is what Tells
Reliable dealers are invited to write for Prices
SPRINGVALE, PA.



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INCORPORATED
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Board of Trade Bldg., Montreal, Canada



Robert Burns

MILD

10c. Cigar

"The Quality is Mild but The VALUE IS STRONG"

Straiton & Storm Co.

NEW YORK

REY EDUARDO

Clear Havana Cigars

Should be Strongly Represented in Your Stock

The smokers of Finest Havana Cigars are repeating promptly on

REY EDUARDO

An extremely rich bouquet, but pleasing and mild in character.



Price List Mailed Promptly Salesmen Show Samples

PARK & TILFORD

Fifth Ave. and 26th Street, New York

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States

76½ Pine Street, New York City

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THE TOBACCO WORLD

MARCH 1st
1911

Leading Features

Cuba's Tobacco Crop in Serious Condition.

Stachelberg-Esberg-Gunst Dissolution.

Fire at Richmond Damages Two Tobacco Factories.

Confessions and Suggestions of a Retailer, By Dan Duit.

New Persevero Cigar Factory a Model of Modern Ideas. (Illustrated.)

New Selling Arrangements of the S. & F. Fleitas Factory, Key West.

Improved Cigar Box Lid that Saves Space.

Another Evansville Cigar Factory Burned. Incendiarism Suspected.

Tampa Shipments Total a Million per Day.

Problems of the Retailer.

News From Leading Trade Centers.

All That's New With Jobbers and Distributors.

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXI No. 5

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
41 Union Square, New York



Congenial travelling companions—

REGENSBURG'S HAVANA CIGARS

ALL SIZES ALL SHAPES
SOLD EVERYWHERE

FOR GENTLEMEN OF GOOD TASTE

SAN FELICE

5c A HIGH GRADE CIGAR FOR 5c

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

The DEISEL-WEMMER Co.

Makers, : : Lima, Ohio

In Production

Experience + Brains = Quality

Quality speaks for itself. **Quality** in your offerings means **success** in your **business:** you get it in the superlative degree when you handle our products and the numerous letters of commendation we receive from satisfied distributors attest this fact beyond argument.

Study This List

Stogies, 3 for 5c.
Red Demon
Our Special Dutch
Our Little Havanas

Cigars, 3 for 5c.
Ducico
Indemnity Bond
County Fair

Cigars, 2 for 5c.
Capt. Sam Brady
Pittsburg Girls
Lenawee Bouquet

These are "leaders": we are unable to enumerate many others in this limited space, but upon request will send you samples of those lines adapted to the special requirements of the trade in your particular territory.

Want Us to Do So?

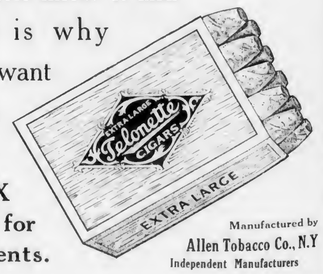
"Never put off until tomorrow what you can do today."

The Duquesne Cigar Co. of Pittsburg, Pa.

Telonette

THE HAVANA BLEND CIGAR

Telonettes are the best value in the line of Short Smokes. They are longer and better than any other. Smokers know it and that is why they want them.



BOX of 10 for 15 cents.

Manufactured by
Allen Tobacco Co., N.Y
Independent Manufacturers

SAVARONA

Is not only the Aristocrat of Porto Rican Cigars--it is the best cigar ever offered to the trade to retail at from "3 for a quarter" to "25 cents each."

To Jobbers:

We will soon have no open territory on the **Savarona** brand, and you had better get in touch with us before some other Jobber in your vicinity does.

To Retailers:

There is money in handling **Savaronas,** and they always make good with smokers. Write us for name of Jobber nearest you.

CAYEY-CAGUAS TOBACCO COMPANY
Pine Street, New York

PASTORA

"THE MASTERPIECE OF ALL BROADLEAF WRAPPED Havana Cigars"

THE SAN TELMO CIGAR MFG. CO. MAKES IT

THAT'S SUFFICIENT!

FRISHMUTH'S WHITTLE CUT TOBACCO

WILL NOT BITE THE TONGUE

The Best

One Hundred Years Old

Mr. Dealer: Whittle Cut Tobacco is being advertised all over the United States. Will you not supply the demand we thus create? Write us today and we will put you in touch with the distributor in your district.

FRISHMUTH BRO. & CO., Inc.
Philadelphia, Pa.

BARON~GRAY



A Five Cent Cigar "Good Till the Last Puff"

Fine Proposition for Live Wholesalers and Distributors

WRITE TO-DAY TO
W. R. WALLASTON
Manufacturer - - DAYTON, OHIO

CENTRAL UNION



No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.





FOR GENTLEMEN OF GOOD TASTE

SAN FELICE

5c A HIGH GRADE CIGAR 5c
FOR

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

The DEISEL-WEMMER Co.

Makers, : : Lima, Ohio

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The Duquesne Cigar Co. of Pittsburg, Pa.

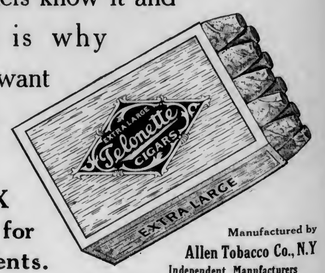
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BOX of 10 for 15 cents.



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To Jobbers:

We will soon have no open territory on the **Savarona** brand, and you had better get in touch with us before some other Jobber in your vicinity does.

To Retailers:

There is money in handling **Savaronas,** and they always make good with smokers. Write us for name of Jobber nearest you.

CAYEY-CAGUAS TOBACCO COMPANY
Pine Street, New York

PASTORA

"THE MASTERPIECE OF ALL BROADLEAF WRAPPED Havana Cigars"

THE SAN TELMO CIGAR MFG. CO. MAKES IT

THAT'S SUFFICIENT!

FRISHMUTH'S WHITTLE CUT TOBACCO

WILL NOT BITE THE TONGUE

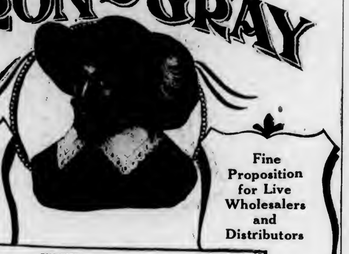
The Best

One Hundred Years Old

Mr. Dealer: Whittle Cut Tobacco is being advertised all over the United States. Will you not supply the demand we thus create? Write us today and we will put you in touch with the distributor in your district.

FRISHMUTH BRO. & CO., Inc.
Philadelphia, Pa.

BARON~GRAY



A Five Cent Cigar "Good Till the Last Puff"

Fine Proposition for Live Wholesalers and Distributors

WRITE TO-DAY TO
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CENTRAL UNION



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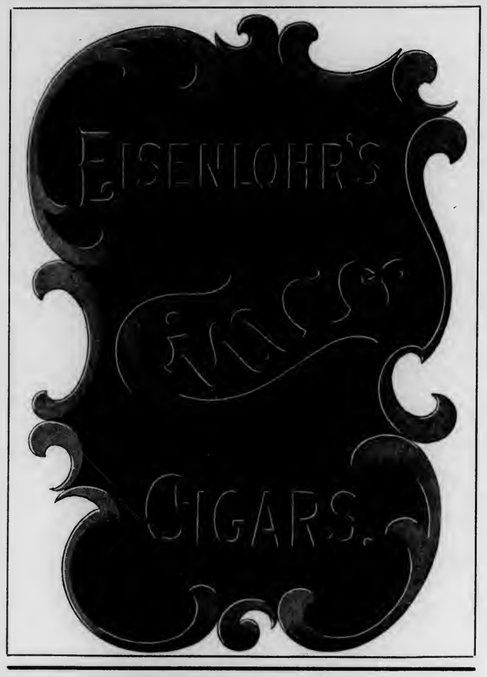
Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL 2ND EXPOSURE



THE CIGAR THAT MADE
PHILADELPHIA FAMOUS!

Jobbers and dealers have been attracted to

Juan F. Portuondo

CIGARS

by their quality-tobacco, workmanship, package, for more than forty years. They are still pleasing the consumers and benefitting the trade because

"THEY HAVE NO EQUAL"

Established 1869
Incorporated 1893

Juan F. Portuondo Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA

The Signature is on every box

Highest Grade of All Havana Cigars



Made in Thirteen Sizes of the Most Popular Shapes

For prices and other particulars address

I. M. HERNANDEZ, Maker. 1714 Columbia Ave., Philadelphia

BUILD YOUR TRADE ON QUALITY

A Five-Cent Straight Cigar



Hand-Made in Five Sizes

A Live Proposition for Live Distributors

H. B. GRAULEY, Manufacturer, 6th & Chestnut Sts., Phila.

CRESSMAN'S



Counsellor

The 5 Cent

Cigars of Real Value

Made by

Allen R. Cressman's Sons

Philadelphia

ULRICH'S

Radnor

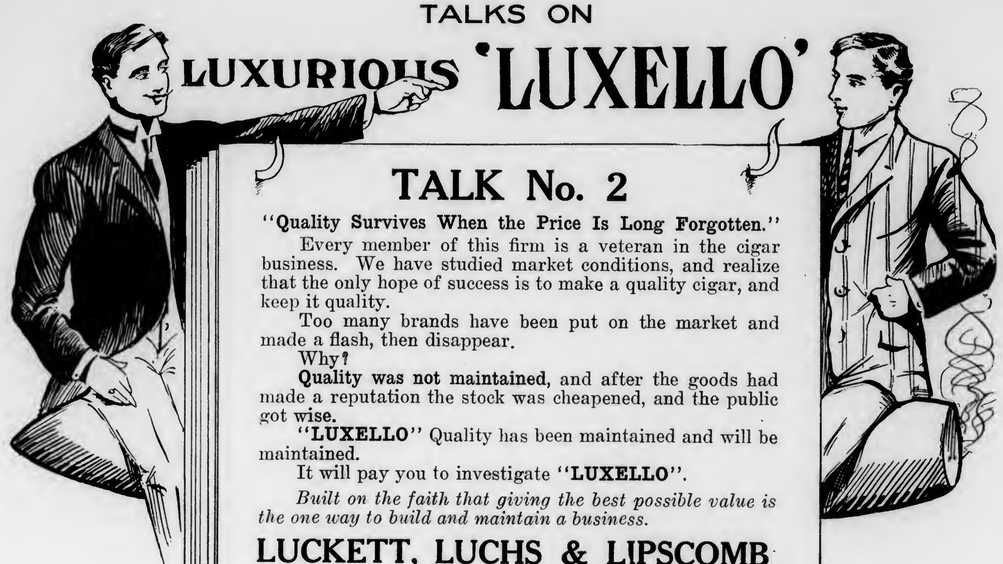
5¢ CIGAR

A. ULRICH & CO.

100 Market Street, Philadelphia

TALKS ON

LUXURIOUS 'LUXELLO'



TALK No. 2

"Quality Survives When the Price Is Long Forgotten."

Every member of this firm is a veteran in the cigar business. We have studied market conditions, and realize that the only hope of success is to make a quality cigar, and keep it quality.

Too many brands have been put on the market and made a flash, then disappear.

Why?

Quality was not maintained, and after the goods had made a reputation the stock was cheapened, and the public got wise.

"LUXELLO" Quality has been maintained and will be maintained.

It will pay you to investigate **"LUXELLO".**

Built on the faith that giving the best possible value is the one way to build and maintain a business.

LUCKETT, LUCHS & LIPSCOMB

Manufacturers, Philadelphia.

"The Straw Shows the Way the Wind Blows"

A very old saying, but true. The way the public is taking hold of *"Crown" Coupons* is marvelous—like the straw, it tells a story just as true—it tells you Mr. Manufacturer and Mr. Retailer that the tobacco using public want *"Crown" Coupons* and *Certificates.*



Don't take our word for it—ask one of the hundreds of merchants who are giving them out. If the Public didn't take to them we couldn't hand out Ten Millions (10,000,000) in thirty days, and the smoker doesn't have to wait until he is as old as Methuselah either to get something—we give premiums for ten 25 Cent Certificates. Besides, *"Crown" Coupons* and *Certificates* are redeemable in conjunction with *"Crown" Stamps.* See the point?

The cost? Lower than any Cigar Coupon proposition in existence.

THE CROWN STAMP COMPANY

Largest Premium Parlors in the World

1007-09 Arch Street Philadelphia, Pa.

M 5¢ C

BAYUK BROTHERS



FIVE CENT CIGAR

PHILADELPHIA

44 CIGAR CO. MAKERS

ADLON

QUALITY Responsible For the Stronghold of the "ADLON" 10c. Cigar



3 FOR 25c.	*This is Recognized by the trade throughout the country.*	10c. STRAIGHT

PHILADELPHIA, PA.



Eveready Cigar Lighter

The ONLY PERFECT LIGHTER Ever Put on the Market

Positively Cheaper Than Matches

Cannot get out of order and can be relied on to give a light when wanted. Weighs only 1¼ ounces and is about one-half the size of an ordinary match safe. Sent postpaid for 60 cents. Special prices in quantities. Catalogue of Novelties free.

SPUHLER NOVELTY CO., Dept. H., Pittsburgh, Pa.

Ideal Mexican Clay Cigar Moisteners



For Showcases, Wall Cases and Humidors

Made of solid brown Mexican clay with aluminum trimming, a combination ideal and sanitary. They will absorb more water and distribute it more uniformly than any other moistener ever offered. Write us for illustrated literature. **IDEAL CIGAR MOISTENER CO., Not Inc.**

Eastern Representative: Wm. Caldwell Co., 96 Warren St., New York, N. Y. — 5447 S. Ashland Ave., CHICAGO, ILL.

THE KEY WEST CIGAR FACTORY — WEST — KEY WEST, FLA.

THE

Key West Cigar Factory

Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A **LA FAMOSA** EQUAL TO ANY MILD 10¢ **CIGAR**

E. Kleiner & Co., Makers, New York

CLEAR HAVANA CIGARS OF MERIT

Manufactured by

S. WOLF'S SONS

LUKOS-SMOKER — MADE IN KEY WEST FLA. BY S. WOLF'S SONS

Factory No. 318 KEY WEST, FLORIDA

WRITE FOR QUOTATIONS

THE BEAU BRUMMEL OF STOGIES

PHOEBUS

Manufactured by

Consolidated Cigar Co., Pittsburg

Distributed by
MITCHELL, FLETCHER & CO.
Philadelphia

The Kind Your Daddy Bought

SIR RAHMAS

Real Cuban Hand-Made

Havana Cigars

The Mild Kind

Sam H. Harris, Inc.

Persevero Cigar Factory

422-30 E. 53d Street, New York

Pulliam Cigars

5c. Cigar 5c. Cigar

Live up to Their Reputation

We have exerted our utmost efforts to produce a cigar of noteworthy merit. No matter what we may say to you regarding the **Pulliam** cigars, you will always find that they live up to our claims---and beyond. ¶ Dealers who know are enthusiastic over the success of **Pulliam** cigars and that they continue to set "the pace" for a five cent cigar. ¶ Drop us a line and we will tell you how to participate in the benefits of handling **Pulliam** cigars.

Pulliams Please Particular People.

MADE BY

Herman Warner & Company

YORK, PENNSYLVANIA

Territory Open to Progressive Houses. Write Us To-day, It'll Pay.

Here is THE BEST 5c. Cigar

El Borita

DRAWS Trade and HOLDS IT

Made of the **Best** Domestic Leaf, by Skilful Hands, in Clean Factories, the **El Borita** is Banded, and put up in Attractive Boxes Tastes and Looks like a Cigar Twice the Price.



OTHER LEADING BRANDS:

LAVOCA 10c. to 50c. **LATONIA** 10 Cents

Territory Open for Live Distributors

John Steigerwald & Co.

Main Office: Twentieth and Tioga Sts.

PHILADELPHIA

Attractive Packages

Why not call attention to your HIGH CLASS or SPECIAL BRANDS by packing in a box

Different from the Ordinary?

WE ARE FULLY EQUIPPED to furnish anything from a Book Box to highly Polished Cabinets. We have served some of the largest Cigar Manufacturers in the country along this line; why not you? Give us an idea of what you want, accompanied by a rough sketch showing sizes, and we will do the rest.

Henry H. Sheip Mfg. Company

COR. SIXTH STREET AND COLUMBIA AVENUE

PHILADELPHIA, PENNSYLVANIA

A Free Deal on London Trophies

The New 2 for 5c. Cigar

Mr. Dealer:—Save the profit sharing certificate found in each box, they are worth money to you. A fine proposition. We also make a line of 3 for 5c. stogies. Correspondence with wideawake dealers invited.

WABASH CIGAR COMPANY, PITTSBURGH, PA.

London Trophies ARISTOCRATS

Quinones Cabezudo Co.

MANUFACTURERS OF

High Grade Porto Rico Cigars

OUR BRANDS { "Mejorana" "Nabisco" "Tonina" "El Resumen" "Bella Cadiz" "Hanabanilla" "Quicaco" "Flor de Quinado"

Factory and Warehouse: CAGUAS, PORTO RICO

New York Office: 130-132 PEARL STREET

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

Havana's Kingly Product

MARCA INDEPENDIENTE POR LARRAÑAGA

Oldest Independent Factory in Cuba

Established over 75 Years

The Cigar of QUALITY and RENOWN

New York Office:

D. JACOBS, 200 Fifth Avenue

HAVANA CUBA CIGARS

CASTAÑEDA HABANA TRADE MARK

We Suggest CASTANEDA

New York Office: 3 Park Row
Dave Echemendia, U. S. Rep.
Telephone Connection
London Office: 14 Gracechurch Street
Castaneda (Havana) Cigar Factories, Ltd.
129 Virtudes, Havana.
Cable Address, Havana, London and New York: CIGARESTAS

- **Highest Class Materials**
- **Best Workmanship**
- **Perfect Colors**
- **Delightful Aroma**

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO

Kings Club — Clear Havana - Made in Tampa

FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY

3 PARK ROW, NEW YORK

EL AGUILA DE ORO

BOCK & Co. HABANA — BOCK & Co

LA ESPAÑOLA FUEYO Y Cª HABANA

LA FLOR DE NAVES DE OBESO Y CUETO HABANA

LA FLOR DE MURIAS DE A. MURIAS Y Cª HABANA

LA COMERCIAL DE RENGOCHEA Y FERNANDEZ HABANA

A DE VILLAR Y VILLAR

LA FLOR DE HENRY CLAY JULIAN ALVª HABANA

HENRY CLAY AND BOCK & CO. LTD. HABANA, CUBA.

These BRANDS have long been recognised The WORLD Over as the Standard Values in fine **HAVANA CIGARS**

Registered Trade Mark ESTELLA DE F.G.C. HABANA

H DE CABANAS Y CARBAJAL

LA MERIDIANA DE P.M.Y Cª HABANA PEDRO MURIAS

LA INTIMIDAD DE ANTONINO CARUNCHO

AFRICAN HABANA

FLOR DE J.S. MURIAS Cª HABANA — Flor de J. S. Murias y Ca.

LA FLOR DE CUBA DE M. VALLE Y Cª HABANA

MANUEL GARCIA ALONSO HABANA

SUPERIOR LA ROSA DE SANTIAGO DE PEDRO ROGER HABANA

LA FLOR DE YNCLAN DE F. YNCLAN HABANA

LA CAROLINA DE BANCES Y SUAREZ HABANA

LA CORONA

The Daisy Atomizer



Important to Cigar Manufacturers, Leaf Tobacco Dealers, Hot-House Men & Laundrymen.

A Long-Felt Want is Now Supplied.

The Daisy Atomizer is a perfect gem, handsomely nickel-plated. Will never rust, leak, or wear out. Blows easier and throws more spray than any now in use, and is smaller and more convenient.

Cigar Manufacturers can use one Atomizer on different bottles of flavor or water, by simply changing it from one bottle to the other.

Just what *Leaf Tobacco Men* want. It is small and will carry conveniently in a sample case or trunk.

Sample sent by mail, postage paid, on receipt of 75c. by check or stamps.

Discount to the trade on lots of one dozen or more.

Correspondence solicited.

W. W. STEWART
Inventor & Manufacturer
READING, ∴ PENNA.

Eastern Agency
JOHN J. SAUDER
113 Maiden Lane, New York

Western Agency
THE STERNBERG MFG. CO.
Milwaukee, Wis.

PAPER FOR PACKERS

TOBACCO LINERS

You are as anxious to get the best possible wrapping protection for your "leaf"—as you are to reduce your "liner" expense.

You want a paper with STRENGTH—toughness, and extreme durability:—a paper the Tobacco Trade has tried out and approved.

Then let us send you samples of that paper and four others. Let us quote you—tell you why these papers have succeeded.

For the cost of a postage stamp—all this information is yours.

Write to-day.

THE J.L.N. Smythe Co.
509 LUDLOW STREET.
PHILADELPHIA, PENNA.

EL CREDITO and MIRAMAR

American Clubmen's Favorite Brands

EL CREDITO DE C·R·MAURI HABANA — Trade Marks — MIRAMAR DE RODRIGUEZ Y HNO HABANA

If you want to handle a popular line of RELIABLE HAVANA CIGARS write for our price list.

RODRIGUEZ Y HNO.

BELASCOAIN 88c. Esq. A. Penalver Havana

LIBERMAN SUCTION TABLES

RECOGNIZED STANDARD

Thimbles made to order to fit any desired shape of cigar head

TUCK CUTTERS AND CIGAR MAKERS' KNIVES

LIBERMAN MANUFACTURING COMPANY
812-814 Winter Street, Philadelphia. Pa.

We are offering the best of the pick from the crops, in our

Packing of 1909 Penna. Tobacco

The samples represent the goods accurately and show that our stock is well handled and constitute exceptional values.

The market is really becoming stronger because good 1909 tobacco has the desired quality.

We aim to be always able to show a fine general line of cigar leaf tobacco, and stand ready to back up the quality of all our offerings.

Let us also send you our quotations.

A. B. HESS

Packer and Dealer in

CIGAR LEAF TOBACCO

Warehouses and Offices:
LANCASTER, PA.

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of
.:. Cigar Box Labels .:.
Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office--Paul·Pierson, Mgr., 160 Washington St., Chicago, Ill.

ESTABLISHED 1887

LOUIS C. WAGNER & CO.

43 EAST 20th STREET NEW YORK

ORIGINAL PRIVATE DESIGNS IN STOCK

IMPORTERS OF **FINE CIGAR LABELS AND BANDS**

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.
CHICAGO 56 5TH AVE E. E. THATCHER, Mgr.
SAN FRANCISCO. 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

Send for Free Sample Book

OF

German Process Cigar Bands

THEY HAVE THE "LUSTER THAT LASTS"

THE BOOK contains an issue of original designs in a variety of colors, and every one perfect and superior to most imported bands. They are sold at a price that will save you money and yet give the most satisfactory results.

Attractive designs that are characteristic and highly embossed.

German Process Cigar Bands are the Best

Write Now—Made only by

Wm. Steiner, Sons & Company

LITHOGRAPHERS

Steiner Building 257-265 W. 17th Street
NEW YORK



Can't Beat It

A customer writes:—**"I tried nearly every good scheme going, to sell cigars. Nothing proved equal to your sanitary sales Humidor. It beats them all. Send two dozen at once."**

We have hundreds of similar approvals. They are worth ten times the price to any dealer. You can't lose. We return money if not satisfied. They are as good as money can make Price, $1.35; Smaller sizes, 85c. Holds any size box of 50. Discount in quantities. The moistener included is better than any $2.00 kind on the market.

P. A. BECKER, 451 Hudson Avenue, Brooklyn, New York

Manufacturer of High Grade Display Cases, Humidors, Sanitary Ventilating Moisteners in *Tile, Gold, Aluminum, etc.* finishes. All goods made to last and guaranteed.

Tin Cigar Cans and Boxes

THE HUMIDOR PACKAGE



Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

NATIONAL CAN COMPANY

Independent Manufacturers Detroit, Mich.

Finest Imported Cigar Labels and Bands

Manufactured by

Gebrüder Weigang, Bautzen, Germany

American Representatives

Möller, Kökeritz & Co.

25 Astor Place, New York.

World Famous
Gold Medal Brands
"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA
Havana, Cuba

T&O COMPANY MAKERS



Royal Lancer
The Cigar Distinctive
Made in 21 Sizes
10c. and upwards

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

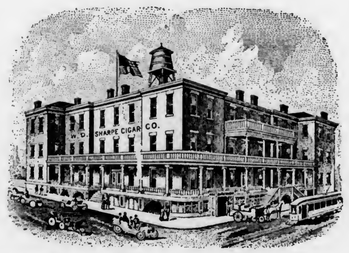
A NEW FEATURE
OF ALL
PROMINENT STORES
VERY MILD
CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY
E. A. CONDAX & CO.
NEW YORK
The Originators of the
CONDAX STRAW TIPS

Pittsburg Stogies and Cheroots

Made by *Experienced Hands*, in *Daylight Workrooms*, under *Sanitary Conditions*.



"Workmanship, Cleanliness and Quality," our Motto.
"PURO SPECIALS" our Leaders
Write for Prices. Territory Open for Distributors

W. D. SHARPE CIGAR CO.
Pittsburg, Pa.

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, MARCH 1, 1911. No. 5.

Cuba's Tobacco Crop In a Serious Condition

Continued Drought in Vuelta Abajo and Santa Clara Provinces—Higher Prices Declared Inevitable.

(Special Dispatch to The Tobacco World.)

HAVANA, CUBA, Feby. 21st.

THE harmful effect of the October, 1910, cyclones in the tobacco growing area is now followed by a far more serious condition caused by a continuous drought. A more hopeful condition had prevailed during the early part of January, when the regions were visited by some rains, but even the moisture then imparted is now entirely dried out, and the growers are now facing a drought which is the severest enemy known in tobacco culture.

There may be one hundred Vegas at the outside in the Vuelta Abajo and the Semi-Vuelta districts, which have artificial irrigation, but in view of the fact that there are about one thousand Vegas in all, the percentage of irrigated Vegas is so small that this year's crop may be the smallest which has ever been raised.

Under such circumstances, what little tobacco there may be will undoubtedly command prices that are abnormally high, because there is bound to be a strong demand for the goods as soon as the manufacturers here and in the States realize the seriousness of the true condition.

The tobacco in the open fields remains stunted and does not seem to grow. With a hot sun pouring down upon it, it will dry up, perhaps, without even producing Colas. The Semi-Vuelta district has not fared any better, but in the Partido district, owing to irrigation, there is likely to be produced a good crop showing a larger percentage of wrappers; although fillers may be scarcer, and the quantity may be smaller than originally calculated upon.

The absence of rain in the Sancti Spiritus district, as is the case with the Remedios crop, is bound to make crops shorter than last year, as well as in most other places where tobacco is being raised. By this reasoning it is predicted that prices are bound to be higher than ever.

Even if rain should fall now, it might be too late to bring the growth of the plants to maturity and enable it to undergo the necessary drying process before the rainy season usually sets in. There is probably one chance out of a hundred and then it would be regarded as almost miraculous if it should happen.

Another Evansville Factory Destroyed by Fire.

EVANSVILLE, IND., February 22nd.—The cigar factory of J. R. Golden, which was purchased only several weeks ago by the American Cigar Company, was destroyed by fire today under very suspicious circumstances. The big Golden plant was leveled to the ground by the flames and became a total loss. Although heavy insurance was carried, the owners will suffer considerably, the total loss being estimated at $100,000 to $125,000.

The destruction of the Golden factory, following close upon the recent fire which destroyed H. Fendrich's cigar factory, the two leading cigar industries of this city, has given rise to the suspicion that the flames were started by incendiaries. The police are working on this clue and it is expected arrests will be made shortly.

Dissolution of Stachelberg-Esberg-Gunst Interests

Return to Former Status of Five Years Ago—New Havana Plant Possible.

EDGAR J. STACHELBERG left New York on February 28th for his home in Tampa, after having completed the arrangements whereby the Stachelberg-Esberg-Gunst combination, which was effected five years ago, has been amicably dissolved, and the two original firms of M. Stachelberg & Co. and Esberg-Gunst Co. are today on the same basis as they were before the combination.

When the Alta Cigar Co. was organized last fall to take over the business of the Stachelberg-Gunst interests in Tampa and elsewhere, it was surmised by some of the shrewd ones that this move presaged changes later on, and so the announcement made a few days since that Mr. Stachelberg has resumed his former status as an individual manufacturer in Tampa, was not a great surprise to many who had watched the trend of affairs.

Under the new arrangements, the Esberg-Gunst Co. will continue to manufacture the "Van Dyck" cigars, and Mr. Stachelberg will retain the Stachelberg brand, and it is quite within the bounds of possibility that a new Stachelberg factory will also be opened shortly in Havana. The Gunst stores will continue to feature both the "Van Dyck" and Stachelberg brands as heretofore.

A recent visit to the plant of the Alto Cigar Co., in Tampa, disclosed that the firm were working their utmost limit of cigarmakers, and had the big building crowded to the top floor with workmen trying to get out their orders. As has been well known, Edgar J. Stachelberg has always owned, as an individual, a separate plant adjacent to the factory operated by the combined companies, and for the present he will make his offices and headquarters there.

Big Fire at Richmond Damages Two Factories.

Loss to Larus & Bro. Co. and R. C. Williams & Co. Estimated at Quarter of a Million Dollars.

(Special to The Tobacco World.)

RICHMOND, VA., Feb. 24th.

A FIRE originated in the drying rooms of the tobacco factory of R. C. Williams & Co., here shortly after noon today, destroying the building and all its contents of stock, machinery, etc., and also considerably damaged the factory of Larus & Bro. Co. About 300 employees were driven from the burning buildings and several lives were endangered by the conflagration, which was one of the most spectacular and stubborn blazes that has visited Richmond in a long time.

The blaze burst from the drying rooms of the Williams plant without knowledge of its cause and without warning, but a general alarm was promptly issued as it was found that the nearby fire company, which quickly arrived upon the scene, was helpless in fighting the fire alone.

Although it will be a week or ten days before an accurate statement can be made up, it is now estimated that the loss will aggregate $200,000 or $250,000.

CONFESSIONS and SUGGESTIONS of a RETAILER

By DAN DUIT.

Article No. 1.---ATTRACTIVE vs. HUMDRUM METHODS.

To Editor of Tobacco World.

My Dear Sir: In reply to your recent request for a series of articles relating to the tobacco business from a retail-dealer's standpoint, I wish to say that I shall be pleased to comply with same provided I am privileged to write under an assumed name and articles are accepted and published as the personal views of the writer, who is a cigar merchant.

If acceptable, you may designate the series as CONFESSIONS AND SUGGESTIONS OF A RETAILER. The "Confessions" will cover some of the abuses and errors that have been observed in the general conduct of the business, while the "Suggestions" will be expressive of ideas which I regard as necessary for success.

Trusting all this will be satisfactory to your valuable journal and that at least some of your thousands of readers will be entertained and benefited thereby, I remain,

Respectfully yours,

DAN DUIT.

THE person who engages in the cigar business is inspired principally by one great wish, viz.: to insure a livelihood, or reasonable returns for his investment, attention and time. He therefore becomes a bidder for public favor and if truly wise will be impelled by a purpose to attract and hold trade. Granting that he has sufficient capital to satisfactorily establish a business and maintain it until it is put on a profitable basis, the methods he adopts and pursues will determine the success or failure of his enterprise.

As a merchant must naturally attract trade before he has the opportunity to maintain or hold it, I will first deal with the forepart of the proposition,—attraction. In considering this subject one must not forget that the trade which finds its way into his shop must be at the expense of other dealers of a similar character and it is therefore absolutely necessary that he generates an attractive force strong enough to draw the trade to him. First of all, his shop should be well dressed, as the outside appearance largely reflects the true character of the merchant, exactly the same as the dress of a man or woman goes far towards determining in the mind of the observer the kind of a person so attired. The flashily-dressed person is generally put down as unstable or shallow; so also the shop whose outward appearance resembles a collection of signs and billboards or the fantastically and exaggerated paintings displayed outside of a side show or a dime museum. The exterior of a shop should be neatly and substantially painted, and certainly not bedecked with signs of all sizes, shape and colors, representing as many different kinds of cigars, cigarettes and tobaccos. Such a conglomeration is not only distasteful to the average passerby, but decidedly so to the neighborhood or business section from which the merchant expects to draw a large proportion of his trade.

The Retailer Who Cheapens His Front.

The cigar dealer who conducts such a cheap advertising bureau, donating gratuitously almost every available space in and outside of his shop, all for the benefit of a few manufacturers who are perhaps more able to pay trade journals and newspapers for advertising than to work the poor merchant for charity, is doing so at a great expense to himself and his business. If he is convinced that good taste is not akin to good business, then he would be more consistent with his principle and not be held so cheaply if he would decorate these spaces with advertising matter pertaining to his own goods and shop; and further, lest such a merchant might forget, he and his shop is in the majority of cases thus cheapened and bedaubed by advertisements of widely-cut tobaccos, cigarettes and cigars on which the margin of profit is so small that if he had to depend upon the same margin on all his goods he would soon be an applicant for the poorhouse.

Imagine any of our great merchants permitting the outside walls, doors and windows of their vast and costly establishments to be placarded by such cheapening and really degrading advertisements. If an agent or the manufacturer he represents would make such a proposal of advertising to a merchant of this kind he would not be considered seriously but would be taken as either a joke or an escaped lunatic.

A neat sign, either hung in a conspicuous place or painted on the window, or both, designating the kind of shop, and the interior of the window presenting attractive displays of goods to be obtained are proper and they give the impression of the shop's reliability, which in most instances is deserving. Such a front is inviting and is in strong contrast to the nerve-disturbing crazy-quilt advertising too frequently presented by the modern cigar shop.

The display window is practically a part of the exterior and should be in its dress in perfect accord with the good taste displayed in other respects. Most cigar merchants cannot afford to employ a professional window dresser, consequently being compelled to depend upon themselves they should endeavor to the utmost to acquire skill and taste in this direction. The results will amply repay them for the labor and study so devoted and the more skilled they become the more generous the results. The display window is the invisible hand that opens the door and pulls and pushes the prospective buyer indoors.

What Goods Should be Displayed.

The window in my opinion is the richest advertising asset of a shop provided it is properly used. The maximum of results are only to be obtained by the maximum of effort to make it attractive. Exclusiveness and individuality should be predominating characteristics in its dressing. For examples, I mean by this, cigars, tobacco and cigarettes which can be purchased from every "Tom, Dick and Harry" should never be given any space, but on the other hand, goods which are made expressly for the merchant or are of too high grade to be peddled about like cheap shoestrings should be the basis for displays. They should be marked with neat cards bearing an originality of expression and plain figures.



Tommy—"Won't ye git sick?"
Willie—"Naw! I've smoke for years. Me fodder smoked fish, me grandfather smoked hams, and I smoke everything I git me hands on."



Billy—"What do you have to do at that place where you work?"
Tommy—"Buy cigarette for the bookkeeper and chewing gum for the typewriter."

Improved Cigar Box Lid that Saves Space.

AN improved cigar box lid has just appeared which is attracting no little attention because of its unique advertising and display features. The idea is an invention of Charles A. Jahn, of Haverstraw, N. Y.

The cover or lid of this box has an extra or second hinge about one-third of the distance back from the present hinge, the object being to have the rear or larger portion fold under and give support to the front or smaller portion at any desired angle, this front or smaller portion displaying very prominently the name or brand of cigars contained in the box; the larger or supporting portion which is turned down having only the picture, design, motto, etc., which usually goes to make up a cigar box label.

In this way, the dealer is induced to retain the cover on the box when in the show case and the brand is thereby readily identified.

It is customary for the dealer to tear the cover from the box, but this makes a poor display, besides being unlawful and making him liable to fine and imprisonment. If the cover is left attached to the box, it obstructs the view of the box lying in the rear and diminishes the showcase space as well as making it difficult to reach in for cigars when the covers are held almost perpendicular by metal price tags.

Cigar manufacturers using this improved cover can reasonably expect that their brands will receive a front row in show case display to the exclusion of other brands

Not in every case, however, is it desirable to use the cover as above mentioned, and means are therefore provided to hold the cover solid and in one piece as upon ordinary boxes. This is done with the aid of clips made of tin or other metal, colored, lithographed, etc., which is set over the side of the cover holding it rigid.

The label is designed to be an entity—a harmonious whole when the two parts of the cover are in one plane. To use the box for show case display it is merely necessary to remove the clips.

The box manufacturer's charge for making this style box is about one cent extra each box. Labels can be designed to fit as many brands as the present labels.



BOX LID ERECT.



BOX LID READY FOR SHOW CASE.

Mr. Jahn has applied for a patent on this box and hopes to place same on the market under royalty.

Concluded from page 12.

Exaggerations and misstatements should be avoided, and the whole display with its decorations should reflect the true character and to the credit of the merchant and the goods he has to sell. Above all, evidences of cheapness, distastefulness and carelessness should be entirely missing in a window display.

Methods above briefly suggested as essential and others emphatically denounced as unfavorable are the two opposite but prominent factors which largely determine for good or bad, trade or no trade, profit or loss. But equally essential in holding the trade which is attracted to one's shop is attractiveness, reliability and individuality in the interior of the shop. Many persons are induced to enter a shop either by the general attractiveness of the exterior or something specialized in the window, yet upon entering they are disappointed because they find the inside out of harmony. It may be because of an untidy appearance, or an unpleasant atmosphere, or a weak or disgruntled man behind the counter, or some other prominent abuse, which transforms the visitor's impression from one of expectancy and pleasure to that bordering upon disgust. And few such ever come back. However, it generally follows that a well-kept and attractive exterior is indicative of a well-conducted interior.

"Wad some Power the Giftie gi' us
To see ourse's' as ithers see us."—Burns.

But pardon me! I shall more fully exploit in regard to the interior in a subsequent issue, and in the interim permit your readers to make effort to digest this first dose of commercial foodstuff administered by your contributing retailer who hopes that none will be thrown into any fatal paroxsyms, but rather find it palatable and worthy of continued baking and eating.

The Security Cigar Co. Detroit's Latest.

Detroit, Mich., Feb. 28th.

THE Security Cigar Co. will be the title of the new cigar factory which will be opened here shortly by a company of experienced manufacturers, headed by William Lichtig and Mose Eisenberg. Work of remodeling the Forrest Knitting Mills for the new enterprise is being pushed vigorously.

Numerous changes were recently made in the cigar establishment of Makres Bros. at 331 East Water Street, Elmira, N. Y. The pool room heretofore conducted in connection with it is entirely dispensed with.

New Persevero Cigar Factory a Model of Modern Ideas

WITH its 18,000 square feet of floor space arranged to provide ample room for every one of the several important departments for modern cigar manufacturing, the Persevero factory, conducted by Sam. H. Harris, Inc., at 422-430 East 53d street, New York, is one of the noteworthy new enterprises of that city.

There is shown herewith a glimpse of several of the more important departments, which will give the reader an idea of the careful utility of the space, which is divided into a reception room, private and general offices, accounting room, and the several manufacturing departments.

In the layout of the space, precaution was exercised in affording unusually good light in the packing rooms, of which a goodly number are now installed and which are flanked by commodious cigar vaults, or what is today even better known as humidors, specially constructed on blocks of pyrolar, a new combination of asbestos and cement. The blocks are hollow and are claimed to be both heat and moist proof, making it more easily possible to maintain an absolutely uniform temperature, and the proper degree of moisture, at all times. One of the vaults is used for bundled cigars and the other for finished product already packed and ready for shipment. They measure 18 feet by 22 feet.

In another part of the building there is another vault, of similar construction but considerably larger, which is used for the storage of leaf tobacco.

The present facilities afford space for 200 cigarmakers, which, if need be, could be arranged to enable the employment of double that force. Unlike most factories, the benches are all arranged to face in the same direction, rather than to have two rows face each other.

On one side of the cigarmaking department is a spacious dining room in which are installed neat, long tables and other facilities for serving lunch to the employees.

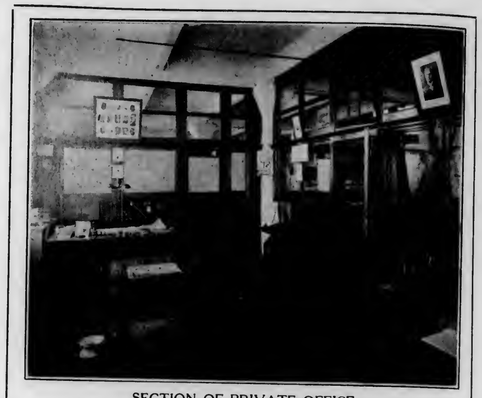
The stock distributing room is a very interesting feature of this factory, and in this department is served the wrapper and filler stock, which has been properly weighed and apportioned and placed upon a large-wheeled truck and then rolled to the cigarmakers' tables. The allotments are all distributed according to number, etc. Immediately adjoining the serving room, is a selector's room, and beyond that the leaf tobacco vault and department for casing and preparing tobacco. The factory is regarded as one of the most sanitary and best ventilated establishments in New York.

Behind this project is Sam. H. Harris, as the leading spirit of the enterprise, who has good reason to feel proud of the establishment. Mr. Harris is so well and widely known to the trade as to need no further comments at our hands. Suffice it to say, therefore, that before embarking in the cigarette business, in which line he succeeded in building up a large enterprise, he had served full apprenticeship in cigar manufacturing and had thoroughly mastered every detail of the business.

That the Persevero factory is being conducted along the most systematic lines is clearly evident from the fact that in this factory there are more than sixty different styles of packages used, each one of which is distinguished by a specific number which is followed as its identity through every department, making it impossible for any one of the many styles to ever lose its proper place.

A host of cigar buyers have already become familiar with the slogan of the house, which is "The kind your daddy bought," used in connection with all cigars made at this factory.

Buyers visiting New York will find this factory a fountain of modern ideas well worth the knowing.



SECTION OF PRIVATE OFFICE



SELECTING AND STRIPPING



SECTION OF CIGARMAKING ROOM

Tampa Again at "A Million a Day."

Production of Cigars Fast Increasing---Manufacturers are Getting Optimistic.

TAMPA, FLA., Feb. 25.

THE last month has proved a busy one, not only from a business standpoint in cigar manufacturing circles, but from a social one as well. The manufacturers, with the steady return to normal conditions, have found themselves enjoying a busy four weeks, while, the Census Celebration, which has been in evidence here for the past two weeks, coupled with a number of conventions of national importance, and the usual galaxy of social events which accompany them, have combined to make the month a strenuous one. The most interesting feature of the Census Celebration was the week of aeroplane flights conducted by J. A. D. McCurdy, whose attempted flight from Key West to Havana placed him in the world's eye.

The improvement in conditions in manufacturing circles continues. By virtue of this improvement manufacturers are enabled to select only the best cigarmakers for the respective shapes and sizes featured by each factory, hence the class of men who are now at the benches are the very best cigarmakers known to the manufacturing branch of the clear Havana business, and the quality of goods which are being turned out maintain the high standard which Tampa-made cigars have always enjoyed. The shipments of cigars for the week ending today, will place this city back in the, "million the day" column. The shipments, for the time noted total, 6,480,000 cigars. This is the best record for weekly shipments since the spring of 1910.

Withdrawals of leaf for immediate consumption from the bonded warehouses has been heavy, while the importation of leaf from the island of Cuba for the month has, so far, reached a total of 5,287 bales. These importations of tobaccos, and the withdrawals of leaf noted, has swelled the collections of customs at the Tampa custom house to abnormal figures every week during the month now passing. An idea of the volume of this business may be gathered from the custom collections for the week ending today, which total $54,198.37. For the same period last year the collections totalled $28,652.19, or, an increase for the week of this year of nearly 100 per cent. over the same period last year.

Preston Herbert, vice-president of the Havana-American Company, is in the city this week on business connected with his company. Mr. Herbert is glad to see his optimistic predictions made during the early days of the "late unpleasantness" happily realized. He predicted at the time that the trouble would end, practically as it did, and that Tampa manufacturers would not loose the confidence of the trade by it, nor become disheartened but that the whole matter would clear away and business resume with all of its old time magnitude.

Among the Tampa visitors during the past week was D. Frankel, of the firm of Frankel, Gerdts & Co., cigar manufacturers of San Francisco, who was highly interested in the clear Havana factories here, visiting several during the week. Mr. Frankel is en route home from Cuba where he purchased considerable tobacco, and, on leaving for San Francisco, took several cigarmakers and a wrapper selector with him.

The sympathies of the manufacturers in this city have been extended Manuel Menendez, of the firm of Menendez Brothers & Verplanck, whose daughter, Miss Rita, succumbed to typhoid fever during the week.

Henry H. Sheip, the Philadelphia cigar box manufacturer, is a guest of the Tampa Bay Hotel, being in this city on a combined business and pleasure trip. Mr. Sheip is interested in a local box factory, which enjoys a flourishing business. He expresses himself as being well pleased with conditions here since the end of the strike and looks forward to a year of splendid business.

The Sanchez & Haya Real Estate Company, a twin of the great cigar manufacturing house of that name, has begun active work on a number of new rental structures on their properties in Ybor City, near their new cigar factory. The repairs to the new factory have commenced and work is going ahead on it with dispatch.

Y. F. O'Halloran is placing some excellent cigars on the market and is steadily forging out into new territory. His goods enjoying considerable popularity in this city, and he is having no trouble in placing accounts in other cities.

The house of Perfecto Garcia, whose business is developing rapidly on the merits of the very excellent brands they are offering, have found it necessary to make further additions to their forces in order to keep abreast of their orders. The firm is located in the old Sanchez and Haya factory and they are utilizing all of the space the big factory affords.

The Tampa board of trade has referred the matter of sending a suitable exhibition of cigars, etc., to the tobacco show which will be held in Philadelphia, April 12-15, to the Clear Havana Manufacturers Association of this city, and the matter will have the attention of that body at their next meeting.

Salvador Rodriguez has made his regular purchasing trip to Havana. He says that the popularity of "Charles the Great" cigars continues just as steadily as during the years past, and Don Rodriguez is a man with whom the quality of his product has been a lifelong study.



GEORGE A. VOIGE

THE accompanying illustration shows a good likeness of George A. Voige, head of the George A. Voige Cigar Co., Cincinnati. Mr. Voige has been the purveyor of good smokes and some years ago succeeded to his father's interests in the old firm of Voige & Winter, which was for many years one of the largest cigar houses in Cincinnati. He was finally elected president of the Voige & Winter Co., but subsequently became ill. When the Voige & Winter Cigar Co. sold out to the J. B. Moos Co. Mr. Voige withdrew from the business entirely, and within twenty-four hours he had organized the Geo. A. Voige Cigar Co., having secured the association of Charles T. Kimmerman and W. J. Bruecker, both of whom were formerly with the Voige & Winter Co. Mr. Voige is the president of the company, whose establishment is located in the Pickering Building.

Their efforts are devoted entirely to the distribution of cigars, and not manufacturing. They are specializing on several strong leaders, which include the "Plantista," made by the Compeer Cigar Co. of Indianapolis; "La Espanita," by A. S. Valentine & Son of Philadelphia; "Tampa Smoker," made by Carlos Toro & Co. of Tampa; "Pinzon," clear Havana cigars from the factory of Perez & Co. of Tampa; "John Drew," five-cent goods from the factory of A. G. Kauffmann & Co. of New York, and "44" cigars, the prominent nickel leader of the 44 Cigar Co., of Philadelphia.

Mr. Voige is a gentleman of refined temperament, a great lover of music and poetry, in both of which he has won quite a reputation.

The Stachelberg Co. have every department of their huge factory running full blast, over seven hundred hands at work, and orders for hundreds of thousands of cigars ahead.

The company have just installed a new banding machine, made by the Carolina Banding Machine Co., of Winston-Salem, N. C., and it is doing admirable work.

BLARDONE.

PROBLEMS of the RETAILER

Make Your Capital Work.

HOW much do you make your capital work? This is really the secret of successful business. Keep turning it over and over. Your losses are measured solely by your stock of left-over goods, and your profits by the volume of your turn-overs. It is certainly poor policy to load up with a lot of goods just because you can get them at a low price. It is false economy, unless you desire to become a specialist in job lot goods. But your money is usually worth far more to you than you would realize in profit on goods which tied up a whole lot of capital but do not move readily.

You may be importuned by manufacturers to make purchases too heavy for you with the amount of trade upon which you can hope to draw and you may not be able to dispose of the goods for months. Usually there is a jobber near by who would supply you in smaller quantities just as you need it, and no more than you need. The price he demands may be a trifle higher, because you buy lightly, but he can supply you quickly when you want it in a hurry to take care of an unexpected run; and, if he is a fair-minded man, he will endeavor to serve your best interests so as to retain your trade. It would be suicidal for him to do otherwise, and in buying in smaller quanties, you keep your dollars always busy.

Sell your stock on hand quickly, pocket your profit, and immediately use your capital over again to get new and fresher goods to offer your customers. Suppose you are doing a business of $300.00 per week, and you bought a month's supply at a time you could turn your capital four times in that month at the same percentage of profit per dollar, whereas, in buying for a month's supply you would require four times the capital to carry you along, and at the same time there would be taken a larger risk of loss on shop-worn goods with the heavier purchasers. Which way is the most profitable?

Heart to Heart Talk with Clerks.

A FEW days ago we overheard a sinister expression made by a clerk occupying a position in a prominent cigar store, who in reply to an inquiry made the remark, "don't feel like it." I wondered why he didn't feel like it. The plain facts of the matter are that if he didn't feel like it, he had no business to be there. He should quit the job as soon as he can, and he may have it to regret, himself, if he doesn't. If a clerk is not heart and soul with the boss, he cannot earn his pay, and many a proprietor would be glad to have the clerk tell him this. It might be the means of setting both of them right. It too frequently happens that clerks and proprietors do not get along because of misunderstandings, which is often the fault of the clerk in not being candid enough with the "boss," because many a misunderstanding could be mutually and profitably adjusted if employees were more candid in their grievances. Sometimes a clerk gets an offer of a little more money from some other store, which he accepts for one of several reasons. Usually because it gives him a little more money, and sometimes he has a grievance, either real or fancied. In many cases, such grievances could be regulated, and the money matter, too, by a little heart to heart talk, but the trouble often is that the clerk "don't feel like it."

Specializing in a Cigar Store.

IT was probably a wise man who said "there is nothing new under the sun," but it was certainly not a twentieth century thought, for it is admitted to-day that there is sometimes at least a semblance of newness in things that create attraction.

Even if people to-day have not the world-vision of the sages of old it may be the limited scope of their sight that leads them to mistake a first impression for an idea supposedly new. Acting upon this belief, whether it is familiar with the philosophy of it or not, the wide-awake merchant finds it profitable in its results and is therefore constantly watchful for distinctive selling methods, new to his customers and which are calculated to arouse their curiosity and stimulate their buying.

Enterprise and progress are synonymous and progress is the forerunner of success. To-day the cigar merchant with the antiquated methods of years past, finds it just as impossible to keep pace with business competition as it would be for a man to overtake an automobile with a cart-horse, unless perchance there should be a breakdown of the machinery of the auto.

The old fogey is content with letting good enough alone, but with respect to a present day cigar dealer, standing pat, does not mean to lean against the door-post and watch the crowds of purchasers hurrying by to the store of a more enterprising dealer, without doing something to divert them to an investigation of his ability to serve them.

He may be selling all the standard brands at the popular price, but the old-time processes of making that fact known are too slow and inconsistent with his higher cost of living.

He may even claim to have a large stock of well-chosen and well-kept goods, but does the stock contain what the public to-day wants to buy; and what means is he using to make the fact apparent?

In the first place, it is very necessary that he study the environments of the place in which he is doing business, and secondly to make a careful study of the market in which he is buying, to make sure that he is "in" right.

There are always opportunities to make a push on some specializing line, after you have made up your mind what to push, push it hard, and don't wait for someone else to take the initiative, thus getting ahead of you and stealing your thunder, while you hang on to his leading, like the tail of a kite. Once your competitor gets the start he may win out. General Grant once said that "the way to win battles was to get there with the most men and get there first."

How to push is the next thought which must naturally come. First of all, advertise. But, by this suggestion, it is not meant that you should necessarily advertise in a newspaper, although that phase should never be overlooked if there is a publication circulating sufficiently in a local community; but advertise some way, even if you have to use a "sandwich man." Circulars or letters, properly distributed, if well gotten up, are often very effective, if the announcement made in them is attractive.

When people have once been brought to the store, it is up to the sales force and the line of goods carried to please and satisfy them. And here is where a tasteful display of the offerings can be made to do a lot of talking

Naturally, the specialized articles will be placed at points of greatest vantage, but even then it should be remembered that they are not the only things which a prospective buyer may be made to notice. Surely they will not overlook a disordered stock, if there be such, and accumulated dust if it exists, sun-damaged or shop-worn goods if there are any in sight. All such stock should be completely hidden, for they cry out loud enough to attract the attention of an army.

No reference has been made to bargain counter sales, for such things should not become necessary and will not in the well-regulated cigar establishment.

A Chapter on Retail Advertising.

ADVERTISING has accomplished more than any other means towards making the mercantile business successful, and it is only by those who have been unfortunate for some reason, that advertising is being condemned. A conclusive study of the subject would undoubtedly have shown that a failure to make good by the use of printers' ink, must lie in its mistaken application, rather than in the medium itself. If this were not so, much less money would be expended by successful persons who have forged to the front by the force of their aggressive advertising. Certainly advertising has its use as well as its abuse, and the man who is keen enough to ably differentiate will, more than likely, be successful. Advertising at the wrong time, in the wrong place and in the wrong manner is wasteful, but that does not disprove the fact that there is always a right time, a right place and a right way, and such advertising will invariably be productive.

Bulletin Suggestions.

GIVE US 5c.
and we'll give you a cigar we call
DAISY.
Light it—smoke it! And if it does not please you we'll buy back the butt
FOR 6c.
You're a winner any way you figure it.

SMALL CIGARS
BIG CIGARS
SHORT CIGARS
LONG CIGARS
We have all sizes, colors and shapes, to suit your taste and pocket.

WE'VE GOT 'EM—
More than we want of them, and that's why you can have 'em
FOR 10c. EACH.

We call them
DINAH.
They are three for a quarter, and we know you will call them
GOOD.

The Clerk and the Clock.

NO ONE can do two things at the same time, and do each as well as is done by itself, because the mind's attention is diverted. We are provided with two hands which may be equally dexterous, but few people can use them both at the same time for different undertakings, and do it successfully.

For this same and simple reason, one cannot attend to store duties faithfully when the mind is divided between it and the hands of the clock. Laxity on the part of the clerk will not bring about quitting time any sooner, and one's thoughts are only distracted by longing for it.

The clock is tyrannical, however useful and faithful. Once it gets the upper hand, by occupying first place in your mind, it leads you into all sorts of destruction. The habit of watching the clock will kill advancement, and surely there is no successful future for the person not interested in the work in hand, nor is there happiness in the life not in harmony with one's business in hand. The normal condition of most people is necessity to work for a living, and if one can at all govern their circumstances, they should choose the work which is most agreeable, so that the living may be earned in the happiest manner possible. He to whom labor is distasteful is indeed an unfortunate, but there are some who are unhappy because they are not rightly placed. Everyone should be happy if he is industrious and follows the employment that suits him.

It is well to remember that industry, like anything else, can be cultivated, and by taking hold of an undertaking with determination, the love of it often grows. Just as we become fond of a plant or animal which requires our constant care. But the clock-watcher will never do well. His place is at the bottom of the ladder, and if he attempts to climb up, he is likely to miss the round above because the eyes of body and mind are on the clock.

Two Minute Chats with Retailers.

IT WOULD be interesting to know to how many retailers it has ever occurred that they could profitably advertise for friends. Regular customers will read your advertisements if they are made interesting. The trouble is that too many retailers write their advertisements as though they expected their papers to go into the hands of absolute strangers, and they wanted these strangers to have their card, therefore they just simply publish it in the paper where it would be handy for strangers to find out all the lines of goods handled in the town.

Experience has convinced me that the number of strangers reached by the local papers is very small, but the number of old customers reached should be large, and old customers already know the lines of goods carried in every store in their town. Dealers are therefore wasting their money in advertising when all they do is to repeat this information over and over. It should be remembered that if we want to interest the old customer and cause him to come to the store, he should be told about some particular thing that is on sale then, and to tell the story in so interesting a manner that he will want some of the goods right away.

In short, just make the advertisement read the same as though you were talking direct to your regular customers.

Vive la Bagatelle!

How queer life's curious contrasts are!
The short man has the tallest debt,
The slim man smokes a big cigar,
The fat man puffs a cigarette!



Corner Store Chat

THE following advertisement extolling the merits of "Angelick Snuff," which appeared in a London paper August 6, 1711, is proof that, so far as claiming all possible virtues for his goods goes, the modern ad-writer is not away ahead of his ancestor of two hundred years ago:

"Angelick snuff, the most noble composition in the world, removing all manner of disorders of the head and brain, easing the most excruciating pain in a moment, taking away all swimming and giddiness proceeding from vapours, etc.; also drowsiness, sleepiness and other lethargick effects, perfectly curing deafness to admiration and all humours and soreness in the eyes, etc. Corroborates the brain, comforts the nerves and revives the spirits. Its admirable efficacy in all the above mentioned diseases has been experienced above a thousand times and very justly causes it to be esteemed the most beneficial snuff in the world. Price 1s. a paper, with directions. Sold only at Mr. Payn's toy shop at the Angel and Crown, in St. Paul's churchyard, near Cheapside."

* * *

The New York Sun tells of a man who had been advised to go to the cigar department store to buy his cigars.

"The cigar department is something new," explained the man's adviser, "and they're making a run on it to get customers. You never saw such bargains in cigars. Their clerks are a little new handling cigars, but there's a splendid assortment to choose from."

So the man went to the departmet store and asked to see some cigars. He says:

"I approached the ribbon seller behind the cigar counter, and I said to him, 'Will you show me some cigars?' He said: 'C-s-s-er-tainly, s-s-sir; what kind do you wish?' 'I wish a Key West cigar, perfecto size, somewhere between $7 and $9,' meaning a hundred, of course. Well, he turned around and got three boxes which he opened for inspection.

" 'These,' he said, 'are three-ninety-n-i-ine and these are four-thirty-fo-o-o—our, and these are four-sixty-fo-o-o-our.'

"I looked at 'em and they didn't suit me, so I said: 'Can't you show me something else?'

"He said, 'C-s-s-certainly, s-s-sir,' and he turned around again and got three more fixed, which he opened as he had the others. Then he said:

" 'These are two-sixty-f-o-o-our, these two ninety-ni-i-ine, and these are four ninety-ni-i-i-ine.'

"I looked at them, and they were the same brand as the other, only of different sizes. I said to the clerk:

" 'I beg pardon, sir, but I want to see something else. The man who advised me to come here told me you had a very large assortment to select from.'

"He seemed angry, and he said:

" 'S-s-so we have; why, we have this cigar in six sizes.'

"Just then a lady stepped up and said: 'Will you give me a box of your three ninety-n-ii-ines, please? 'C-s-sertainly, ma'am,' said the clerk."

Then the man left.

* * *

The enterprising manager of one theatre believes in profiting by the misfortunes of others. One day he displayed the following sign in his house:

"Do Not Smoke
"Remember the Iroquois Fire!"

Which led one of his friends to put up in the theatre the next day another sign which read:

"Do Not Spit
"Remember the Johnstown Flood."

* * *

Harry Farbstein and Johnny Croneweth, two bright young lads employed in a Detroit cigar factory were observed to be industriously engaged together over something obviously calling for prodigious mental effort and which occupied the greater part of their leisure hour. At last they came forward, their eyes shining proudly and happily, and between them they bore a sheet of paper on which was inscribed the following:

Worry not over the future;
The present is all thou hast;
The future will soon be present,
And the present will soon be past.

* * *

There occasionally arises some learned scholar or fanatic to rail against the use of tobacco. The latest recruit in the former class is James R. Day, chancellor of Syracuse University, who worships Rockefeller and abjures Roosevelt. Mr. Day, in a recent public address, said that he was unable to understand why so many people used tobacco and are slaves to the habit.

While the Onlooker does not approve of the users of tobacco becoming slaves to the habit, I cannot understand Mr. Day any more than he can understand the smoker. But I would refer him to such scholars as Lord Bacon, the "wisest of mankind," who was a smoker; Milton, "whose soul was like a star," who comforted himself with a quiet pipe of Virginia leaf; Lord Byron, who smoked and chewed excessively; and to Locke, the famous essayist, who approved of the use of the weed.

Tobacco, used with moderation, tranquilizes the overstrained mind of the mature man of letters; makes the toil-worn laborer forget his aches and pain; is the sailor's delight, the soldier's joy, and the thoughtful person's recreation.

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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EDITORIAL.

The Drought in Cuba.

The amazing stretch of bright sunshiny weather which has prevailed over Cuba since before Christmas is still the menace of the island under the tobacco industry.

In the fair region where Vuelta Abajo is produced, 110 miles outside Havana, the condition has been one of simple consternation. Cloudless skies have prevailed from day to day, and the universal exclamation has been, "Oh, for rain!"

It goes without saying that the crop of Vuelta Abajo is essential to the comfort of mankind, and its extinction through a draught is a calamity pure and simple.

While spring draughts are not unusual in Cuba, there generally comes one or more big generous rains in February, which saves the crops, and this kindly visitation of nature is deemed almost a certainty.

Within ten days past, however, the one big rain for February has not fallen, though perhaps some remote districts have been visited by rain not yet reported.

A Rational New Law.

In our issue of December 1st, this journal had occasion to protest against the burdensome conditions which have for a long time surrounded transactions with the Customs, Internal Revenue, and other government branches.

The condition long imposed that "actual cash" should be passed over a government counter in payment of custom dues, or Internal Revenue stamps, etc., has caused many a protest and been the subject of wonderment that Uncle Sam should not repose more trust in those who are dealing with him.

Checks indeed have been received in certain government offices for a long time, but this is known to be in defiance of the laws as hitherto framed, and the government assumed no risk whatever in taking such checks as were offered.

It is very gratifying to know that on the 25th of February a bill was passed up to the President, from both the House and Senate, which authorizes the different branches of the government to accept certified checks of national and state banks and trust companies. This bill has been approved by President Taft, and it is now law, that dealings with the custom houses and with Internal Revenue offices will be greatly simplified and made easier.

It appears, in short, that we can do business now with the government just as we can with any other vendor; in the matter of revenue stamps Uncle Sam is one of the greatest traders in the world. It may be remembered also that he was never a debtor, but always a creditor, and no check can be so bad as to cheat the government of its money.

Mr. Retailer, Have You Read Dan Duit's Article?

Attention is directed to the first instalment of "The Confessions and Suggestions of a Retailer," which begins in this issue. This series of articles comes from the pen of a retail cigar dealer who, studying conditions with an analytical mind, proposes to give the inside facts about the abuses of the trade as they exist today; not with any view to mere muckraking, but rather with an idea of turning the light on evils which should be corrected.

As the writer aims to give some of his own experiences and those which he has observed in other stores, he prefers to write under the nom-de-plume of "Dan Duit," but we can assure our readers that the writer is a reputable retailer whose opinions and suggestions are sincere.

If his pointed pen should strike under the tender skin of some of our readers, they should not take umbrage, since these articles are not meant to be personal. They are the views of one man who has neither spleen nor favor to distribute, but aims to make his writings helpful and uplifting.

The editors commend the articles especially to the attention of our retail readers.

Pipe Fillers.

Van Dyke—Well, I got even with our minister, all right.

Brown—How?

Van Dyke (chuckling)—I told my wife he smoked and she gave him a box of cigars for a birthday gift.

First Cigarmaker—Was the strike a success?

Second Cigarmaker—Sure! After being out eight months we succeeded in getting back our jobs.



FROM THE TOBACCO WORLD BUREAU, 910 HARTFORD BUILDING, NEW YORK.

Berger Charged with Perjury and Fraud.

CHARGED with perjury and fraud, and aiding and abetting the concealment of assets of the North American Tobacco Co., now in bankruptcy, Emil Berger, the president of the defunct concern, has been arrested and held under $2500 bail for a hearing which is scheduled to come up February 28th, in the Southern District Criminal Court. Bail was enterd by Abraham J. Gotlieb, 17 West 127th street, Manhattan.

A suit has also been brought in the civil court to recover alleged concealed assets placed at $12,325, all of which has grown out of Berger's past transactions. At the hearing before the Referee in Bankruptcy, Berger claimed to have paid $10,000 for a brand known as "Opera Beauties," and further, that he had paid out $925 for machinery, etc., and it is now alleged that he had not made such payments. The value of five bales of shade grown tobacco placed at $1400 by Berger, an accounting is now asked for.

The case is being prosecuted by Attorney Levy, of the United States District Attorney's Office. It is expected that a number of trade members will be called as witnesses.

Selling "Kings Club" Cigars.

MARTIN M. SCHOENWALD, who for the past twenty years has successfully represented some of the leading cigar manufacturers on the road, has joined the selling forces of the Cuba Cigar Co., of 3 Park Row, N. Y., on February 1st took their line of "Kings Club" cigars through the southern territory.

Mr. Schoenwald has since visited the principal cities from New York to Atlanta, Ga., and has proved his value as a salesman by sending in some very substantial orders from the territory he has already covered. His present plans are to continue this trip through the Southwest, and to the Pacific Coast cities, returning via the northern route.

Reports from F. R. Bender, who also represents the Cuba Cigar Co. and is now covering New York State, are showing up well both in the number of new accounts and the volume of orders he is booking.

The "Kings Club", which is a clear Havana product, made in Tampa, is steadily growing in popularity not only in greater New York, but in other cities where the goods have been introduced. This is demonstrated by the reorders the company are constantly receiving.

Vice-president Thompson, of the Ruy Lopez Ca., left New York, February 21st, on a two weeks' trip to Chicago, where he will meet George Krans the company's representative for the Middle West and confer with him on some important matters now developing in that territory.

Pilgrimage to Amsterdam.

ON Saturday, February 25th, quite a delegation from the Water street Sumatra houses sailed for the March Inscriptions at Amsterdam.

On the Red Star liner "Lapland" were Leopold Cohn, of A. Cohn & Co.; Louis Hirsch, of Jos. Hirsh & Son; Ben Meyer, of Meyer & Mendelsohn; Edgar Pretzfeld of Pretzfeld & Co. and Harry Spingarn, of E. Spingarn & Co.

On the North German Lloyd "George Washington", were Benno Neuberger, of E. Rosenwald & Bro.; and Paul Hirschhorn, of the United Cigar Manufacturer's Company.

J. Neienhuys, of the Amsterdam office of H. Duys & Co., who has been spending the winter in New York and is returning home, was also a passenger on the "Lapland."

M. F. Schneider will shortly join the party, and expects to sail March 7th on the Holland-America liner "Noordam."

Garcia Back from Porto Rico.

M. GARCIA, of Alvarez & Garcia, returned to New York, February 20th, from Porto Rico, on the "Coamo," after a two weeks' tour of inspection of the company's plantations and factory in Porto Rico.

Mr. Garcia states that from present indications the new crop of tobacco will be a good one, although a very unusual one, inasmuch as the percentage of wrappers will greatly exceed that of the fillers. This condition has been caused by the overabundance of recent rains.

The company will shortly occupy enlarged offices on the ground floor at 81 Pine street, New York, which are now undergoing a complete renovation.

Loeb. & Co. Petition Dismissed.

THE bankruptcy petition against Loeb & Co., leaf tobacco dealers at 147 Water Street, which was filed against the company March 2, 1910, was dismissed recently upon the application of H. N. Gitt, one of the former members of the concern. In his statement Mr. Gitt declared that all the liabilities of the old concern had been liquidated, whereupon Judge Hough dismissed the petition in bankruptcy. The affairs were taken over by the H. M. Gitt Co., which is a holding concern.

L. Schmidt, of L. Schmidt & Co., sailed, February 14th, on the North German Lloyd steamship "Kronprinz Wilhelm" for Cherbourg. After enjoying a couple of weeks vacation in Southern Europe Mr. Schmidt will go to Amsterdam to participate in the March Inscriptions.

J. Simon Will Sell Fleitas Output.

ARRANGEMENTS were concluded in Key West a few days ago, whereby J. Simon, the veteran New York cigar man who was last connected with the Simon-Riegel Co., of Newark, N. J., has taken the general sales management of the factory of S. & F. Fleitas, of Key West.

Mr. Simon was in Key West during the first part of February, and after an extensive conference with the firm concluded arrangements whereby he will open forthwith in New York a well equipped office and take care of the distribution of the company's output from that point.

In addition to his interests as a sales manager, he will also look after the advertising and publicity of the "Homerica" brand, which has long been the standard of the Fleitas factory. This move on the part of this fine old Key West house will relieve the members of the firm of the burden of traveling and give to Francisco Fleitas an opportunity to stick close to the factory in Key West, and also to devote a little more time to his interests as president of the Key West Clear Havana Cigar Makers' Association.

Mr. Simon will announce the location of his New York office in a few days.

Bernhard Lichtenstein Returns from Cuba.

Bernhard Lichtenstein, of the firm of Lichtenstein Bros., 117 Maiden Lane, New York, arrived last week from Havana per S. S. "Saratoga," completing his 100th trip to the Island, during a period of twenty-five years. His purchases this time were about as heavy as they ever were before.

Louis P. Sutter, of L. P. Sutter & Bros., also W. Quanjer, of Hinsdale, Smith & Co., sailed, February 21st, on the Holland-America steamship "Pottsdam", for the coming inscriptions at Amsterdam.

Fernandez, Lopez y Ca. Report Fine Business.

THE recent amalgamation which resulted in the firm of Fernandez, Lopez & Co. has been marked by an extraordinary rush of business, so that at this writing the factory has orders for at least 300,000 of their well-known brands of "La Flor de Ramon Fernandez y Ca" and "Manuel Lopez" cigars.

A telegram from their San Francisco office on the 11th instant, stated that they were oversold 150,000 cigars on one size, ("Manuel Lopez", "Renia Victorias") and orders still coming in. In addition to this, the factory were notified recently from Seattle by Messrs. Webb & Lopez, their Washington State distributors, that they had just received a big order from Alaska for a full line of their goods, and that big lots would be needed in that remote section in the very near future.

Maintaining as they do factories in both Tampa and Key West, Fernandez, Lopez y Ca have specially favorable facilities for getting out their clear Havana brands on short notice, and quick shipments and uniformity of quality are the two essentials which their business is organized to encompass.

A number of cigar makers from the factory of Wohl & Comstock at 1507 West Madison Street, Chicago, left their work recently as a protest against certain conditions. The firm, however, states that they had no good cause for their action, and no discrimination is made between union and non-union workmen, all being treated with uniform fairness.



THE NEW SCHLEGEL BUILDING.

The Schlegel Building.

THE new Schlegel Building, located at Twenty-second Street and Second Avenue, New York, which is owned by the Schlegel Investment Co., is attracting considerable attention among New York manufacturing firms. It is a ten-story structure having a frontage on Second Avenue of 89 feet and extends along Twenty-second Street a distance of 195 feet. It is replete with unusually good elevator service for both freight and passenger traffic, which are conveniently located near the entrances on both Second Avenue and Twenty-third Street, and the building is so constructed as to afford outside light to all floors from all sides. The upper floors are being used exclusively for the lithographic business of Geo. Schlegel, while nearly all of the other floors have already been taken by various other business interests.

The product of the Schlegel plant is widely known among the cigar manufacturers throughout the country, who will no doubt be interested in being presented with this illustration of the factory where their goods are made.

To Repeal Anti-Cigarette Law in Minnesota.

ST. PAUL, MINN., Feb. 25, 1911.

THE bill introduced into the Minnesota Legislature by Representative C. A. Congdon, of Duluth, to repeal the present anti-cigarette bill, has not yet passed the House, but dealers and the public in general are confident that it will go through.

The law has been a farce ever since it was enacted in 1909. It has not been enforced in one city in the State and both cigarettes and cigarette papers have been sold as freely as before the law was passed prohibiting them. To make the situation more ridiculous, the cigar stands in the State capitol have sold cigarettes and papers to members of the legislature, and anyone else in the employ of the State who asked for them.

Dealers say the fact that they are sold in the capitol building itself under the eyes of the legislature, proves that the law is not wanted, and will not hold. There are a few anti-cigarette advocates in the present legislature, who believe that the law is necessary and that another bill should be introduced compelling its enforcement, but the consensus of opinion is that a law unenforced is worse than no law, and as dealers say it is absolutely necessary to sell cigarettes in this State, it is undoubted that the bill will pass and the anti-law taken off the books. But there will probably also be a law providing for punishment for the sale of cigarettes to minors.

It was with this end in view that the present law was introduced, and if something can be done to do away with the sale to youngsters, and at the same time give the adults liberty to smoke what they please, it will go through the Legislature without difficulty.

PHILADELPHIA.



New Columbia Avenue Cigar Store.

A FINE new cigar store was opened at 1519 Columbia avenue, on Friday night a week last, by A. H. Hoch. Fred Hoch who is well known to the cigar trade, is in active charge of the establishment and it will be remembered that he was once the proprietor of an establishment there and did very well until he embarked in the jobbing business when adversities overtook him. Mr. Hoch is essentially a retailer and has generally been successful in that direction leaving all side lines alone.

Langsdorf-Fox Nuptials.

A WEDDING of considerable local interest was that of Miss Hortense Loeb Langsdorf, daughter of Isidor Langsdorf, of the firm of Antonio, Roig & Langsdorf, who became the bride of Charles Edwin Fox, Assistant District Attorney of Philadelphia County, on February 22nd. The bride, who was given in marriage by her father, was attended by Mrs. Morris Wolf as maid of honor. Walter Fox, a brother of the bridegroom, acted as best man. Jocob Loeb Langsdorf was master of ceremonies and the ushers included Jerome Rothschild, Louis M. Fleisher, Wm. R. Langfield, Samuel Friedman, Morris Wolf, Isidor Kohn, Edgar S. Bamberger, Wm. O. Hempstead, Jr., John Patterson, Bernard Fustmann and Philip Kind.

Following the ceremony, a wedding dinner was served at the Mercantile Hall, at which two hundred guests were present.

Mr. and Mrs. Fox will reside at 1432 Girard avenue upon their return from a honeymoon trip.

Liberty Coupon Company After More Business.

THE Liberty Coupon Co., of this city, recently issued an attractive folder, containing a copy of each of their premium coupons and one of which was sent to about 10,000 establishments in Philadelphia and vicinity, which has resulted in a largely increased demand for liberty coupons among retail dealers. The use of the liberty system is apparently growing at a steady rate and recently some very active new accounts have been added to a list that was already large.

J. Harvey McHenry returned last week from a flying visit through Pennsylvania where he met with a hearty reception and placed considerable quantities of goods from among his line of specialties.

Wm. Penn Beneficial Association Ball.

THE Second Annual Ball of the William Penn Beneficial Association was held on the evening of February 21st, at Mercantile Hall.

This organization is composed of the employees of the Theobald & Oppenheimer Co., makers of the "William Penn Cigar," and comprises nearly eighty per cent. of the one thousand employees.

The orchestra, under the direction of Prof. L. E. Rest, made melody for the dancers in the main auditorium, and as practically every number was encored, the dancers must have appreciated the fine quality of the selections rendered.

The grand march was led by Mr. and Mrs. Harry Marks, the former being president of the association.

It has seldom been our good fortune to "butt in" where the spirit of cordiality was as permeating as on this occasion, and the members of the committee certainly deserve credit for the thorough way in which they spread the feeling of goodfellowship.

From a financial standpoint, the result was, according to John M. Kolb, president of the Theobald & Oppenheimer Company, much better than they had any reason to expect, and a very tidy sum was realized.

U. C. S. Co. Gets the Vendig.

THE highly central and valuable property known as the Hotel Vendig, corner 12th and Market streets, Philadelphia, has been leased for twenty years by the United Cigar Stores Company. The total rental is stated to be $1,000,000 for the period. The lease is on an improvement basis.

The U. C. S. Co. has had the corner space for five years, being one of the best cigar stands in Philadelphia. The property is assessed for $65,000, and the United Company will only occupy a limited portion of the building. While important changes will be made, the Vendig Hotel feature will be retained, but the corner as a whole will be greatly improved.

Several big "smokers" in Philadelphia this winter have made a hit with the participants by furnishing both pipes and tobacco free along with cigars. The idea is not a new one, but when done with nice taste and good smoking tobacco, the element that likes to "hit the pipe" are very appreciative.

Manuel Fernandez Visits Philadelphia.

MANUEL FERNANDEZ, manufacturer of high-grade cigars, at Jacksonville, Fla., stopped off in Philadelphia last week on his return from a successful trip through the Middle West. While in Philadelphia, Mr. Fernandez called on the M. J. Dalton Co., who distribute their several brands with great success in this city.

Fernandez reports that the factory has been quite busy for the last year and that the demand for his goods has grown steadily wherever they are introduced. After leaving Philadelphia he stopped off at Baltimore, and several southern cities, before returning to Jacksonville.

Doings with "44" Salesmen.

O. L. MYERS, of the "44" Cigar Company, Philadelphia, has just returned from the West, reporting very satisfactory business on the "44" Cigars.

Mr. Myers has opened new accounts with Rassfeld Richard Cigar Co., of St. Louis, Mo., and the Mason News Co., of Jamestown, N. Y. He will leave this week on an extensive tour through the State of New York.

Mr. M. A. Funk, Sales Manager of the same firm, is also in Philadelphia now. With his return, he has brought orders from Pennsylvania to keep all hands working overtime, on them alone. He reports an increasing demand on the "44" and "Adlon," the new 10c. cigar of that firm.

Louis Blase & Co. Dissolved.

THE cigar firm of Louis Blase & Co., at Front and Arch streets, Philadelphia, has been dissolved by mutual consent. William Dittenhoffer has retired from the firm, but business will be continued by Mr. Blase as heretofore.

Work on New Jeitles Factory Progressing.

THE work of remodelling the new factory building of Jeitles & Blumenthal, Ltd., is being vigorously pushed forward. The firm is much in need of the additional facilities on their staple brands, for which the demand is constantly growing. Mr. Jeitles, who has been covering the West, has been sending in some very substantial orders and has even prolonged his stay.

Brown Brothers & Co., who recently began business at 224 Arch street, Philadelphia, report that they have been quite successful in introducing their new brands in this market. Their leaders are: "Brown's Extra", a clear Havana five-cent cigar; "Ess", a londres-shaped nickel proposition; and the "El Trado" an excellent five-cent smoke. Their only ten-cent brand is the "Queen Dolly."

J. N. Thomas, of Argus, Pa., cigar manufacturer, was a recent visitor in this city. Mr. Thomas has been for some years engaged by large manufacturing firms, but recently entered into business on his own account. He is fortified in being himself a practical cigarmaker and thoroughly understanding the business.

It has been learned that Mrs. G. Harry Bosch will continue the leaf tobacco jobbing business at 308 N. Third street, which had been conducted by her husband up to the time of his death a couple of weeks ago.



MR. B. L. GRABOSKY.

Philadelphia's Newest Cigar Firm.

THIRD and Arch streets, which is renowned as the original home of a number of Philadelphia's best known cigar enterprises is soon to be graced by another and important industry. It will be remembered that such well known houses as Boltz, Clymer & Co.; Theobald & Oppenheimer Co.; Bayuk Brothers, and others, really made their substantial beginning while located in the vicinity of Third and Arch streets. The leading spirit in the new concern will be B. L. Grabosky, as treasurer and general manager, who will be assisted by Charles O. Pollock, as secretary, while the third associate will be Louis Halpern, who is already widely known as a cigar manufacturer and who will occupy the position of president and superintendent of manufacturing.

Even though not yet thirty years of age, Mr. Grabosky, who is regarded as the leading spirit of the new firm, has had seventeen years of practical experience in the tobacco business. In 1903 he became associated with his brother, Samuel Grabosky, prorpietor of the Empire Leaf Tobacco Co., at 118 N. Third street, and continued in that line until September, of 1909, when he became secretary of the "44" Cigar Co., of this city, from which company he retired on December 31st, 1910. It is noted that in that interval the production of the "44" factory was increased from 7,500,000 per annum to 15,000,000 per anum.

In January last Mr. Grabosky visited Havana and procured a goodly supply of tobacco for the new factory, but commencement of operations were delayed owing to a failure in finding a suitable building. This hindrance has now been happily overcome by the procurement of 119 N. Third street, for office and factory purposes and of which possession has already been taken.

The new firm will be known as G. H. P. Cigar Co., and will be incorporated in due course.

all that's new with JOBBERS and DISTRIBUTORS

Change in Peoria Jobbing Firm.

FRANK H. LARGE, for some years associated with Jobst, Rethard & Co., wholesale cigar dealers, at Peoria, Ill., has become associated with Fred J. W. Allen in the same line of business, and under the firm name of Allen & Large, operations will commence on March 1st. Their offices and salesrooms are at 320 South Washington street. Mr. Large is one of the best-known cigar salesmen in that territory. Mr. Allen has spent nine years with Oakford & Fahnestock, and is a nephew of W. N. Allen, formerly mayor of Peoria. Both of these young men have a wide acquaintance in central Illinois and are beginning busines under very favorable auspices.

Distributing "Lygias" in Deiroit.

CELLIOTT & CO., the Detroit branch of the National Grocers Company, have just concluded arrangements with Rohde & Co., of Cincinnati, to distribute their new "Lygia" five-cent cigar, in Detroit. The "Lygia" is a new brand that has been on the market but a very short time and has been making good wherever introduced. The manufacturers have gotten up some very attractive window display cards which they are sending to their distributors and these have been a great help in attracting the public eye to the new brand.

Cedar Falls, Iowa, as a Cigar Town.

AT the last census Cedar Falls, Iowa, had a population of little more than 5000 inhabitants. It is now said that there are at present thirty-nine good retail stores in the town where large numbers of five and ten-cent cigars are being sold. Among the five-cent cigars largely on sale there are the "Henry George," "Little Tom," "Little William Penn" and "Little Bobby." In ten-cent goods such well-known brands as the "William Penn," "Robert Burns," "La Preferencia" and "Tom Moore" are in the lead.

New Jobbing Firm at Mt. Clemens.

A FINE new wholesale and retail cigar establishment is being equipped on Walnut street, Mount Clements, Mich. The building is being remodelled at an expense of about $3000 and the new fixtures and equipment are expected to cost about $5000 more. The new firm consists of Walter Trombley and Walter Groesbeck. The store will have a plate glass front with the first floor devoted to the retail business and the upper portion devoted to wholesale and jobbing trade.

A new nickel cigar is being distributed in Chicago by Ruhstrat & Cowley Company. It is called the "Old Indian" and is manufactured by E. M. Schwarz & Co., of New York and Philadelphia. This house also reports an increasing sale on the "Don Antonio" clear Havana cigar, made by H. Anton Bock, of New York.

One Dollar Bills Given Away to Introduce Cigars.

A NEW idea, albeit an expensive one, has been sprung in Denver, Colo., by the Struby-Estabrook Mercantile Company. Briefly, the scheme is to send a crisp one-dollar bill to a select list of smokers, inviting them to purchase ten new "El Cazor" cigars with the compliments of the firm.

Accompanying this dollar bill is a letter signed by Mr. Crittenden, manager of the cigar department, requesting the recipient to accept the ten smokes and do the firm a favor by acknowledging the letter and stating an opinion as to the merits of the cigars. These answers, Mr. Crittenden tells the recipient, are not intended for publication, but simply as a gauge to measure the merits of the new brand. When the first batch of one-dollar bills was sent out, there was a wild scramble of Denverites to get on the mailing list, and this naturally created considerable talk about the "El Cazor" among the best class of smokers. Mr. Crittenden is pleased to report that to date, most of the smokers who have bought the cigars, and written their opinions, have complimented the house upon the merits of the new proposition.

Streater, Ill., as a Jobbing Center.

ACCORDING to late advices from Streator, Ill, it is rapidly becoming a very extensive jobbing center. Streator is distributing tons of tobacco and thousands of cigars as well, and in the cigar and tobacco trade, Matt Coulson, tobacconist on Main Street, and S. Jacobson, proprietor of the Streator Supply House are both doing a very thriving business.

The town seems to be becoming more substantial each year, although numerically it is not growing as rapidly as in other places of the State.

Distributors of "Pastora" Cigars.

ATTENTION has been called to the fact that in a recent issue the "Pastora" cigars, distributed by a large number of wholesale houses throughout the country, were being supplied by a Grand Rapids concern. Of course, nearly every intelligent member of the trade already knows that "Pastora" cigars are made only by the San Telmo Cigar Co., of Detroit, but it is only in justice to them that attention is again directed to this fact.

Roanoke House Organized.

A NEW liquor and tobacco house was recently organized at Roanoke, Va., under the name of Kwass & Gross Co., which was incorporated with a maximum of $5000, and a minimum of $3000. The officers are as follows: Harry Gross, Pocohontas, Va., president; J. I. Kwass, Roanoke, secretary and treasurer. In addition to these the incorporators included A. J. Peters, a capitalist of Roanoke.

Jessili Bros. were recently incorporated in Camden, N. J., to deal in tobacco, etc., with a capital of $25,000. The incorporators were E. Jessili, of Washington, N. J.; G. H. Jacobs and G. Pancoast, both of Camden.

KEY WEST KLIPS

Key West Output Continues Heavy.

Many Additional Cigar Makers Put to Work---Box Factory Will Soon be Erected.

KEY WEST, FLA., Feb. 23, 1911.

WORK will commence withing a few days on the new cigar box factory which will be built by Norberg Thompson. All of the plans have been arranged and Mr. Thompson has purchased the land for the site of the factory.

The plans and specifications are now being prepared and as soon as they have been completed, bids will be called for and the actual construction work will commence. This is an item of great importance for this city and for the cigar trade in particular as with this factory in operation, the manufacturers will not be obliged to shut down or at least store thousands of cigars in their shops waiting for boxes, as has been the case in the past.

The output continues as strong as ever and all of the shops are working with more men and are turning out more cigars than ever before at this season of the year. They are all working every available man and are employing more cigarmakers every week.

The Key West Cigar Factory is looking for new quarters as the shop now being occupied by them has been found to be too small for their purposes. The output of this factory has increased to such an extent within the last few months that they have been obliged to lease the upper floor of a large building next to their original factory and this has now been found to be too small to handle their goods. George Robinson, secretary and treasurer of the company who for several years had been connected with the Ruy Lopez Ca., has resigned his position with that company and will, in future, devote his whole time to the business of the Key West Cigar Factory. Mr. Robinson will look after the office end while E. M. Phillips will look after the factory and manufacturing department. H. E. Korn, president, will retain his office in New York and handle the sales. Mr. Korn spent a few days in Key West last week and stated that he was much pleased with the outlook for the company. They are pushing their factory brand of "Keyvana" cigars the demand for which is growing rapidly every day.

At the Principe de Golfo factory, President A. Aurelio Torres is as busy as can be with the increased business he has received within the last few months. Mr. Torres finds it necessary to increase his facilities for making cigars. He is now having several new tables made and is preparing another section of the building for the accommodation of cigarmakers. He has already increased his force materially but he is rushed to keep up with his orders.

R. Fernandez, of the R. Fernandez Havana Cigar Co., returned home this week from an extended trip through the South and Middle West. He kept the force busy while he was away and brought home a large number of good orders from new customers.

Fred Davis and Mrs. Davis, of the El Sidello Company, of Tampa, paid a short visit to the Cortez Factory last week while on their way to Tampa. They are very busy in this shop and they are talking over the plans of the proposed new factory although the officers have not yet decided upon a site.

Charles Gwynn, of Gwynn, Martin & Strauss, is off on a business trip and is also combining a little pleasure with his business.

H. S. Moorehead, of Duncan & Moorehead, jobbers of Philadelphia, was in Key West for a short time this week and while here called on Manager Mahoney, of the Havana-American Company. First Vice-President Preston Herbert, of the Havana-American Company, is expected to arrive here on a business trip in a few days.

Charles Wolf, of S. Wolf's Sons, is now in Philadelphia and is expected to return home in about two weeks from an extended trip through the South and West. Mr. Wolf has had a very successful trip and has added many new accounts to the already large list now on that company's books. The demand for the "Lukos" brands is growing steadily and the output has been increased materially within the last few months.

William M. Corry, president of the Florida Tobacco Commission Co. and member of the firm of Barlow, Corry & Co., leaf dealers of Quincy, Fla., spent a few days in Key West last week.

Business is good with the Alonso Rejas Ca., and president Clem Knowles reports a growing demand for their goods.

Ramon Fernandez, of the Fernandez, Lopez Ca., left last night for a business trip to Tampa. Business is brisk at this shop.

President Luis Martinez, of the Martinez-Havana Ca., is in the city looking after the interests of his firm. Orders continue to come in in satisfactory numbers and they are now shipping many goods to the West Coast by express. Eladio Martinez, son of President Luis Martinez, spent a few days here last week. John R. Delaney, head of the office force of the company has just been commissioned a lieutenant in the Florida National Guard.

The Ruy Lopez Ca., is doing its usual excellent business and the output continues far ahead of any previous year.

The E. H. Gato Cigar Company is working with a full force and are maintaining their good record for the year. President E. H. Gato is expected daily to complete plans for the new factory building.

Manager A. W. Arnold, of the Ferdinand Hirsch Co., reports everything in first class condition at that factory and orders are coming in as fast as desired. They are working with a full force of men and the year 1911 promises to be a record breaker for them.

N. B. RHOADS.

Burley Society Must Stand Trial in Ohio.

Cincinnati, Feb. 20.

BY a decision of Judge Hollister, in the United States Circuit Court of Cincinnati, the Burley Tobacco Society is held to be within the Federal jurisdiction of Southern Ohio, and bound to answer the suit which has been brought against it by the Eshelby Tobacco Company, in which the amount claimed as damages is $196,265.10.

The Burley Society through its attorneys Ex-Senator Foraker and Edward Colston, some weeks ago filed the motion to quash the notice of summons served on its president, Clarence Le Bus. The contention of the attorneys was that the Burley Society was outside the Ohio jurisdiction; that it was a Kentucky corporation, regularly organized under the laws of the State, but doing no business in Ohio and having no agents or representatives of any kind here, circumstances which it was claimed, removed it outside Ohio jurisdiction.

Attorneys for the Eshelby Tobacco Company submitted a printed copy of the regulations of the Burley Society, and the county board of control for the Burley Tobacco Growers of Adams, Scioto, Brown and Clermont counties, showing that they form a part of the ramifications of the Burley Society and acting in full accord with its purposes and for the same object as was aimed at in Kenutucky itself.

The showing of the evidence was so clear that Judge Hollister gave his decision immediately. He held that the Burley Society could not be held to deny its operations, and that its control in the raising and selling of tobacco in the Ohio territory made it beyond doubt a concern doing business in Ohio, and thereby subject to Ohio jurisdiction.

The service of summons on President Le Bus is thus fully upheld, and obliges the Burley Society and Le Bus, personally, to answer to the suit. It is said that an effort will be made to have the trial take place in April.

Official Report of January Production.

THE report of the Treasury Department at Washington, just made public, show tobacco revenues from the entire country. It will be noted that the production of all tobacco commodities during that month shows great gains over the same month last year. The figures are as follows:

	Jan., 1910.	Jan., 1911.
Cigars weighing over 3 lbs. per M.....	$1,495,851.60	$1,590,132.13
Cigars weighing not over 3 lbs. per M	47,668.00	75,974.55
Cigarettes weighing over 3 lbs. per M....	4,681.41	5,296.93
Cigarettes weighing not over 3 lbs. per M.	587,458.44	807,282.42
Snuff of all descriptions	144,719.11	198,734.77
Tobacco, manufactured, of all descriptions,	1,976,825.78	2,571,223.68
Total, ...	$4,257,204.34	$5,248,644.48

Trade Conditions in Indiana and Illinois.

"Tobacco World" Correspondent Finds Stores Loaded with Manila Cigars.

CHICACO, ILL., Feb. 25.

YOUR correspondent, who has just returned from a trip through the smaller towns of Illinois and Indiana, can report out of town trade conditions good. One would judge, however, that all the Manila cigars that have disappeared from the windows in Chicago, had been sent to the country purveyors of the weed and in a conversation with dealers in the territory I visited learn that they feel as if some one had "slipped them a lemon," and now they are using every conceivable method to get rid of them.

One dealer who was not aware that I was connected with a tobacco publication offered me a box of twenty-five for $1. "Will guarantee you brother that they are genuine imported Manila cigars, I bought them at a sheriff's sale while at Chicago in January; am a little overstocked with them; all I want now is to 'come out' on them—you can't buy this cigar anywhere in the Loop District for less than three for twenty-five."

The rapid line of talk this cigarist in a town of 5,000 handed out to me would make an old time shell game man surrender his bank roll in admiration. I handed him my card and asked him if he was a subscriber to any tobacco trade journal, "No, and I don't want any." When I suggested that if he had been a regular subscriber to the TOBACCO WORLD he would have known that the class of Manila cigars he was handling had been a drug on the market for some time he became a little peeved, but come at me with a proposition that if I would take a box of the cigars he would subscribe for the paper. If every dealer in the smaller towns who have loaded up with Manila cigars are as energetic in disposing of them as the one I interviewed it will only be a question of a very short time until the big cigars from the little islands will be forgotten in the smaller cities of the Middle West.

While in Indianapolis I called on Wm. Echols, manager of the Home Cigar Company. Mr. Echols reports trade conditions are all that could be expected and says that the run on "Cyrus The Great", manufactured by them, has far surpassed their expectations. This company will move into new quarters about May one and double their capacity. I found the same healthy condition of business at the Compeer Cigar Company's plant. They now have two factories in Indianapolis, but the architect is now at work on the plans for a building that will house both factories and also give them an increased working capacity for several hundred cigarmakers.

"Plantista" cigar manufactured by the Compeer Co., Indianapolis, has taken the lead over their other brands.

Manufacturers and jobbers in Chicago assert that general trade conditions are all that could be expected. However, there is some complaint among the retail dealers in the Loop, but as I have stated in a previous letter when business slows down even to normal conditions in the Loop territory complaints are numerous.

Harry E. Langfield, of Langfield & Steel has recently returned from a fifteen day trip to Cuba. While Mr. Langfield went on business he made a pleasure trip out of it as well. He was accompanied by his wife and two children, Miss Fannie and Norton. He reports that in his opinion from interviews with several growers in the island, this year's crop will be all that can be expected, if weather conditions continue favorable.

"The Butterflies," is new five-cent cigar manufactured on the West Side by J. Gonzales, that is becoming popular. Gonzales was formerly connected with the Wagner & Mendell forces.

Sig. Meyer, who represents G. Englehardt & Co., in the Northwest reports a fine trade on the "Englo" brand.

The cigar stand in the new Sherman House which was recently opened for business is a "thing of beauty" and is enjoying a fine trade.

Best & Russell Co., distributors of "Contract' in this territory, report business good on this popular five-cent seller. Wm. Best, Jr., who recently made a trip to Memphis, Tenn., says that their branch house in that city is enjoying a big business in Southern territory.

"Henry Irving", which is being distributed by John J. Dolan, is one of the brands that is popular with hotel trade. Mr. and Mrs. Dolan, accompanied by their daughter have returned from a ten days' visit to Wekasha, Wis.

Hittle Bro., who are distributors in this territory of Perfecto Garcia & Brothers "La Anita," report that this popular brand of Tampa-made cigars is enjoying a record run.

"El Planco," Havana cigars manufactured by Ruy Suarez & Co., is now being distributed by the Steel-Wedeles Co. in Chicago and nearby territory.

Before these lines are published the most bitterly and spectacular contested municipal campaign held in Chicago, for years will be settled. With seven candidates in the field for mayor and candidates too numerous to keep tab on for alderman, business men and clerks overlook business to talk politics. W. B. Sharpe, the well-known and popular cigar jobber, has caught the fever and is in the center of the political arena, not as a candidate, but as a wheel horse, that is trying to land Andrew J. Graham in the mayor's chair. Mr. Sharpe being an orator of some pretentions has made several telling speeches in behalf of his choice for mayor. Graham has become known among tobacconists as "The Sharpe candidate for mayor."

The Editor's Letter Box

The Tobacco World,
Dear Sirs:—

Kindly mail me a list showing the names and addresses of the different firms who manufacture tin foil for wrapping cigars, as well as those who manufacture tin foil to lay in tobacco boxes between the plugs.

Hoping to hear from you by return mail, I beg to thank you in advance, and remain,

Most sincerely yours,
J. W. Simmons,
c/o The Robinson,
Tulsa, Okla.

Answer:—Conley Tin Foil Co., 521 W. 25th street, New York, N. Y.; Lehmaier, Schwartz & Co., 207 E. 22nd street, New York City, and the John J. Crooke Co., 1649 Warren St., Chicago, Ill.

The Tobacco World,
Dear Sirs:—

Please to send us the address if you have any of cigar vending machine manufacturers, and oblige,

Respectfully yours,
A. Schulte,
New York.

Answer:—Fulton-Bell Co., New York City.

Price Cutting Still Upsetting Boston.

Drug Stores Leading in Reductions---New Six Cent Cigar Being Promoted.

BOSTON, MASS., Feb. 24.

BUSINESS on the so-called "popular" 10c. cigars appears to be in a demoralized condition owing to the price-cutting war. With two or three exceptions, cigars of this character can be purchased for 6c. in many drug stores, not only in Boston but in cities like Providence, R. I., Worcester, Lowell, etc. This status reflects a decreased business for the legitimate retail cigar dealers, of course, with a general loss of profits all 'round. Vigorous attempts to "get together" waged by the manufacturers have not yet been successful. Dealers are having a better trade on their own brands than ever before; they must sell cigars that will permit a profit, and unless a "white man's hope" in the shape of a general non-price cutting agreements can be effected, it is logical to predict a shrinkage in the output of Boston "popular" cigars.

Most hotels and clubs do not carry or sell any of the "popular" makes and a local cigar company which is attempting the promotion of a high priced Boston-made cigar is having a tremendous fight to secure an entree to those circles. Big space is being used in the papers appealing to the various business organizations to "buy Boston cigars" and the Union is also extending their aid by advertising along the same lines. This company practically acknowledges that so far, it has been impossible to sell hotels and clubs, and the result of their campaign is being eagerly watched with interest by the whole trade.

T. Rosenbaum & Co., 42 Federal street, are another concern in one of the biggest price-cutters in the city and it are also extensive jobbers of the "La Integridad" line.

Riker-Jaynes Drug Stores Co. are offering a prize of $100 for the best name for their new 6c. cigar. This concern are one of the biggest price-cutters in the city and it is evident that they are trying to create a cigar that will sell for 6c. at a profit.

S. Gryzmish, maker of "S-G" cigars, has been traveling through Europe since the first of the year, and is expected to return about April first.

H. N. Locklin, 280 State street, is one of the "young" old-time members of the wholesale end, having been around the trade for twenty-eight years. He represents several out of town manufacturers.

Hyneman Bros., New England distributers of "Hoffman House" cigars, attest a good business on these well-known smokes. They are also having a good run on the "R. B." line, which recently secured an injunction against an infringement.

Jules Fresco, maker of cigarettes with individual monograms, will leave in April for a two months' visit to Constantinople.

The "San Felice" cigars, made by The Deisel-Wemmer Co., Lima, O., are sold here by John H. Rankin, who recently bought the State street Smoke Shop at 144 State street. Mr. Rankin is meeting with success in his new spot.

A. B. Smith & Co., makers of "3-20-8", are advertising in the street cars. This house is a vigorous advertiser and their sales' growth of "3-20-8" cigars is phenomenal.

Mr. Costello, of the Mentor Co., makers of "Ramly" cigarettes, is out of town on a business tour.

Leavitt & Peirce, of Cambridge, are selling a tremendous amount of their "Cake Box" mixture, which is sold all over the country. They have recently added a big London account. Something new are "Cake Box" cigarettes, made from this tobacco.

HENDERSON.

Business in Cincinnati Expanding.

CINCINNATI, OHIO, February 24.

MANUFACTURERS and jobbers here declare that their February business did not only exceed the corresponding month of last year, but it has also been greater than that of January of this year. The placing on the market of new cigar brands, and with the increased consignments of Tampa goods, have kept the Queen City dealers on the "jump" during the past two weeks.

The "Telling" cigar, a new brand, which is manufactured by I. Teitelbaum and Company, of Cleveland, is being widely handled by many Cincinnati retailers. George A. Voige & Co. is handling the jobbing end of this new cigar.

Peter Ibold, who makes a specialty of manufacturing the "Prudencia", 10-cent cigars, and the "Slim Jim", a nickel cigar, stated that the business locally, and also through Ohio, Indiana and Kentucky on these two brands has shown an increase of twenty per cent. during February. As to the outlook for the March business he says that the orders are the largest they have been in the history of the concern. Thomas Clements, formerly in the brokerage business, has been appointed city salesman for the Peter Ibold Company.

Michael Ibold, who manufactures the "Sonada", which is known all over the country, reports that the business during February was very good. The Ohio State salesmen, Mr. Hartman and Harry Hall, who covers Middletown and Lexington, left this week, to gather in some orders.

"We have heard from our two representatives, Charles H. Hazen, who is covering the New England States, and H. H. Helmick, who is covering the Middle West, this week," said manager Hirshburg, of the L. Newberger & Brothers, manufacturers, "and are sending in many orders. By the middle of March we will have another new brand. It will be for the Cincinnati trade only."

"We have not been quite settled in our new location as yet, which has caused our business to be practically dormant," said J. H. Lucke, the stogie manufacturer. "By the first of March we will be running full force again."

The Michael Ibold cigar company are now located at their new quarters. They have built a five-story, modern factory at Ninth and Central avenue. This concern employs about one hundred and fifty hands.

There were 9,032,000 pounds of tobacco received in Cincinnati the past two weeks. The shipments for the two weeks amounted to 3,069,000 pounds. No changes were recorded in the prices of cutting leaf manufacturing plug fillers and cigar leaf tobacco the past two weeks. Cutting leaf ranges from six cents to nineteen cents a pound; manufacturing plug fillers from five cents to nineteen cents; and cigar leaf from two cents to twenty-four cents a pound.

Mr. Waller, representative of the J. S. Gans & Co., New York, was in town this week.

The Kentucky Tobacco Works, of Murray, Ky., received incorporation papers this week. Their capital stock will be $50,000. The incorporators are N. L. Gilbert, B. W. Gilbert, and William Harris.

RICHARD SEVING.

Using Ideal Cigar Moisteners.



IN THE accompanying illustration is shown a show case with the Ideal Cigar Moistener in place. This moistener is the product of the Ideal Cigar Moistener Co., Not Inc., 5447 South Ashland Avenue, Chicago, Ill., and which are equally suitable for show cases, wall cases and humidors. The Ideal Mexican Clay Moistener is made of solid brown Mexican clay. They are equipped with aluminum trimmings, which is a combination, which the manufacturers say, is ideal and sanitary. It is claimed that it will absorb more water and distribute it more uniformly than can be accomplished by the average moistener now on the market. The house also has an eastern selling agency, which is in charge of William Caldwell Co., at 96 Warren Street, New York, N. Y.

The cigar store of McConihe Bros., at 456 Broadway, Troy, N. Y., was considerably damaged by fire recently. A fair amount of insurance had been carried.

DETROIT DOINGS

Detroit, Feby. 24.

DETROIT cigar and tobacco manufacturers appear to be satisfied with conditions as they find them. The Globe Tobacco Company look forward to a banner year. The Scotten Tobacco Company are doing some effective work with the local trade, in fact so effective that a display of their "Grand Union Cut Plug" in the window of John P. Lieberman, the tobacconist, 84 Gratiot avenue, in which an attractive young lady impersonated the Goddess of Liberty, drew such crowds as to obstruct traffic and provoked a gentle remonstrance from police headquarters. John P. Lieberman & Co. are themselves manufacturers, confining their efforts solely to Detroit and its environs, in which territory they have developed a very nice trade on "Lieberman's Pure Leaf."

Van Vliet Bros. report business developing with "Muskrat" and other brands of theirs.

The name Scotten Dillon & Co. is synonomous with big business, but when Bagleys get under full swing in their magnificent new plant there will be a pretty race for honors.

In the cigar undustry, there is every sign of continued healthy growth.

The broadleaf wrapper output of Detroit is making wonderful strides and Detroit, which now leads the country in volume of five-cet goods made, is rapidly assuming supremacy in the broadleaf field, particularly the ten-cent grades. Such great factories as the Lilies, San Telmo, Spietz-Worch Co. and others are contending always with the need for more skilled labor. With painstaking effort they are developing that labor. The La Azora factory is expanding; the San Telmo people under urgent need for more room, have added to their manufactory by closing up a court in the rear. The success of these larger operators has encouraged a number of smaller and intermediate factories into the broadleaf field, which by the way is no bed of honeyed clover. It takes months of experiments and years of experience to build a successful broadleaf cigar. The progress of the "Broadleaf Wrapper" is marked by the wreck of many a promising brand and the shattered hopes of many a successful builder of Sumatra-wrapped goods who, from sad experience, learned that the building of seed and Havana brands was mere child's play as compared to broadleaf.

One of the smaller plants, that until recently occupied itself exclusively with seed and Havana lines, mostly nickel goods, but is now putting its principal energies into Connecticut broadleaf wrapper field, is the Eminent Cigar Co. Their "El Tusaro," which was introduced about a year ago, meets with steadily growing favor and they are building a nice ten-cent trade. "Detroit Ribbon," a Sumatra wrapped five-cent smoke, is a neat package and splendid seller.

Ollesheimer Bros. report good orders from the Upper Peninsular and Northern Michigan points. Theodore Ollesheimer recently returned from a two weeks' trip, part of which was spent in Chicago where they have some encouraging jobbing accounts.

L. O. Skinkle, though but two years in his present quarters, has already outgrown them and when running full force is in despair for elbow room. His "Queen of the Straights" enjoys its old time prestige, while his latest "Havana Cinch" has taken his trade with a rush. His trade is for the most outside Detroit.

Davis Cigar Company of Flint, is now The Davis Cigar Manufacturing Company of Detroit, and are nicely settled at 716 Chene street, corner Illinois street. The fact of Abe E. Davis, 185 Grandy avenue, operating under the title of Davis Cigar Company is responsible for the change in style of the Flint firm in moving here. The difference in names is not sufficiently marked, however, and more or less confusion is sure to ensue. For the present the factory is entirely occupied with "Judge Durand" and "Blue Line" to the exclusion of everything else, although something new is promised in the near future.

On the opposite corner of Chene and Illinois streets is located Herman (Skipper) Dietz, still manufacturing the old favorite "H. D." and "Michigan Gentleman," the favorite smoke of Detroit River yachting sharks and good fellows.

There is little noise made by Aug. Lamberg, but he has tried and true friends who are loyal to his goods knowing the care and conscientious effort put into the selection of his tobaccos, and their manufacture. "A. G. L." a broadleaf and "Lamberg" a Sumatra wrapped ten-cent cigar are his leading brands. In five-cent line "Lamberg's Beauties" and "Lamberg's Club House" are leaders.

John E. Doherty, 274 Grandy avenue, is just introducing "Senecas" a broadleaf nickel smoke. His "La Comas" is well placed in a number of down town stands such as Hotel Norton, Richter's, Hotel Gorman, Burghoff, etc.

Lee and Cady are introducing "Pastora" Triangulars, a novelty in broadleaf goods which the San Telmo Cigar Manufacturing Company have just started to produce. It is a nifty package bound to become popular. Sells at ten cents, or bundle of five for half dollar.

Regret I haven't space to give a review of more Detroit factories. Want to mention however "El Karo" a broadleaf wrapped from the recently established Howard Cigar Company, 1087 Michigan avenue, which goes to the trade in three sizes at from $60 to $75. Also The Mazer Cigar Company's new cigar "Villa Vista," which they first placed on the market about January 1st and which already shows big sales. They have two sizes at present, Perfecto Grande and Club, each at $70, and are planning a Coucha Special to retail at three-for-twenty-five.

In the jobbing trade, Claude Howell is just introducing "Potencia" and "Lord Justice," of T. J. Dunn & Company, the former an Havana wrapped cigar, to the trade at $35, made in one size only. The latter is seed and Havana packed in tenths and jobs at $37.00. Mr. Howell also has something up his sleeve that he intends to spring before very long.

Payette-Walsh Co. have taken on Luckett, Luchs & Lipscomb's "Sans Souci" for their leading ten-cent cigar and W. H. Orr, of Chicago, has been co-operating with them in a vigorous canvass that has succeeded in placing the goods extensively about the city. In a very short time they will also make an active campaign on "El Wadora," made by Sig. C. Mayer & Co., Philadelphia, which is already a great five-cent favorite. About the first of the year the Payette-Walsh Co. discontinued the sale of cigarettes altogether, seeing no advantage in jobbing them under prevailing conditions.

C. Elliott & Co., local branch of National Grocers Co., have an active trade in tobaccos and cigars. Such goods as "Base Ball Scrap," "B. B. Smoking," "Sweet Loma Fine Cut," etc., of The Scotten Tobacco Company are popular with them. In cigar field, the firm controls a number of brands such as "Kitt" 5c., made by Luckett, Luchs & Lipscomb, Philadelphia and "Picadura Import," 5c., made by the Newburger Co., Cincinnati. Also "El Rayo," 10c., of Montevierno & Co., N. Y. The National Grocers Co. control "Everybody," 5c. and "Rasole," 10c., of S. Joseph & Co., Cincinnati, and "Pathfinder," made by W. K. Gresh & Sons, Norristown, Pa.

Mr. E. A. Elliott is going to make a short visit abroad, and will return here sometime in April.

Aug. Quandt, old time dealer and distributer is just getting settled into his fine new quarters, 307-309 Russell street.

E. Salamon & Co. are active with "Savarona," "Opia," "Plantista" and other goods and are working hard and conscientiously toward success.

Cadillac Cigar Company are going to revive the Moebs & Co. "King Albert" brand as a broadleaf-wrapped five-cent cigar. A very popular cigar here is "Mikey," controlled by them.

Simons & Cooper Drug Co. will soon remove from Woodward and Duffield streets to the new Kahn Building, corner Woodward and Sewards avenues. The National Cigar Stands case will be discarded and new lines of cigars will be added. New fixtures are being installed by Detroit Show Case Co.

The Parker branch at Woodward and Alexander avenues and the Perry Pharmacy Co. branch, at Woodward and Selden avenues, of The Detroit Drug Co., have now lost their individuality and are merged in one store in the new building at corner Woodward and Selden avenues and only the sign "Detroit Drug Co." hangs above the door.

P. Foulks, 394 Gratiot avenue, bought out Vernier Bros., March 1st. He has discontinued pool room in the rear and conducts cigars and news stand, pipes, etc.

James A. Haugh, 369 Woodward avenue, sold cigar stand January 1st to E. A. Beeson. The latter will have to vacate soon as the building will be reconstructed to make room for Miller & Gray Grocery Co., who take possession after Simons & Cooper Drug Co. vacate next door.

Fred Wild, started a cigar stand, January 1st, in front of 311 Woodward avenue, but closed out rather abruptly. The space will now be occupied by a barber shop. "Next!"

John Ehmig, steward of German Salesmen Society, bought out Ben Muscovitz, "The Hungarian Inn," corner Congress and Bates streets. Pending some disagreement as to who is to make settlements, a number of local cigar men, patrons of the place mostly, are awaiting payment of several little cigar bills.

Much concern is expressed over the condition of Charles La Fond, who has broken down from overwork and was threatened with pneumonia. It was found necessary to remove him to a private sanitarium where he could have rest and quiet and the best of care.

The circulation of "The Tobacco World" has increased in this city over one hundred per cent. since January 15th. Look for the next number!

S. F. Heavenrich.

Good Weather Helps 'Frisco Trade.

Liberal Quantities of Tampa Goods In Transit---More Than a Million Manila Cigars Arrive---Notes of the Local Trade.

San Francisco, Feb. 20, 1911.

WITH the exception of one heavy storm, fair weather has prevailed for the last two weeks, and the city retail trade is showing a little more life. The storm, however, interfered somewhat with general trade conditions up and down the Coast, blocking railroad traffic in many places and making it very difficult for the traveling men to get about. This trouble came at a rather bad time, when shipments of Tampa goods were on the way for nearly all the local jobbers, and this stock was held up for some time, though it is now arriving in considerable quantities. Express shipments from the Tampa factories have been steadily increasing for several weeks, and while everything that has come in so far has been required to fill standing orders, it is believed that by the end of the month the San Francisco jobbers will begin to get their stocks into shape again. Retailers all over the Coast have been very anxious to get in the Tampa goods, and the jobbers have had some difficulty in distributing what was available so as to avoid complaint. It is noted that the workmanship, especially on the fine sizes, is hardly as uniformly excellent as before the strike, but the trade here realizes the difficulty under which the manufacturers have been working, and every effort is made to prevent dissatisfaction on the part of the smokers.

One of the first evidences of the better feeling resulting from the assurance of the Panama-Pacific Exposition was in the number of good cigars consumed. Retailers note quite an improvement in business over last month, and the optimistic feeling in regard to the future is shown by the increasing demand for cigar stand space. A good many stands are passing into the hands of dealers who will be able to hold on, and within the last few weeks a number of new places have been opened along Market street.

Manila cigars to the number of 1,138,000 arrived in San Francisco last month, indicating that this department of the business is in fairly healthy condition. Altogether, probably as many are required on the Coast as ever, though they are more widely distributed, and have ceased to be a novelty in the business centers. They are also getting a wider distribution in other parts of the country, with less congestion at the points of arrival, and are in most cases handled under more satisfactory conditions than last year.

The retailers have been agitated lately over the practice of some of their number, who have been selling the regular 12½c. sizes of cigars at 10c. straight. The jobbers held a meeting last week to discuss this matter, and through their efforts practically all the retailers have agreed to hold out for full prices on this class of goods.

Several of the local jobbers have recently been visiting Tampa and other Eastern points recently, but are now returning. Lex Ehrman, of Ehrman Bros. & Co., agents for A. Santaella & Co.'s "Optimo" cigar, arrived from New York last week. Edw. Wolf, of the Edward Wolf Company, is making quite a long stay. He was expected back several days ago, but may be away until the first of the month. This company is beginning to get shipments of "Infinitos," for which many orders have been on file for some time. They have placed the "Nestor" cigarettes with a large number of local retailers, and the goods are receiving a good deal of publicity through window displays.

Alfred Esberg, of M. A. Gunst & Co., has returned to the New York office, after spending only a few weeks in San Francisco. This company is getting in a few of its popular Tampa goods, but is going rather slow in this line, as it is desired to keep up the quality and workmanship to the former standard.

Wm. Bercovich is getting a rushing business at his new Powell and Market streets stand, and believes it will bring fine returns.

H. Bercovich, agent for the Luis Martinez line, is now in New York, and expects to be away until about the end of March.

George Conner, the local retailer, has been featuring the "Smokecraft" cigar by a novel window performance. The window was occupied by G. Wilkom, who smoked steadily for six days, consuming about fifty-four cigars a day.

The cigar stand of Al. Zeimer, on Center street, Berkeley, was entered on the night of February 11 by a burglar, who broke a plate glass window and got away with fifty fine pipes, valued at $300.

D. P. Ehrlich, of Ehrlich & Kopf, the Boston pipe manufacturers, spent last week in San Francisco. Their goods are handled quite largely by M. A. Gunst & Co., who made a strong specialty of the pipe department during the holidays.

S. Anargyros, of New York, is carrying on a circular and sample advertising campaign among the smokers of California.

Glaser Bros., who have for several years conducted a jobbing and retail business at Montgomery avenue and Pacific street, have taken a large store at Montgomery and Merchant streets, which will be used for their wholesale department.

I. H. Hess, of Ehrman Bros. & Co., has just returned from Los Angeles.

Frankel, Gerdts & Co., are still running their cigar factory full blast, and while practically all available facilities in the factory were occupied before the end of the year, they have put on still more help since then. The rush may be relieved somewhat by the arrival of Tampa goods, but they have gained many friends during the shortage, most of whom they expect to keep.

J. B. Wertheim, head of the Jose Lovera Company, was in San Francisco last week, and after spending a few days at Los Angeles has left for the East. The "Lovera" line has long been handled here by Wellman, Peck & Co., who have a large patronage all over the State.

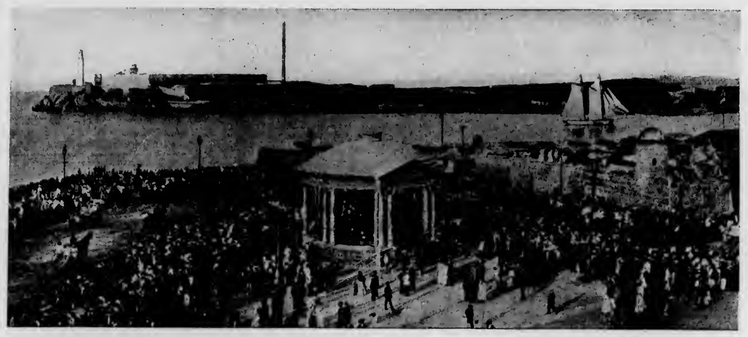
Herman Heyneman & Son, who handle the "El Belmont" cigar, report a big arrival of this line the first of the week, but the consignment was practically cleaned out in a few hours, as dealers all over the State had been clamoring for this popular brand.

Julius Riesberg, representing Rosenthal Bros., is visiting S. Bachman & Co., who are now handling their "R-B" cigar. They are doing a lot of display work, in which Mr. Riesenberg is assisting.

Shipments of the Manuel Lopez cigar are now arriving in good shape, and the goods are appearing in most of the local stands. Mr. Lopez has not yet returned from the factory, but is expected within a couple of weeks.

To Exploit "Dixie Twist" Tobacco.

THE John D. Moore Tobacco Co., of Lexington, Ky., are making a new brand of twist tobacco which they call "Dixie Twist" and which is already meeting with much success. This concern is not a new one and its product is on sale in many parts of the country. They have for several years effectively used the slogan "Made where tobacco grows." They are also the makers of "Loving Cup," smoking "Skylight" plug, and "Blue Ribbon" plug. The enterprise is becoming one of the most important in Lexington.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, Feb. 21, 1911.

OUR leaf market has ruled very firm during the past two weeks and while the transactions have been smaller, the fault lies with the buyers, as a good many of our Northern friends have not come down yet, perhaps under the erroneous belief that by coming later in the season they could pick up Vegas at more reasonable figures. This might have come true, if the crop prospects for the growing tobacco had been very favorable, but as the contrary has taken place, they may rue the day that they left this eventuality out of their calculations. Some dealers here have raised their prices already and there is some talk of putting prices up $10 per quintal or per bale, according to the custom, whether fillers are sold per quintal or per bale. A story is told here of an American house which some years ago had one resident partner here, while the other domiciled at New York. Business was dull and in a rut, so that even with a liberal concession under the market rate, no sales could be effected in New York. One day in the month of February the New York partner received a cable from his Havana house, instructing him to withdraw all goods from the market, unless he could get $10 per quintal more than the ruling rates. When the New Yorker got this message he cabled back the words: "are you crazy," but the answer followed immediately "Crop failure, carry out my instructions." In the month of July following this American firm not alone obtained $10 per quintal higher prices, but sold some goods at a more advanced figure still.

As history is apt to repeat itself, who can tell what may happen this year? Our large dealers have been doing business without any profit on their packings this season, and they seem now determined to recoup themselves by insisting upon a living profit and to which they are undoubtedly entitled.

Some houses here have sold their holdings at cost and some even at a loss, but they are at present bare of stocks and what is still left in our market is now controlled by strong firms, which are not easily frightened and are governed by facts and circumstances which control their actions.

Sales during the past two weeks amounted to only 10,633 bales, divided into Vuelta Abajo 5004, Partido 337 and Remedios 5292 bales.

Buyers were: Americans (including one Canadian) 6004 bales, exporters for Europe 1173, shippers to South America and Mexico 659 and our local cigar and cigarette manufacturers 2797 bales.

Exports of leaf tobacco from the port of Havana for the past two weeks to all ports of the United States ..... 9604 bales
To all ports of Europe ..... 1154 "
" South America, Mexico, Algiers..... 678 "

Total, ... 11,436 bales

PRINCIPAL BUYERS OF LEAF TOBACCO THAT COME AND GO.

Arrivals::
M. E. Davis, of S. Davis & Sons, Ltd., Montreal.
J. L. Kemper, of M. Kemper & Sons, Baltimore, Md.
Albert W. Kaffenburgh, of I. Kaffenburgh & Sons, Boston.
Wm. H. Batcheller, of The C. C. A. Cigar Co., Boston.
A. Fromherz, of Fromherz-Berlizheimer Co., Chicago.
W. E. Ericson, of H. Jevne & Co., Chicago.
W. B. Castro, of W. B. Castro & Co., Chicago.
W. B. Bangs, of The Chicago Club, Chicago.
Felipe Bustillo, of Bustillo Bros. & Diaz, Tampa.
T. C. Lozano, José A. Lozano, of F. Lozano & Son, Tampa.
Monroe H. Falkenstein, of S. Bachman & Co., San Francisco.
B. Wasserman, of B. Wasserman Company, New York.
B. Lichtenstein, of Lichtenstein Bros., New York.
Samuel Mendelsohn, of Meyer & Mendelsohn, New York.
Francis Taylor, Jr., of New York, representative of "El Rey del Mundo."
F. E. Fonseca, of F. E. Fonseca & Co., New York.
Louis A. Bornemann, of Mendelsohn, Bornemann & Co., New York.
Max Rosenblum, of The Edwin Cigar Co., New York.

Departures:
M. E. Davis, for Montreal.
D. Frankel, for San Francisco.
Theodore Garbade, for Bremen.
J. Lawton Kendrick, for Philadelphia.
Louis Schramm, for New York.
Benito Rovira, for New York.
Charles Landau, for New York.
Carl Julius Upmann, for New York.
B. Lichtenstein, for New York.
T. C. Lozano, for New York.
A. Fader, for Baltimore.
J. L. Kemper, for Baltimore.
Joseph Mendelsohn, for New York.
C. B. Torbius, for Boston.
Louis A. Bornemann, for New York.
J. E. Blaise, for Boston.
A. Fromherz, for Chicago.

Cigars—Business in our cigar factories is fair in general, considering that this is not our very active season, the larger ones are working with full forces, while the smaller ones are getting a reduced share. There is room for an improvement, even if the present orders are liberal from some countries. Trade with the United States is good, England sends increased calls for her favorite sizes, and Germany is slowly augmenting her orders. France is a trifle behind last year, while Australia on the other hand is ahead.

The official Customhouse figures of our exports of cigars from the port of Havana for the second half of January, 1911 and 1910, are as follows, viz:

From January 16—January 31st, 1911 7,787,412 cigars
" " 16— " 31st, 1910 7,295,093 "

Increase in 1911 492,319 cigars

The total figures from January 1st to January 31st, 1911, stand at..... 14,256,618 cigars
The total figures from January 1st to January 31st, 1910, stand at ..... 9,468,416 "

Increase in 1911 4,788,202 cigars

The chief fear that threatens our smaller factories is the impending shortness of the Vuelta Abajo crop, as they might be forced to pay very high prices for their raw material, and it seems the hardest thing in the world to raise prices on cigars. The larger factories which carry always a two or three years' supply would be more independent, as in case of need they would purchase only very small quantities, or in the worst case work up the stock of leaf tobacco on hand. This latter eventuality is however not liked by any manufacturer, as in order to keep up the same even quality of the cigars, a blend of different crop years has become almost a necessity.

Romeo y Julieta is as busy as ever, standing at the head of our independent factories.

H. Upmann & Co. are doing a very satisfactory business in their H. Upmann factory. Don Theodore Garbade, who left on Saturday, February 18th, by the German steamer "Corcovado", for Bremen, on a three or four months' vacation, has able assistance in Don Pablo Meyer and Don Alberto Upmann, who will attend to the factory and leaf business during his absence, while Don Hermann Becker and Don Enrique Frerichs are the joint managers of the large cigar export department, as heretofore. Mr. Charles Landau, who left on the SS. "Hamburg" on February 15th, has already sent some fresh cable orders from New York.

Sol is working with full forces for the American market not alone, but also England, Germany and Australia, to which latter country they have to execute large orders.

Henry Clay and Bock & Co. Ltd.'s factories are doing the same big business as heretofore.

La Diligecia continues to employ enough cigarmakers, so that there is not a vacant bench in its gallery. Don Bernardo Moreda is fully satisfied with the regularity of the orders which are coming in from all countries.

Por Larrañaga's managers, Don Antonio and Don Ricardo Rivero, as well as Don Armando Godoy, have their time so fully occupied that it is hard to get an interview with them, and all they will say hurriedly is, "that business is better than last year." Mr. D. Jacobs, their United States representative, has doubled his orders for "Por Larrañaga" cigars.

Partagas, owing to the push and incessant hard traveling of its American representative, Mr. Robert E. Lane, has increased the sales in the United States enormously and as far as the Pacific Coast. Business in other directions is also very good, as Don Eustaquio Alonso states.

Castañeda is making a special size of cigars, which are called "Coronation" and bear the likeness of "King George V." They are principally destined for the English market for the coming Coronation festivities in June, but as these cigars are extra choice in quality and workmanship their United States representative, Dave Echemendia, will doubtless send in some good sized orders for them.

Other factories which are working well are: Punch, C. E. Bock & Co., El Credito and Felipe Rodriguez & Co. of the Elite factory.

BUYING, SELLING AND OTHER NOTES OF INTEREST.

Mr. J. Lawton Kendrick, treasurer and manager of THE TOBACCO WORLD, arrived here on the 15th of February and left again on the 18th after having been very cordially received by our manufacturers and dealers, and to all of whom he wishes to give thanks.

T. C. Lozano, who arrived here with his cousin José A. Lozano on February 14th from Tampa to witness the latter's marriage on Thursday, the 16th, to a daughter of Juan Pino, the large leaf dealer, sailed on the 18th homeward. The bride and groom are on a honeymoon trip through the Island

Manuel Lopez, of the Punch factory, purchased 2000 bales of Vuelta Abajo.

Menendez & Co. sold 2000 bales of Vuelta Abajo and Remedios.

Rodriguez Bautista & Co. will have some extra choice light new Partido wrapper Vegas from their farm "Villa Divina" in April all ready, provided the weather conditions are favorable.

Benito Rovira, during his stay here, is credited with having purchased over 2000 bales of choice Vegas.

Sobrinos de A. Gonzales were sellers of 593 bales of Vuelta Abajo and Remedios.

D. Frankel, of "La Natividad", clear Havana cigar factory, at San Francisco was a buyer of 1200 bales of choice Vuelta Abajo Vegas.

José C. Puente disposed of 470 bales of Remedios and Vuelta Abajo, as well as Partido.

The Elite factory is making a size of cigar, called "Giants", which is twenty-seven inches long by one and one-half inches in diameter and which are costing $5000 per thousand.

Bernard Lichtenstein was one of our big buyers lately, as during the past week he accumulated a choice selection of all kinds of leaf tobacco, which upon the best of authority amounted to 1500 bales in all. The firm of Lichtenstein Bros., at New York, is known to carry only the best Vegas and having purchased them before the raise in our market, their customers would do well to inspect them promptly.

A. M. Calzada & Co. sold 300 bales of Remedios and Vuelta Abajo. Other buyers were: Joseph Mendelsohn and Louis A. Bornemann, W. B. Castro, Max Rosenblum, 500 bales; A. Fader, 200 bales; J. L. Kemper, 700 bales; A. Fromherz and Wm. H. Batcheler. Other sellers were: José H. Cayro, Herrera, Calmet & Co., Celestio Medio, M. Abella & Co. and C. Perrote.

Leslie Pantin had his hands full with several of his customers, besides attending to the various orders by cable and mail. Passing his warehouse, at 142 Consulado street, one will always see carts loading bales of tobacco, when the steamers receive cargo, or unloading bales to be stored, or to be baled. This also includes cases of cigars, as he is the heaviest shipper of them for the United States.

Perez y Obeso will have a fine crop of tobacco on their Vuelta Abajo plantation, having completed an irrigation system. They are still holding a good assortment of Vegas of the 1910 crops which buyers will do well in inspecting in the future.

Suarez Hns., speak in glowing terms of their farms where they have artificial irrigation, but confess that in the open fields, where there is no system of watering the plants, the crop will be a failure this year.

RECEIPTS OF TOBACCO FROM THE COUNTRY.

for the 2 weeks ending Feb'y 18th, 1911.		Since Jan'y 1st, 1911.
3,487 bales	Vuelta Abajo	10,789 bales
460 "	Semi Vuelta	1,573 "
136 "	Partido	601 "
85 "	Remedios	4,498 "
7 "	Mayari	375 "
4,175 bales		17,836 bales

ORETANIV.

Robert Johnson has purchased the cigar store of Emil Festerling, at 303 E. State street, Rockford, Ill., and has made many improvements.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Lancaster Leaf Firm Changes Name.

Steady Gains in Cigar Trade---New Box Factory for Columbia.

Lancaster, Pa., Feb. 27th, 1911.

THE cigar industry is gradually becoming brisker and brisker, and some very substantial orders have been received by several of the leading manufacturers, and in some instances, orders have been booked ahead, for future delivery. In verification of the fact that the cigar industry is forging ahead, it may be said that the cigar box manufacturers are fairly well supplied with orders.

John F. Nissly, of John F. Nissly & Co., leaf tobacco dealers, returned recently from a visit to Havana, Cuba.

The leaf tobacco firm of E. L. Nissley & Co., of Lancaster and Florin, has been changed to E. L. Nissly & Sons. The members of the firm as now constituted, are E. L. Nissly, and his two sons, Ray and Jay Nissly, both of whom have been for several years associated with their father, but were just recently admitted to the firm.

Al. Metzger, representing Berriman Bros., of New York and Tampa, recently visited Lancaster, where his firm's goods are being distributed by Simon Shissler, well-known Queen street cigarist. The "Jos Vila" clear Havana cigars will be strongly featured as a result of Mr. Metzger's visit.

S. R. Moss, accompanied by Mrs. Moss, are back in the city after a short sojourn at Atlantic City.

A new cigar box manufacturing establishment is being projected for Columbia and it is said that the old Fendrich cigar factory building has been secured for the purpose.

A leaf tobacco packing firm has been formed between D. L. Gladfelter, treasurer of the Columbia Trust Co., at Columbia, and W. S. Ohmit, cigar manufacturer at Washingtonboro. Their office and warehouse is to be located at Columbia.

Reading Reports Good Trade.

Local Manufacturer a Candidate for County Commissioner---Western Visitor Expected.

READING, PA., Feb. 27th, 1911.

OUR local tobacco men have been quite actively operating lately in the new crops of Pennsylvania tobacco. John U. Fehr & Son have lately received several carloads and now have a force at work in their warehouse assorting and packing. This firm is the principal leaf house of this city.

The cigar industry is fairly brisk, and manufacturers throughout this division of the first district have had a large output this year, greatly in excess of the records made by them last year.

Charles M. Yetter, a prominent manufacturer near this city, is, according to reports, a very strong candidate for the office of county commissioner. Mr. Yetter is a self-made and a successful business man, amply qualified for effective work on behalf of the county, and although he has a busy factory which requires considerable of his time in personally superintending it, he would no doubt find a way to so arrange his matters as to give the county the benefit of his best service.

Mr. Levy, of the Ashland Cigar & Tobacco Co., of Ashland, Wis., is expected to be in this city shortly. Mr. Levy procures a considerable quantity of goods from local manufacturers in this vicinity.

Upon returning from Cuba, W. H. Yocum, of Yocum Bros., found trade conditions here considerably improved, with a larger demand for both five and ten-cent goods.

The M. Steppacher factory has experienced an unusual demand for their product of union-made goods. Walter Steppacher, the present proprietor, states that never before have they experienced such a strong business at this time of the year.

February Business Good at York.

A New Form of Diversion for Cigar Makers---Union Factories Getting Busy.

YORK, Feb. 27th, 1911.

A REMARKABLY good record has been made by the cigar manufacturers in this district during February, and Internal Revenue returns which will soon be made public will show a big increase in output. February, usually a short month, has had an interruption of two holidays which reduced the actual working days of the month to 24. But orders were coming in at such a rate that manufacturers put forth every effort to make quick shipment, and a happy result will be shown at the end of the month.

Advices received from John W. Minnich, of Dallastown, who is now upon an automobile tour among Florida resorts, indicate that he is having a royally good time.

The Herman Warner & Co. factory is being kept well supplied with their orders for their well known "Pulliam" cigars. Mr. Seth Warner, of this firm, not long ago returned from a visit to some of their distributors and reports conditions very encouraging.

A sneezing contest is a new form of diversion among cigar manufacturers in this town, but such an event was recently pulled off among the cigar employees of P. G. Shaw, at Dallastown. A gift of a box of cigars was offered to the person who could sneeze the greatest number of times from a single piece of snuff, and as it happened, Mr. Shaw was himself the victor, but the number of his sneezes was not imparted to us.

The union factories in the vicinity of Hanover and McSherrystown have recently shown great activity. B. P. Topper & Co. have been booking a number of orders from the extreme West, and the Ano-tero Cigar Co. have also been the recipients of some new business.

The George W. Parr factory, at Littlestown, is keeping a large force of cigarmakers steadily at work, and in addition to numerous special brands which are manufactured, Mr. Parr is also doing well on his "Fernside," "Parr Value" and other factory brands.

H. F. Kohler, of Nashville, has had some difficulty in supplying his customers rapidly enough with some of his leading brands. His "Judge Shepard," "Happy Jim," "144," in nickel goods, and "Kre-ole," ten-cent cigars, have been strongly in evidence. The new "El Sayon" cigar, which will be a ten-cent product, will be on the market very soon.

Bishop & Babcock Open Texas Branch.

THE Bishop & Babcock Company, manufacturers of Opal Onyx Humigars, will open a new branch store and showroom at No. 1106 Commerce street—old number 258—Dallas, Texas, on or about March 15th.

The Dallas branch will be the agency for the Texas and Oklahoma territory, and will doubtless be of great convenience to the constantly growing trade of the great Southwest that has been depending upon the more distant branches for the filling of their orders. The new branch will carry a complete line of all goods manufactured by the company.

Cleveland Chats.

Cleveland, O., Feby. 27, 1911.

THE weather conditions in Cleveland are very good just now for the tobacco and cigar trade.

The Shields Wertheim Co., reports that the business outlook for 1911 is assuming gigantic proportions. They are receiving big orders from S. S. Jacobs their coast man. J. C. Leverance their middle west man is fairly making things hum out his way. S. S. Stein their Chicago man reports a nice business for Illinois and Wisconsin. They are also getting very nice reports from F. B. Shields who is at present down the State. J. B. Shields is preparing to make a swing around the entire territory. The factory man A. C. Wertheim better known to the tobacco world as "Abie" is head over heels in work, and "Jerry" Wertheim, the city man, reports very favorably. Taken all together general conditions look very good.

Mr. I. J. Mittelberger, the cigar broker, is home from an eastern trip.

Mr. Fred Singer representing S. Rossin & Sons made a flying trip through Cleveland this week.

That happy little man Hiram Hammer travelling for Corral, Wodiska Y Ca. was in the city for a few days, having just returned from an eastern trip and getting ready for a trip out West.

Casper Rosenberg, the genial manufacturer of the "Ology", reports business prospects to be very good.

Mr. Schoeneman of the Celestine, Vega Co. is expected in the city some time this week.

Joseph Snyder opened a new retail cigar and tobacco store last Saturday. It is situated on Euclid avenue, at the corner of E. 6th street. It was a very auspicious opening, for in spite of the severe cold, there was a very large crowd of people in front of his store all day, looking at the many beautiful floral pieces of which he was the recipient, and the store itself was crowded to capacity all day long. Some of the brands he is selling are the "Cigar-De-Duxe" of John W. Merriam & Co.; "Jose Vila", of the Berriman Bros., the "Fernandince" of the Erlich Manufacturing Co., "Don Antonio", made by H. Anton Bock & Co.; "Solace", by G. W. Nicholas & Co. and the "Rigoletta", by E. A. Kline & Co.

WEIL.

Tobacco in the United Kingdom.

[From Consul General John L. Griffiths, London.]

FIGURES have been published by the British Government Statistical Office of the consumption of and expenditure for tobacco in the United Kingdom in 1909.

The value of the manufactured and unmanufactured tobacco entered for consumption in that year was $127,986,906. To this amount must be added the outlay for pipes, matches, and smokers' sundries amounting to $2,903,568, making a total of $130,890,474.

As compared with 1908 there was a decrease in the quality consumed of 2, 464,995 pounds, but an increase in the expenditure amounting to $3,914,257. The decrease in manufacturing tobacco amounted to 151,966 pounds, and in unmanufactured tobacco 2,313,029 pounds.

The highest consumption in the United Kingdom was in the year 1907, which was about 2.057 pounds per individual, taking the whole population as a basis; while in 1909 it fell to 1.975 pounds per individual.

Of the amount paid for tobacco in 1909, the Government received $74,367,254.

The total cost per individual per annum in 1909 was about $2.90½, and counting a family as consisting of 4.62 persons (which is a census basis), the annual expenditure of such family was $13.43, which amounts to a weekly expenditure of 25½ cents.



F. H. PARKER

President Western Cigar Box Manufacturers' Association

Western Cigar Box Manufacturers Meet.

THE Western Cigar Box Manufacturers Association met in their regular quarterly meeting on February 14th, at the Auditorium Hotel, Chicago. Frank H. Parker, of Milwaukee, the president of the association, and who is the subject in the above illustration here published by courtesy of "Packages" of Milwaukee, made a brief address, reviewing conditions generally and expressed himself that improved conditions would soon prevail in the boxing district. He was followed by a short address by Secretary Defebaugh, after which the meeting was given over largely to extemporaneous addresses and a general interchange of thought among the members who attended the meeting in goodly numbers.

Splendid entertainments had been provided by the Chicago members and everyone was thoroughly satisfied with having a good time.

Vacation for Roger Sullivan.

DURING the last fifteen years, Roger G. Sullivan, maker of the well-known "7-20-4" ten-cent cigar at Manchester, has taken but few vacations, but has devoted himself very closely to his business. A short time ago, however, Mr. Sullivan decided that he had earned a short period of recreation, and promptly prepared himself for a trip to Palm Beach, Florida. He was joined at Washington, D. C., by his daughter, who now accompanies him.

The Manning Box Company, of Springfield, Ill., has been incorporated with a capital of $3000 to manufacture cigar boxes. The incorporators were Fred P. Whipp, John P. and James A. Manning.



NEW YORK.

New York City.

THE market has shown greater animation during the last two weeks than at any time previous in this year. The purchases of a few out-of-town buyers, added to the transactions by local manufacturing firms, helped to swell the volume of business to fairly good proportions. The out-of-town buyers were especially in quest of shade-grown tobaccos which became a chief center of interest during several days, and although there were a number of sales consummated, inquiries continue to come in even more rapidly than before. There was no special activity displayed in other types of domestic leaf, yet the market has been pretty thoroughly searched for available supplies of binder leaf.

It is evident that the 1910 Pennsylvania tobaccos have been concentrated into the hands of only a few people, and as a result, the 1909 goods are now getting a larger measure of attention. In all respects the domestic tobaccos seem to have interested buyers most of late.

The Havana market has experienced a fair volume of trading in old stocks which are still being disposed of in reasonable prices. Reassuring advices are at hand from Cuba indicating that there should be a goodly supply of wrappers this year, and for which there is a strong inquiry in the local market.

The proximity of the inscription season at Amsterdam seems to have put a quietus on market conditions here at present and the manufacturers are now awaiting further advices concerning the new goods.

NEW ENGLAND.

Suffield, Conn.

PREPARATIONS for the accommodation of a large number workmen is being started on the Smith Farm, which has been syndicatized for the more extensive growing of tobacco. It contains between two and three hundred acres which are to be devoted to shade-grown tobacco this year.

J. J. Steane, of Hathaway & Steane, of Hartford, have taken over the seventy-acre tobacco farm of E. A. Hathaway & Co., situated in the northwestern part of town, and about fifteen acres of shades-grown tobaccos are to be raised on the farm this year.

Six carloads of tobacco were shipped from here recently by the American Cigar Co., to points in the West.

Manchester, Conn.

The Connecticut Sumatra Tobacco Co. is increasing its tobacco production for this year and it is expected that ten new sheds will be erected to house the crop. Boarding houses are to be built in the vicinity of the farms to save the annoyance of having to haul the help several miles each day.

Hartford, Conn.

The firm of L. B. Haas & Co., of this city, have procured a track of land in Hazardville and will engage in the raising of shade-grown tobacco there. The land comprises the Hawthorne and Parsons Estates and the Uzell Farms, all of which have been producing fine tobacco for a number of years. They have secured the services of Walter M. Hinson, formerly with the Bureau of Plant Industry of the Department of Agriculture, at Washington, who will be in charge of the plantations. They will grow the Cuban seed variety of leaf and no doubt will do some experimenting in other types, and the most improved style of curing barn will be erected.

Poquonock, Conn.

The Poquonock Agricultural Co., composed of Alphonse H. Brothers, president; Alfred Drieu, Thomas W. Metcalf and Michael Driscoll, has sold its farm consisting of one hundred and fifty acres to Steane, Hartman & Co., of Hartford, who will engage in the raising of shade-grown tobacco on the plantation.

OHIO.

Miamisburg.

THE new Zimmer Spanish tobaccos are now being looked upon with greater favor by packers. The crops are curing nicely, and there is a growing inquiry for the goods. The movement of "Little Dutch" tobacco has so far been rather weak, but this too is liable to change at almost any time.

PENNSYLVANIA.

Philadelphia.

A FAIRLY uniform business is reported by most of the local houses so far as domestic leaf tobacco is concerned, and yet the volume has not been as large as was hoped for. 1909 tobacco from Pennsylvania have lately come into greater evidence, owing presumably, to the fact that the 1910 goods have been concentrated into the hands of a few holders and that the larger manufacturers are now pretty well supplied.

Sumatra tobaccos have been moving in very small quantities principally for the reason that stock are already low, and secondly, that some manufacturers are now awaiting the arrival of new goods and with the first inscription coming on March 10th, there should be some goods in the market before the close of the month.

The Havana market is practically unchanged. There continues to be a steady demand for satisfactory goods which are finding buyers almost as rapidly as they are being offered.

Lancaster.

It is generally admitted that during the past two weeks there has been a noticeable increase in inquiries for 1909 tobacco and that a number of sales have already resulted, but just what has caused this change of heart is not yet quite clear, unless it be that the supply of 1910 has been found inadequate and so forced manufactured to consider 1909 goods, and having once done that, they became convinced that is possessed more merit by far than the goods had been given credit for. It is undoubtedly true that there were some true crops among the 1909, which were not so good, but to the reasonable person it would seem almost incredible that there was not also much good among it. Perhaps the comparatively low prices quoted for the tobacco had as much to do with its apparent earlier condemnation as anything else. It may yet prove a salvation to the cigar trade. The western houses seem particularly anxious now to acquire a stock of 1909 goods and New York dealers are also begining to give it more attention.

WISCONSIN.

Edgerton.

THE late cold snap following so quickly upon a week of soft weather has apparently shattered the hopes of the tobacco men that country roads would soon break up and improve in their condition which would make it possible for a buying movement to progress more rapidly. Trading has gone on in a quiet way, and the remaining portion of the crops will undoubtedly be taken up in a comparatively short time. There is but little change shown in the market conditions for old goods. Transactions have been confined mostly to small lots and an occasional sale of '06, '07 and '08 has been reported.

Receiving has gone on quite generally over the tobacco districts and the handling of the crops is well started at all packing points. Help seems fairly abundant. Nearly 1000 cases of old goods were shipped from warehouses here last week.

The American Plant at Baltimore.

REPORT has it that the American Tobacco Company has commissioned a local architect at Baltimore to prepare plans for a big manufacturing plant in that city, and it is expected that the enterprise will result in the employment of probably three thousand people, both men and women.

The building is to be used for the manufacture of tin packages, for packing the product of the American Tobacco Company. It will cover an area of ground extending approximately 300 feet on Boston street, and the river front about 400 feet in depth. The combined floor surfaces will aggregate an area of more than six acres.

Paul Moerke, cigar manufacturer at Manning, Iowa, is doing quite well, and during 1910 placed one million cigars upon the market.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

CLEMENA:—21,645.
For cigars, cigarettes and cheroots. February 13th, 1911, C. U. Gery, Reading, Pa.

ROTCHFORD:—21,646.
For cigars. February 14th, 1911, Wm. Rotchford, Chicago, Ill.

TELLALL:—21,647.
For cigars and cigarettes. February 14th, 1911, Perides Bros., Cleveland, O.

LORD WINSTOKE:—21,648.
For cigars, cigarettes, chewing and smoking tobacco. February 14th, 1911, The Moehle Lithographic Co., Brooklyn, N. Y.

THEODORE TIMBY:—21,649.
For cigars, cigarettes, chewing and smoking tobacco. February 14th, 1911, The Moehle Lithographic Co., Brooklyn, N. Y.

CAPITAL STOCK:—21,650.
For cigars. February 14th, 1911, Haas Bros., Cincinnati, O.

LONDON LONDRES:—21,651.
For cigars, cigarettes and cheroots. February 14th, Gus. & Cal. P. Jacobs, Cincinnati, O.

LORD KELVIN:—21,652.
For cigars, cigarettes, chewing and smoking tobacco. February 14th, 1911, Wm. Steiner, Sons & Co., New York.

COUNTY EAGLE:—21,653.
For cigars, cigarettes. February 14th, 1911, Moeller & Kolb, Chicago, Ill.

CASH DISCOUNT:—21,654.
For cigars, cigarettes, chewing and smoking tobacco. February 14th, 1911, Heineman Bros., Baltimore, Md.

C. O. D.:—21,655.
For cigarettes. February 14th, 1911, Keystone Cigarette Co., Philadelphia.

MIDGET:—21,656.
For cigarettes. February 14th, 1911, Keystone Cigarette Co., Philadelphia.

S. A. N.:—21,657.
For cigars, cigarettes, chewing and smoking tobacco. February 14th, 1911, B. Sheinfeld, Waterbury, Conn.

WALTER BROWNE:—21,658.
For cigars, cigarettes, chewing and smoking tobacco. February 14th, 1911, Wm. Steiner, Sons & Co., New York.

SHELMA:—21,659.
For cigars. February 15th, 1911, by B. L. Grabosky, Philadelphia.

SELDO:—21,660.
For cigars. February 15th, 1911, by B. L. Grabosky, Philadelphia.

DENCO:—21,661.
For cigars. February 15th, 1911, by B. L. Grabosky, Philadelphia.

LADY ABAJO:—21,662.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 15th, 1911, Golindo Cigar Co., Baltimore, Md.

LORD ABAJO:—21,663.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 15th, 1911, Golindo Cigar Co., Baltimore, Md.

BRIGHTER BALTIMORE:—21,664.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 15th, 1911, Golindo Cigar Co., Baltimore, Md.

THE BEST OF THE GOOD ONES:—21,665.
For cigars, cigarettes, chewing and smoking tobacco. February 15th, 1911, El Draco Cigar Mfg. Co., Philadelphia.

GALVEZ:—21,666.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 15th, 1911, Celestino Costello & Co., York, Pa.

McCORMICK BROS. 1-90-3.:—21,667.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 15th, 1911, McCormick Bros., Lancaster, Pa.

1-90-3:—21,667.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 15th, 1911, McCormick Bros., Lancaster, Pa.

ARWIN:—21,669.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 15th, 1911, Rosemar Cigar Co., Boston, Mass.

RINWAY:—21,670.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 15th, 1911, Rosemar Cigar Co., Boston, Mass.

GRASS WIDOWS:—21,671.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 16th, 1911, E. H. McCaul, Sparta, Mich.

IT:—21,672.
For chewing and smoking tobacco. February 16th, 1911, Jacob G. Shirk, Lancaster, Pa.

TRI-BOND:—21,673.
For cigars, cigarettes and cheroots. February 16th, 1911, Heywood, Strasser & Voigt Litho. Co., New York.

BRAZILIAN IMPORTS:—21,674.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 16th, 1911, Mazer Cigar Mfg. Co., Detroit, Mich.

SEN SEN:—21,675.
For cigars, cigarettes, chewing and smoking tobacco. February 16th, 1911, S. T. Banham & Bro., Maanyunk, Philadelphia.

JIMMY VALENTINE:—21,676.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 16th, 1911, Lilies Cigar Co., Detroit, Mich.

PHILENA:—21,677.
For cigars, cigarettes and cheroots. February 17th, 1911, Petre. Schmidt & Bergmann, Philadelphia.

EL PYRENO:—21,678.
For cigars, cigarettes, cheroots. February 17th, 1911, Petre. Schmidt & Bergmann, Philadelphia.

BLUE-J.:—21,679.
For cigars, stogies, chewing and smoking tobacco. February 17th, 1911, J. Harvey McHenry, Philadelphia.

PASTIME WHIFFS:—21,680.
For cigars, stogies, chewing and smoking tobacco. February 17th, 1911, J. Harvey McHenry, Philadelphia.

PICKNICK-59-STOGY:—21,681.
For stogies. February 17th, 1911, Scioto Valley Cigar Co., Circleville, O.

LA JOYA KEY WEST:—21,682.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 18, 1911, T. A. Wadsworth, Detroit, Mich.

OSCO:—21,689.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 18th, 1911. Lape & Leftner, Sheridan, Pa.

APOLLO & MINERVA:—21,684.
For cigars, cigarettes. February 18th, 1911, Moeller & Kolb, Chicago, Ill.

ROYAL CAFE:—21,685.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 20, 1911. E. C. Bowman, The St. Paul Hotel, St. Paul, Minn.

COLEBRO:—21,686.
For cigars, cigarettes and cheroots. February 20th, 1911. Cole Bros., Pottstown, Pa.

RHAPSODY:—21,687.
For chewing and smoking tobacco. February 20, 1911. Carl W. Siebert, Philadelphia.

TAMPAROSA:—21,688.
For cigars, cigarettes, chewing and smoking tobacco. February 20, 1911. Moehle Litho. Co., Brooklyn, N. Y.

TAMPAROMA:—21,689.
For cigars, cigarettes, chewing and smoking tobacco. February 20, 1911. Moehle Litho. Co., Brooklyn, N. Y.

BOX PARTY:—21,690.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 20, 1911. American Litho. Co., New York.

CHERRIES:—21,691.
For cigars, cigarettes and cheroots. February 20, 1911. Wm. Brandstaedter, Hanover, Pa.

COSIES:—21,692.
For cigars, cigarettes and cheroots. February 20, 1911. Wm. Brandstaedter, Hanover, Pa.

HOME JOY:—21,693.
For cigars, cigarettes and cheroots. February 20, 1911. Wm. Brandstaedter, Hanover, Pa.

MONTE LANO:—21,694.
For cigars, cigarettes and cheroots. February 21, 1911. Dorr Cigar Factory, Augusta, Fla.

LA FLOR DE FRANCISCO BOLANO y CA:—21,695.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 20, 1911. F. Bolano & Co., Chicago, Ill.

LA FLOR DE F. BOLANO y CA:—21,696.
For cigars, cigarettes, chewing and smoking tobacco. February 20, 1911. F. Bolano & Co., Chicago, Ill.

HABANASILKO:—21,697.
For cigars, cheroots, stogies, chewing and smoking tobacco. February 20, 1911. David E. Friedman, 2308 E. 55th street, Cleveland, Ohio.

COUNT APPONYI:—21,698.
For cigars, cigarettes, chewing and smoking tobacco. February 20, 1911. Wm. Steiner, Sons & Co., New York.

MID-CITY:—21,699.
For cigars. February 20, 1911. Andrew J. Howlett, 1407 Randolph street, Chicago.

S. & C. C.:—21,700.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 30, 1911. Chas. Gillan & Son, St. Clair, Pa.

TOMOSCO:—21,701.
For cigars. February 21, 1911. J. N. Thomas, Argus P. O., Bucks Co., Pa.

ABNER GREIST:—21,702.
For cigars. February 21, 1911. H. W. Watson, Thomasville, Pa., R. F. D. No. 2.

PETER HAUPTMAN:—21,703.
For cigars, cigarettes, chewing and smoking tobacco. February 21, 1911. Symons-Kraussman Co., 430 E. 91st street, New York City.

CYCO:—21,704.
For cigarettes, cigarette paper, and cigarette tubes. February 21, 1911. Metropolitan Tob. Co., 134 Grand street, New York.

LUCKY SEAL:—21,705.
For cigars, cigarettes, chewing and smoking tobacco. February 21, 1911. St. Louis Cigar Box Co., St. Louis, Mo.

TEDDY BEAR STICKS:—21,706.
For cigars, cigarettes, cheroots, stogies, tobies, chewing and smoking tobacco. February 21, 1911. E. H. Kerner, Evans City, Pa.

LA INDA:—21,707.
For cigars, cigarettes and cheroots. February 22, 1911. Calvert Litho. Co., Detroit, Mich.

ALEXANDER BAIN:—21,708.
For cigars, cigarettes and cheroots. February 20, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

A. G. SPALDING:—21,709.
For cigars, cigarettes and cheroots. February 23, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

A. J. CASSATT:—21,710.
For cigars, cigarettes and cheroots. February 23, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

EL ALPEN:—21,711.
For cigars, cigarettes and cheroots. February 23, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

BELGRADO:—21,712.
For cigars, cigarettes and cheroots. February 23, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

CHAS. EASTLAKE:—21,713.
For cigars, cigarettes and cheroots. February 23, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

DON ALFIO:—21,714.
For cigars, cigarettes and cheroots. February 23, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

HENRY DURANT:—21,715.
For cigars, cigarettes and cheroots. February 23, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

HIGH SPEED:—21,716.
For cigars, cigarettes and cheroots. February 23, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

ISAAC BARROW:—21,717.
For cigars, cigarettes and cheroots. February 23, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

JOHN MILL:—21,718.
For cigars, cigarettes and cheroots. February 23, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

MAN BIRD:—21,719.
For cigars, cigarettes and cheroots. February 23, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

MARVIN HUGHITT:—21,720.
For cigars, cigarettes and cheroots. February 23, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

PALAZZA:—21,721.
For cigars, cigarettes and cheroots. February 23, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

PITORRA:—21,722.
For cigars, cigarettes and cheroots. February 23, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

RENATO:—21,723.
For cigars, cigarettes and cheroots. February 23, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

SAFE DEPOSIT:—21,724.
For cigars, cigarettes and cheroots. February 23, 1911. C. B. Heschel Manufacturing Co., Milwaukee, Wis.

TELINO:—21,725.
For cigars, cigarettes and cheroots. February 23, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

VAN NOORT:—21,726.
For cigars, cigarettes and cheroots. February 23, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

PONTUS:—21,727.
For cigars, cigarettes and cheroots. February 23rd, 1911, by Beni. L. Grabosky, Philadelphia.

ARLESCO:—21,728.
For cigars, cigarettes and cheroots. February 23rd, 1911, by Beni. L. Grabosky, Philadelphia.

EL FIRMO:—21,729.
For cigars, cigarettes and cheroots. February 23rd, 1911, by Beni. L. Grabosky, Philadelphia.

SOLANDRA:—21,730.
For cigars, cigarettes and cheroots. February 23rd, 1911, by Beni. L. Grabosky, Philadelphia.

ASTICOT:—21,731.
For cigars, cigarettes and cheroots. February 23rd, 1911, by Beni. L. Grabosky, Philadelphia.

VINCELLO:—21,732.
For cigars, cigarettes and cheroots. February 23rd, 1911, by Beni. L. Grabosky, Philadelphia.

GERONDO:—21,733.
For cigars, cigarettes and cheroots. February 23rd, 1911, by Beni. L. Grabosky, Philadelphia.

GLADISTA:—21,734.
For cigars, cigarettes and cheroots. February 23rd, 1911, by Beni. L. Grabosky, Philadelphia.

FIRMEDA:—23,735.
For cigars, cigarettes and cheroots. February 23rd, 1911, by Beni. L. Grabosky, Philadelphia.

CASERINA:—21,736.
For cigars, cigarettes and cheroots. February 23rd, 1911, by Beni. L. Grabosky, Philadelphia.

DESIRED:—21,737.
For cigars, cigarettes and cheroots. February 23rd, 1911, A. C. Henschel & Co., Chicago, Ill.

WITH PLEASURE:—21,738.
For cigars, cigarettes and cheroots. February 23rd, 1911, A. C. Henschel & Co., Chicago, Ill.

THE GABLES:—21,739.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco, February 23rd, 1911, Alko Cigar Co., Mechanicsburg, Pa.

THE ALKO:—21,740.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco, February 23rd, 1911, Alko Cigar Co., Mechanicsburg, Pa.

OLD TORIES:—21,741.
For cigars. February 23rd, 1911, by Beerbaum Co., Milwaukee, Wis.

HAVANA BUREAU:—21,742.
For cigars. February 23rd, 1911, by Beerbaum Co., Milwaukee, Wis.

WILLIAM R.:—21,743.
For cigars, cigarettes and cheroots. February 23rd, 1911, by Walter D. Hanson, Manchester, Md.

W. C. R.:—21,744.
For cigars, cigarettes and cheroots. February 23rd, 1911, by Walter D. Hanson, Manchester, Md.

ATTAWA:—21,745.
For cigars, cigarettes and cheroots. February 23rd, 1911, Cole Bros., Pottstown, Pa.

BIJOU:—21,746.
For smoking pipes. February 23rd, 1911, Metropolitan Tobacco Co., New York.

REGENT:—21,747.
For smoking pipes. February 23rd, 1911, Metropolitan Tobacco Co., New York.

FISCAL:—21,748.
Cigars, cigarettes, cheroots and tobacco. February 24th, 1911. American Lithographic Co., New York.

DETERMINADO:—21,749.
Cigars, cigarettes, cheroots and tobacco. February 24th, 1911. American Lithographic Co., New York.

CASA MARCA:—21,750.
Cigars, cigarettes, cheroots and tobacco. February 24th, 1911. American Lithographic Co., New York.

COMMERCE COURT:—21,751.
Cigars, cigarettes, cheroots and tobacco. February 24th, 1911. American Lithographic Co., New York.

ANTON MAUVE:—21,752.
Cigars, cigarettes, cheroots and tobacco. February 24th, 1911. American Lithographic Co., New York.

BEL-RIO:—21,753
Cigars, cigarettes, cheroots and tobacco. February 24th, 1911. American Lithographic Co., New York.

LADY GUEST:—21,754.
Cigars, cigarettes, cheroots and tobacco. February 24th, 1911. American Lithographic Co., New York.

EL DETERMO:—21,755.
Cigars, cigarettes, cheroots and tobacco. February 24th, 1911. American Lithographic Co., New York.

W. F. WHITELEY:—21,756.
Cigars, cigarettes, cheroots and tobacco. February 24th, 1911. American Lithographic Co., New York.

PRECURSOR:—21,757.
Cigars, cigarettes, cheroots and tobacco. February 24th, 1911. American Lithographic Co., New York.

JUDGE MARTIN A. KNAPP:—21,758.
Cigars, cigarettes, cheroots and tobacco. February 24th, 1911. American Lithographic Co., New York.

RIO-PORTO:—21,759.
Cigars, cigarettes, cheroots and tobacco. February 24th, 1911. American Lithographic Co., New York.

REX ROY:—21,760.
Cigars, cigarettes, cheroots and tobacco. February 24th, 1911. American Lithographic Co., New York.

TOBY LEAR:—21,761.
Cigars, cigarettes, cheroots and tobacco. February 24th, 1911. American Lithographic Co., New York.

ROYAL DUKE: 21,662.
For cigars, cigarettes, chewing and smoking tobacco. February 24, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

TINY TIM:—21,663.
For cigars, cigarettes, chewing and smoking tobacco. February 24, 1911. The Moehle Lithographic Co., Brooklyn, N. Y. A Re-registration.

LEOLENA:—21,664.
For cigars, cigarettes and cheroots. February 24, 1911. Arnold & Tschop, Windsor, Pa.

DON HORTAN:—21,665.
For cigars, cigarettes and cheroots. February 24, 1911. Geo. C. Knight, Chicago, Ill.

FATHER DEARBORN:—21,666.
For cigars, cigarettes, cheroots, and smoking tobacco. February 24, 1911, Geo. C. Knight, Chicago, Ill.

DE LANCY:—21,667.
For cigars, cigarettes, cheroots, and smoking tobacco. February 24, 1911, Geo. C. Knight, Chicago, Ill.

OLD STYLE:—21,668.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 24, 1911. St. Louis Cigar Box Co., St. Louis, Mo. A Re-registration.

LORD KAMRASS:—21,669.
For cigars, cigarettes and cheroots. February 24, 1911. Louis Weinberger, New York.

PICKY:—21,670.
For cigars. February 24, 1911. Felsburg & Kendall, Minersville, Pa.

YOSIL:—21,671.
For cigars. February 24, 1911. F. Motactes, Philadelphia.

JAMES SULLY:—21,772.
For cigars, cigarettes and cheroots. February 25th, 1911, by C. B. Henschel Mfg. Co., Milwaukee, Wis.

LORD ELDEN:—21,773.
For cigars, cigarettes and cheroots. February 25th, 1911, by C. B. Henschel Mfg. Co., Milwaukee, Wis.

EL MAGNO:—21,774.
For cigars, cigarettes and cheroots. February 25th, 1911, by C. B. Henschel Mfg. Co., Milwaukee, Wis.

EL MURAL:—21,775.
For cigars, cigarettes and cheroots. February 25th, 1911, by C. B. Henschel Mfg. Co., Milwaukee, Wis.

21,776 not issued.

SARABAN:—21,777.
For cigars, cigarettes and cheroots. February 25th, 1911, by C. B. Henschel Mfg. Co., Milwaukee, Wis.

EL SADI:—21,778.
For cigars, cigarettes and cheroots. February 25th, 1911, by C. B. Henschel Mfg. Co., Milwaukee, Wis.

KEDRO:—21,779.
For cigars, cigarettes and cheroots. February 25, 1911. J. M. Stoever, Philadelphia.

DON REBO:—21,780.
For cigars, cigarettes, chewing and smoking tobacco. February 25, 1911. Wm. Steiner, Sons & Co., New York.

LADY MAXIM:—21,781.
For cigars, cigarettes, chewing and smoking tobacco. February 25, 1911. Wm. Steiner, Sons & Co., New York.

LA BALPAR:—21,782.
For cigars, cigarettes, chewing and smoking tobacco. February 25, 1911. Wm. Steiner, Sons & Co., New York.

RED BOB:—21,783.
For cigars, cigarettes, chewing and smoking tobacco. February 25, 1911. Wm. Steiner, Sons & Co., New York.

DON OZANA:—21,784.
For cigars, cigarettes, chewing and smoking tobacco. February 25, 1911. Wm. Steiner, Sons & Co., New York.

RED LASS:—21,785.
For cigars, cigarettes, chewing and smoking tobacco. February 25, 1911. Wm. Steiner, Sons & Co., New York.

IMPERIAL CAFE:—21,786.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 25, 1911. E. S. Bowman, St. Paul, Minn.

CANADIAN PACT:—21,787.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 25, 1911. E. S. Bowman, St. Paul, Minn.

EL ZIGRO:—21,788.
For cigars. February 25, 1911. Fernando Zegri, New York.



Harry S. Taylor, who was formerly vice-president of Brown Brothers Cigar Co., one of Detroit's pioneer factories, died at his home in that city on February 23rd. His death was extremely sudden as he was apparently in good health the day previous and showed no signs of illness until appoplexy seized him.

As one of the organizers and founders of the Brown factory, Mr. Taylor played a prominent part in the upbuilding of Detroit as a cigar manufacturing center. When The American Cigar Co. bought the Brown factory, Mr. Taylor retired from the cigar business, and has since devoted himself to other lines of manufacture, including the steel and automobile industry.

The funeral on February 24th was largely attended. Interment was made at his native town, West Liberty, Ohio.

B. H. Scott, of Paducah, Ky., founder and head of the Smith Tobacco Co., died recently after a lingering illness of more than one year's duration. Mr. Scott was a Confederate veteran and is survived by a widow, three sons, and two daughters. Of these, Edward Scott is the present secretary of the Smith & Scott Co.

Herman Frank, a Brooklyn, N. Y., cigar manufacturer, died recently at his home, 210 Marcey avenue, of pneumonia. He was born in Germany sixty-nine years ago and for some years had been a resident of Bradford, Pa. He was a widely known Mason, and is survived by two daugters.

Arthur Staiger, a cigar dealer at Tenth and Walnut streets, Kansas City, Mo., died last week from a complication of pneumonia and blood poisoning with which he had been ill about two weeks. He is survived by a widow and two sons. Interment was made in St. Louis.

The corn-cob pipe king is dead. His name was George H. Kahman. He was the first man to market the corn-cob pipe, and amassed a fortune in the industry in Missouri. He died recently at Kansas City.

Thomas M. Calman, a cigar manufacturer of North Adams, Mass., died at a hospital in that place several days ago. He was a charter member of the North Adams Lodge of Elks, which organization attended the funeral in a body and acted as pall-bearers. Interment was made at Westfield, his former home.

ANNA G:—21,789.
For cigars, cigarettes, chewing and smoking tobacco. February 25, 1911. Charles Gillan & Sons, St. Clair, Pa.

GLOSILLA:—21,790.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 25, 1911. American Litho. Co., New York.

TRANSFERS.

MARDONIUS:—27,251 (T. M. R.).
For cigars, cigarettes, cheroots and tobacco. Registered August 29, 1902, by Geo. Schlegel, New York, and transferred March 10, 1905, to Edw. H. Neeman, Thomasville, Pa., and retransferred February 23, 1911 to A. Kaffman & Bro, York, Penna.

LANUMA:—21,614.
For cigars, cigarettes and cheroots. Registered February 13, 1911, by Moller, Kokertz & Co., New York, transferred February 15, 1911, to J. C. Newman Cigar Co., Cleveland, Ohio.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

L. L. SCHLOSS,
CIGAR BROKER,
29 Randolph Street, Chicago, Ill.
Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

HARRY L. ROBY, Leaf Tobacco Broker
21 Emmet St., Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e.

ADVERTISING MANAGER—Thoroughly experienced in organizing and managing effective sales and advertising campaigns. Would connect with a manufacturer of high-grade cigars who has unwavering confidence in his product. Address Publicity, care of Tobacco World. 1-15-tf.

CIGAR MANUFACTURER'S OPPORTUNITY.
Commodious building at Zieglerville, Pa., with plenty of help. Conveniently near Philadelphia. Moderate terms to good tenant. Apply American Ice Co., 6th and Arch streets, Philadelphia. 2-1-tf.

WANTED—Bergfeld second-hand bunch tables, six rights and six lefts, in good condition. Address, stating prices, Box 4, Tobacco World, 102 S. 12th St., Philadelphia. 3-1-c.

Help Wanted.

50 PER CENT. PROFIT ON THIS SIDE LINE.
SALESMEN, CALLING ON THE CIGAR AND TOBACCO TRADE, CAN OBTAIN A SIDE LINE PROPOSITION WHICH WILL NOT INTERFERE WITH THEIR REGULAR BUSINESS, TAKE VERY LITTLE OF THEIR TIME AND YIELD A PROFIT OF 50 PER CENT.
ONLY FIRST-CLASS MEN WHO CAN FURNISH REFERENCES AS TO HONESTY AND ABILITY NEED APPLY. WE CAN GET PLENTY OF THE OTHER KIND.
ADDRESS CONFIDENTIALLY, BOX 52, CARE OF THE TOBACCO WORLD, PHILADELPHIA.

Situations Wanted.

SITUATION wanted by thoroughly experienced foreman. Best of references. Address Box 5, care Tobacco World. 3-1-c.

WANTED—Position as cigar or cigarette salesman, by energetic and well-trained young man. Philadelphia territory preferred. Address Box 4, Tobacco World, Philadelphia. 2-15-tf.

For Sale.

FOR SALE—The well known and established cigar factory, known as the "La Troja Factory," Troy, N. Y. Established for thirty years. Selling account of retirement from business. Fully equipped with brands, stock, etc., and ready for business. Will be sold regardless of cost. This is a rare opportunity. For further particulars address J. H. Broderick, 80 King St., Troy, N. Y. 2-1-r.

MACHINERY AND TOOLS—Consisting of 50 H.-P. Boiler, 40 H.-P. Engine feed water heater cooking kettle, reserve tank, dipping tub, two wringers, two cutters, two shell dryers, Adt steam dryers, four conveyors steam coils, steam line shafting pulleys, hangers, belting tools, etc. Address Greenwold Bros., Walnut and Canal Streets, Cincinnati. 11-1-tf.

FOR SALE—Pure Dutch, Gebhardt or Zimmer Spanish scrap filler tobacco. These scraps are from old resweat wrapper B tobaccos—high quality, clean, dry and ready to work. Write for samples and prices. Horner Tobacco Company, 208 S. Ludlow St., Dayton, O. 3-1-c

FOR SALE—Pure Havana scraps, guaranteed high aroma. Price, 45 cents any quantity.
ALONZO B. PANDOZ CO., 173-175 E. 87th St., New York 8-15-ch

FOR SALE—La Flor de Tampa Cigar Factory and brand. Established thirty years. Want to retire from business. John Dzialynski, Jacksonville, Fla. 2-15-r.

FOR SALE—100 red John R. Williams suction tables, price $5 as are, f. o. b. New York; 12 short arm John R. Williams suction tables, price $10 as are, f. o. b. Philadelphia; 40 short arm John R. Williams suction tables, price $10 as are, f. o. b. Montreal, Canada; 40 Miller, DeBrul & Peters dieless, all iron, suction tables, price $10 as are, f. o. b. Philadelphia. Address Liberman Manufacturing Company, 248 N. 8th St., Philadelphia, Pa., U. S. A. 3-1-tf.

Those Brazilian Rolls.

ACCORDING to a Consular Report, smoking in Germany is surrounded by many restrictions.

For instance, in most of the forest reserves, smoking is forbidden in the open, because of the danger to farm and homestead and to harvested crops in barn and granary.

The one result of this is a big consumption of snuff. There are several factories in old Nuremburg where the so-called Brazil roll tobacco is prepared to be ground up for snuff. In old Regensburg and Landshut there are half a dozen factories that have quite an output of the brand known as "Schmalzer," so named because the chief ingredient after tobacco is grease (schmalz). The center of the "Schmalzer" industry is Landshut, but in the Bavarian highlands old forest dwellers prepare their own snuff, not a few consumers having recipes of their own.

It is not all Brazil roll tobacco that goes into these snuffs. Concerning the processes, the Consular Report says:

Tobacco usually forms not more than half the body of this snuff. The tobacco is the so-called Brazil rolls. These are formed of tobacco leaves, first soaked in a syrup, strongly impregnated with various spices, and then twisted into hard rolls of about one and a half inches in thickness. These rolls can be bought from every village merchant. The old snuff taker adds to this tobacco, according to individual taste, beef tallow, a little lime, a small pinch of very fine pulverized glass and such flavoring matter as his experience has found most pleasing.

The ingredients are well mixed in a wooden bowl with a wooden pestle, the rubbing process being continued until the required degree of fineness is reached. Pine needles or other similar ingredients are often added as flavoring. Schinalzer thus finished is usually carried in pouches made from hog's bladder or in wooden boxes. When the old Bavarian mountaineers meet each other the first thing after they have said "Gruess Gott" (God greet thee) is the presentation of the snuffbox or pouch. A refusal is always regarded as an unfriendly act.

In the district about Landshut the habit of snuff taking is almost universal. The children learn it early and the women not infrequently contract the habit. Foresters sent here from districts where the habit is not known are said to acquire it very quickly, and its use and the strength of the habit have received official recognition in the instructions to wardens of prisons and similar institutions in South Bavaria that confirmed snuff takers must not be suddenly and entirely denied its indulgence. In the forest districts snuff taking is universal.

One More New England Growing Company Organized.

The Eastern Cuban Connecticut Tobacco Co., of Enfield, Conn., was recently organized with a capital of $33,000. The principals were: Nathan Starr, formerly a member of the firm of Starr Bros., of New York; Thomas Carroll, and Harry Blum.

You Will Have No Kick Coming When You Stock Up On

5c. CIGARS



5c. CIGARS

White Ox Cigars hold old customers and make new ones because they set up a high standard of quality and value.

They create by their distinctive quality a bond of satisfaction between the dealer and the smoker as well as between the jobber and manufacturer. The Quality, Style and Workmanship is always right. Send us a trial order and get the benefit of the repeats it will bring you.

Jacobs & Holtzinger Co.
MANUFACTURERS
WINDSOR, PA.

THE CIGAR THAT SELLS!

Judge Shepard

5C. CIGAR

IS THE CIGAR TO BUY

THERE are two infallible ways whereby a regular succession of **repeat** orders can be secured. These are **quality and price.** ¶ The Judge Shepard cigars combine both, and the up-to-date houses handling them have realized that it is good business to carry them in stock. Experience has proven the truth of this statement. Write to the maker.

H. F. KOHLER
NASHVILLE, PENNA.

Baltimore Briefs.

Baltimore, Md., Feby. 24.

BUSINESS among the retail and wholesale cigar stores for the past month has been rather unsatisfactory. The month opened with unexpected activity but this was not sustained, and as a result retailers are complaining. It is doubtful, however, if the business during this month, has been any less than for the same period last year, and those who take this view are looking forward to an improvement in March.

The store of Lewis Scheffey, successors to the Brinkvon Hartz Co., at German and Charles streets, has had a number of very attractive window displays in the past fortnight. The window dresser at this end has evidently been reading "The Tobacco World" since a number of the cards shown in the window are reproductions of the suggestions made in "Problems of the Retailer" department.

D. T. Bowers, of the Royal Havana Cigar Mfg. Co., 109 E. Saratoga street, said that the business on their "Yellow Stone Park" and other brands is being well maintained. The Royal Havana Co. is specializing on high-grade cigars, and the business is growing steadily.

Mr. Harry Karger, of the Karger Cigar Co., is well pleased with the reception of the "El Wadora" cigar in Baltimore. Since taking on this brand which is made by the Sig. C. Mayer Co., of Philadelphia, the business has grown steadily. The "El Wadoras" are now distributed in more than 500 stands in this city. Karger is also featuring the "Arctic Club" which is made by the same factory.

Lilly, Dungan & Co. had a very attractive display this week of Sanchez & Haya, "Secundos" sold for $2.25 per box of fifty, and "Eldeco," a nickel brand which is named after the Lilly Dungan firm, is meeting with much favor among the most discriminating cigar smokers of this city. It is a splendid nickel cigar.

William T. Barker, a manufacturer of snuff is much gratified with the reception his products are meeting throughout the Middle West and South. The Barker brands and Copenhagen and Scotch Snuff are gaining an enviable reputation wherever introduced.

Manuel Fernandez, the clear Havana manufacturer of Jacksonville, Fla., stopped off in this city on his way South to call on local trade.

Here is an Ever Ready Cigar Lighter.

A CIGAR lighter that is really perfect in its mechanism, and which will provide lights for a cigar or for the pipe at a lesser cost than matches, is certainly very much in demand. The Spuhler Novelty Co., Dept. H., Pittsburgh, Pa., are now offering such a device, which they say cannot get out of order and can be relied upon to give a light when wanted. This little device weighs only one and one-quarter ounces, and is about one-half the size of an ordinary match safe. This is one of a variety of novelties which the Spuhler Co. are handling, and they are offering special inducements to dealers and others who will buy goods in reasonable quantities. A catalogue can be obtained for the asking.



The Seminole Sumatra Co. has been incorporated at Mobile, Ala., by Chicago capitalists with a nominal capital of $4000. Incorporaters were M. E. Hoseley, S. A. Tucker, E. C. von Ammon, G. A. Garnet, Hugh M. Garden, H. Spensley and Dr. R. Price all of Chicago.

Established 1890 Correspondence Solicited

Keystone Variety Works

HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon
Printed or Stamped in Gold or Silver

Labels Stock Cards

Give Us a Trial. We Want Your Opinion

Parmenter Wax-Lined Coupon Cigar Pockets

AFFORD PERFECT PROTECTION AGAINST MOISTURE HEAT AND BREAKAGE

¶ INDORSED BY ALL SMOKERS, and are the MOST EFFECTIVE Advertising Medium Known

Racine Paper Goods Company

Sole Owners and Manufacturers

RACINE, WIS., - - - - U. S. A.

ESTABLISHED 1877 NEW FACTORY 1904

H. W. HEFFENER & SON

Steam Cigar Box Manufacturers

AND MAKERS OF

Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. YORK, PA

Established 1834

WM. F. COMLY & SON Auctioneers and Commission Merchants

27 South Second Street, Philadelphia

REGULAR WEEKLY SALES EVERY THURSDAY. CIGARS, TOBACCO SMOKERS' ARTICLES, SPECIAL SALES OF LEAF TOBACCO. CONSIGNMENTS SOLICITED. ADVANCES MADE. SETTLEMENTS MADE ON DAY OF SALE

OUR HIGH-GRADE NON-EVAPORATING

CIGAR FLAVORS

Make tobacco mellow and smooth in character and impart a most palatable flavor

FLAVORS FOR SMOKING and CHEWING TOBACCO

Write for List of Flavors for Special Brands

BETUN, AROMATIZER, BOX FLAVORS, PASTE SWEETENERS

FRIES & BRO., 92 Reade Street, New York



F. P. SHANFELDER

Maker of

Quality Cigars

Put up in Attractive Style

¶ Jobbers and Dealers wanting Goods that are STANDARDS, should write

OUR BRANDS: "Lucy Forrester," "Royal Guide," "Happy Felix" and "Fort Steadman"

Newmanstown, Pa.

MONARCH CIGAR CO.

RED LION, PA.

MAKERS OF LORD NORTHCLIFF, Superior five cent cigars and a fine line of medium priced goods.

Facilities Unexcelled - - - Correspondence Solicited

Goods Sold to Jobbing Trade Only

VERTICAL TOP CIGAR MOLDS

HIGHEST GRADE MOLD AT LOWEST PRICE
WRITE FOR CATALOGUE OF 1,500 SHAPES

The American Cigar Mold Co.

1931-1935 Western Ave., and
1201-1209 Dayton Street

CINCINNATI, - OHIO

The American Tobacco Co.

Boot Jack Plug
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Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
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Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
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Battle Ax Plug

They Please All Tastes

Always Uniform and Reliable

H. G. BARNHART

Maker of

Good Cigars that Sell Cheap, but Not Cheap Cigars

The Quality is what Tells

Reliable dealers are invited to write for Prices

SPRINGVALE, PA.



Color and Cancelling Stamps Lead Seals and Stencils

Quaker City Stencil and Stamp Works

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234 ARCH STREET - - - - - - PHILADELPHIA

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Cable—Rotista NEPTUNO 170-174 Special Partner—Gumersindo Garcia Cuervo

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REMEDIOS, PARTIDOS, VUELTA ABAJO AND SEMI VUELTAS

HAVANA, CUBA

156 Monte St., and 42 Tenerife St.
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VENANCIO DIAZ. Special Partner

Muniz Hermanos y Cia

S en C

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CABLE: "Angel" Havana P. O. Box

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(S. en C.)

Growers, Packers and Dealers in **Leaf Tobacco**

Figuras 39-41, Cable "CUETARA" Havana, Cuba

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CARDENAS y CIA Cable Address, "Nasdecar"

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SPECIALTY—VUELTA ABAJO AND ARTEMISA

126 AMISTAD ST. HABANA, CUBA

ERNEST ELLINGER & CO. Packers and Importers

OF HAVANA TOBACCO

Havana Warehouse, Estrella 35-37 New York Office, 87-89 Pine Street

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PEREZ & OBESO

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(Sobrinos de G. Palacios)

LEAF TOBACCO

Vuelta Abajo Factory Vegas a Specialty

Proprietors of famous Lowland Vuelta Abajo Vegas

Prado 121, Entrance Dragones St.

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Cable "SODECIO"

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JORGE & P. CASTANEDA

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Founded 1868

LEAF TOBACCO MERCHANTS

Packers of VUELTA ABAJO, SEMI VUELTA,
PARTIDO, and all varieties of Tobacco grown
——————in the Santa Clara Province——————

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"ANTERO"

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INDUSTRIA, 152, 154, 156, 158, HAVANA, CUBA

HEINRICH NEUBERGER

═Leaf Tobacco Merchant═

HAVANA, CUBA—Calzada del Monte No. 15

NEW YORK, No. 145 Water Street BREMEN, GERMANY

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Importers of Habana and Sumatra, Packers of Seed Leaf Tobacco and Growers of Georgia Sumatra

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PACKERS AND DEALERS IN *Leaf Tobacco*

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JOSE F. ROCHA

Cable: "DONALLES"

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo
Partido y Vuelta Arriba

SAN MIGUEL 100 HABANA, CUBA

E. L. NISSLY & SONS

GROWERS AND PACKERS OF

CHOICE CIGAR LEAF TOBACCO

Packing Houses: Lancaster, Florin. Main Office: Florin, Pa.

Critical Buyers always find it a pleasure to look over our samples.
Samples cheerfully submitted upon request.

Wm. Levy,

Packer & Dealer in **Leaf Tobacco**

Specialty of Fine Pennsylvania Leaf

LANCASTER, PA.

HERMAN STEIN,

Prince, Andrew and Water Streets LANCASTER, PA.

PACKER AND DEALER IN

Leaf Tobacco. Penna. B's a Specialty.

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Largest Growers of Shaded Tobacco in the World

We Offer the Fanciest Grades of Wrappers; Lights, Mediums and Darks

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Havana Filled Cigar retailing at 10 cents



High Grade Nickel Cigar that sells on its Merits

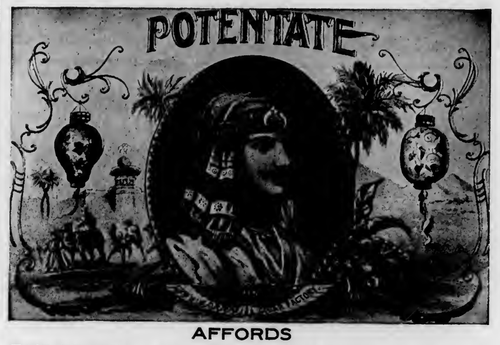
These brands will be a valuable acquisition to live dealers
Write direct to the manufacturers

GEO. S. MILLER & CO., Pottstown, Pa.

MORE POPULAR THAN EVER

JOBBERS who have taken hold of these goods during the past three months HAVE MET WITH SUCCESS, because

THE



AFFORDS

FAIR PROFIT to the Jobbers; GOOD MARGIN to the Dealers;
FULL VALUE to the Consumers

The POTENTATE is a QUALITY Ten-cent Cigar in all that "Quality" implies

We also make a SUPERIOR LINE OF NICKEL GOODS, under the titles of "Lehr's Smokers," "King of the Desert," and "Confidence." Correspondence with active handlers invited.

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Established 1876 **READING, PA.**

FATIMA TURKISH BLEND CIGARETTES

20 for 15 cts.



Win immediate favor everywhere through their attractive mildness, delightful fragrance & high quality.

For Sale by practically all dealers.

Package of 20 for 15 Cents

LEWIS BREMER'S SONS
Established 1825
Importers of Havana and Sumatra and Packers of Leaf Tobacco
322 and 324 North Third Street, Philadelphia

Founded 1855
DOHAN & TAITT
Importers of Havana and Sumatra
Packers of LEAF TOBACCO
107 ARCH STREET, PHILADELPHIA

J. VETTERLEIN & CO.
IMPORTERS of Havana & Sumatra **Tobacco** PACKERS of Domestic Leaf
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JACOB LABE SIDNEY LABE
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Importers of SUMATRA and HAVANA and Packers of LEAF TOBACCO
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Importers of HAVANA AND SUMATRA
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301, 303, 305 and 307 N. Third St., Philadelphia

HIPPLE BROS. & CO.,
Importers of Havana and Sumatra and Packers of Seed Leaf Tobacco
Finest Retail Department in Pennsylvania
151 North 3d St., Philadelphia

THE YORK TOBACCO CO.
Packers and Jobbers in All Grades of **LEAF TOBACCO**
Office and Warehouse, 15 East Clark Avenue, YORK, PA.
MANUFACTURERS OF CIGAR SCRAP TOBACCO

Buy Penna. Broad Leaf B's
B. F. HOFFMAN DIRECT FROM PACKERS N. R. HOFFMAN
HOFFMAN BROTHERS
Growers and Packers
BAINBRIDGE, LANCASTER COUNTY, PA.
Old B's Our Specialty (1907 1908 1909) Crops
Samples gladly submitted on application

EDWARD E. SIMONSON
Packer of and Dealer in
LEAF TOBACCO
Tobacco Bought and Packed on Commission
STOUGHTON, WIS.

J. K. LEAMAN
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Florida and Georgia Sumatra a Specialty
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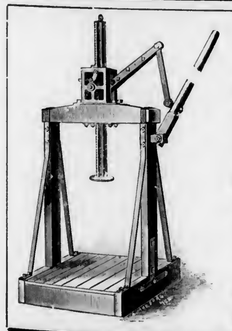
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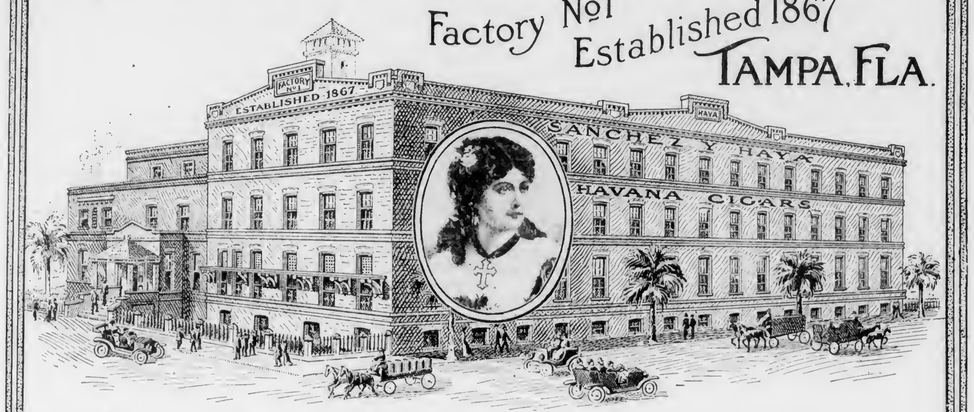
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That's All!

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MAKERS OF

Only Clear Havana Cigars

New York Office: 86-88 Fulton Street

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

MAX SCHATZ, Sole Representative for the United States

76½ Pine Street, New York City

THE TOBACCO WORLD

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MARCH 15th 1911

Leading Features

Lively Bidding Sent Up Sumatra Prices.

Philadelphia Leaf Board Meets. Instructs Delegates to National Association to Advocate Lower and Uniform Rates of Import Duty.

Death of J. H. Martinez, Tampa Cigar Manufacturer.

Confessions and Suggestions of a Retailer. By Dan Duit.

Cigar Men Land Giant Shark in Cuban Waters.

Visit to Villa Divina, Ideal Tobacco Farm. (Illustrated.)

Men Who Have Made Good. Side Lights on Interesting Trade Personalities.

News From Leading Trade Centers.

Cigars for the Coronation.

Problems of the Retailer.

All That's New With Jobbers and Distributors.

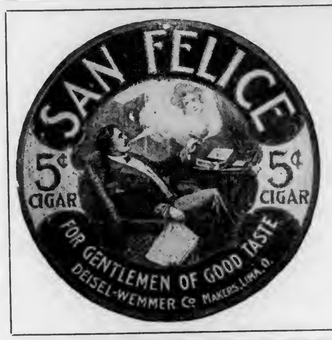
Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXI No. 6

PUBLICATION OFFICES: 102 South 12th St., Philadelphia; 41 Union Square, New York





FOR GENTLEMEN OF GOOD TASTE

SAN FELICE

5c A HIGH GRADE CIGAR FOR 5c

Sold Extensively by Leading Cigar Dealers and Druggists Throughout the United States

SEND FOR CATALOGUE AND PRICES

The DEISEL-WEMMER Co.

Makers, : : Lima, Ohio

In Production

Experience + Brains = Quality

Quality speaks for itself. **Quality** in your offerings means **success** in your **business:** you get it in the superlative degree when you handle our products and the numerous letters of commendation we receive from satisfied distributors attest this fact beyond argument.

Study This List

Stogies, 3 for 5c.
Red Demon
Our Special Dutch
Our Little Havanas

Cigars, 3 for 5c.
Ducico
Indemnity Bond
County Fair

Cigars, 2 for 5c.
Capt. Sam Brady
Pittsburg Girls
Lenawee Bouquet

These are "leaders": we are unable to enumerate many others in this limited space, but upon request will send you samples of those lines adapted to the special requirements of the trade in your particular territory.

Want Us to Do So?

"Never put off until tomorrow what you can do today."

The Duquesne Cigar Co. of Pittsburg, Pa.

COBS



A MAN WHO HAS once smoked Cobs—wants Cobs. They give him satisfaction and bring him back to your store. They are the smoke of Quality. They please the most critical and at 15c. for 9 are the most economical cigar in the country.

Vest Pocket edition 5c. for a packet of 3.

Write for particulars.

I. Lewis Cigar Mfg. Co.

Newark, N. J.

The largest Independent Cigar Factory in the World

A COUNTRYMAN

Who found his lost horse in a remarkably short time, was asked how he did it. "Why," he said, "I just sat down and thought where I'd go if I was a horse, and then I went there, and there he was."

MR. JOBBER

When you want a new cigar to job and make money on, use the same sort of horse sense, as other Jobbers are doing all over the country, and write us for prices on

SAVARONAS

They are the best cigars made in Porto Rico, and they will **pay better, take better** and **repeat better** than any other brand you can take hold of, domestic or imported.

CAYEY-CAGUAS TOBACCO COMPANY
Pine Street, New York

PASTORA

"THE MASTERPIECE OF ALL BROADLEAF WRAPPED Havana Cigars"

THE SAN TELMO CIGAR MFG. CO. MAKES IT

THAT'S SUFFICIENT!

FRISHMUTH'S WHITTLE CUT TOBACCO

WILL NOT BITE THE TONGUE

The Best

One Hundred Years Old

Mr. Dealer: Whittle Cut Tobacco is being advertised all over the United States. Will you not supply the demand we thus create? Write us today and we will put you in touch with the distributor in your district.

FRISHMUTH BRO. & CO., Inc.
Philadelphia, Pa.

BARON~GRAY



A Five Cent Cigar "Good Till the Last Puff"

Fine Proposition for Live Wholesalers and Distributors

WRITE TO-DAY TO
W. R. WALLASTON
Manufacturer - - DAYTON, OHIO

CENTRAL UNION



No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.





FOR GENTLEMEN OF GOOD TASTE

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Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL 2ND EXPOSURE



THE CIGAR THAT MADE PHILADELPHIA FAMOUS!

A reputation of more than forty years standing is a Guarantee that all **GENUINE**

Juan F. Portuondo

CIGARS

are maintained by their **QUALITY.**

"THEY HAVE NO EQUAL"

Established 1869
Incorporated 1893

Juan F. Portuondo Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA

The Signature is on every box

Highest Grade of All Havana Cigars



Made in Thirteen Sizes of the Most Popular Shapes

For prices and other particulars address

I. M. HERNANDEZ, Maker, **1714 Columbia Ave., Philadelphia**

BUILD YOUR TRADE ON QUALITY

A Five-Cent Straight Cigar



Hand-Made in Five Sizes

A Live Proposition for Live Distributors

H. B. GRAULEY, Manufacturer, 6th & Chestnut Sts., Phila.

CRESSMAN'S



Counsellor

The 5 Cent

Cigars of Real Value

Made by

Allen R. Cressman's Sons

Philadelphia

ULRICH'S

Radnor

5¢ CIGAR

A. ULRICH & CO.

100 Market Street, Philadelphia

¶ To introduce a new cigar in any territory is an effort—and you know the effort is greater or less in proportion to the quality of the cigar and the reputation of its manufacturers.

¶ The superior Seed and Havana combination in **ROIG'S** cigars, not only lightens the introductory effect, but to a material extent, insures the future demand.

¶ When you want a cigar that will "make good" PERMANENTLY, remember our address.

ANTONIO ROIG & LANGSDORF

PHILADELPHIA, PA.

"The Straw Shows the Way the Wind Blows"

A very old saying, but true. The way the public is taking hold of *"Crown" Coupons* is marvelous—like the straw, it tells a story just as true—it tells you Mr. Manufacturer and Mr. Retailer that the tobacco using public want *"Crown" Coupons* and *Certificates.*



Don't take our word for it—ask one of the hundreds of merchants who are giving them out. If the Public didn't take to them we couldn't hand out Ten Millions (10,000,000) in thirty days, and the smoker doesn't have to wait until he is as old as Methuselah either to get something—we give premiums for ten 25 Cent Certificates. Besides, *"Crown" Coupons* and *Certificates* are redeemable in conjunction with *"Crown" Stamps.* See the point?

The cost? Lower than any Cigar Coupon proposition in existence.

THE CROWN STAMP COMPANY

Largest Premium Parlors in the World

1007-09 Arch Street Philadelphia, Pa.

M 5¢ C

BAYUK BROTHERS



FIVE CENT CIGAR

PHILADELPHIA

LIPSCHUTZ 44 CIGARS

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY — KEY WEST — WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
43 to 47 W. 33d St., New York

CLEAR HAVANA CIGARS OF MERIT

Manufactured by
S. WOLF'S SONS

LUKOS-SMOKER — MADE IN KEY WEST FLA BY S. WOLF'S SONS

Factory No. 318 KEY WEST, FLORIDA
WRITE FOR QUOTATIONS

El Fahico Cigars

Are Recommended as a High Grade Five Cent Product.



Fac Simile of Package

Quality and price are the two essentials to which up-to-date dealers look. El Fahico cigars possess both these essentials. They will please alike the dealer and consumer. **Now is the time to order.**

Write the Manufacturer.

H. N. HEUSNER, Hanover, Pa.



SABOROSO — EL BORITA





I am **Opportunity!** I knock at every man's gate but once. (I will, however, knock unusually loud at the gate of every Independent Manufacturer in the tobacco trade.) If sleeping, awake! If feasting, arise and follow me. I tread the path of success, which leads direct to the **Tobacco Trades Show in Philadelphia,** the doors of which open at my knock. Here you will meet people who are doing things; people who will buy and sell your product. Are they not worthy of your best attention, you Manufacturer of New York, or Tampa, or Key West or Detroit or whatever section you hail from? There is no Sectionalism here: every man is heartily greeted and made welcome as a brother working in the same cause and for the same end.

Only a few spaces left. Don't let Opportunity get beyond your reach.

THE TOBACCO TRADES SHOW,
925 Lafayette Building, Philadelphia.

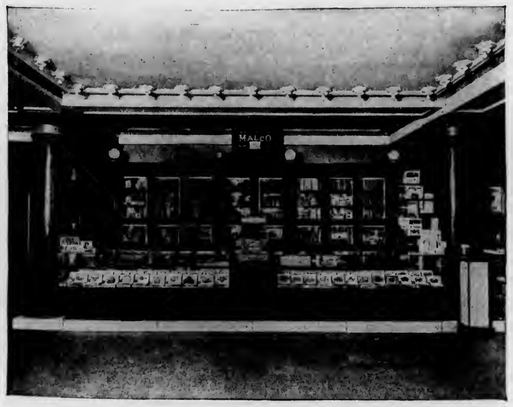




COUNSELLOR — ROIG'S



CIGAR STORE FIXTURES



ONE OF OUR EQUIPMENTS

Silent Salesman TRADE MARK

SHOW CASES
AND
TOBACCO FIXTURES

Our cases and fixtures will increase your trade. **Do you want more business?**

DETROIT - SHOW - CASE - COMPANY
Show Case Makers to Progressive Merchants
DETROIT, MICH.

Here is THE BEST 5c. Cigar

El **Borita**



DRAWS Trade and HOLDS IT

Made of the **Best** Domestic Leaf, by Skilful Hands, in Clean Factories, the **El Borita** is Banded, and put up in Attractive Boxes

Tastes and Looks like a Cigar Twice the Price.

OTHER LEADING BRANDS:

LAVOCA 10c. to 50c. **LATONIA** 10 Cents

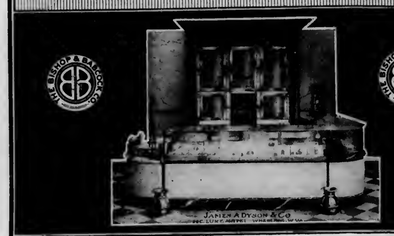
Territory Open for Live Distributors

John Steigerwald & Co.

Main Office: Twentieth and Tioga Sts.

PHILADELPHIA

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY

525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland



5c. Cigar

Pulliam Cigars



5c. Cigar

Live up to Their Reputation

We have exerted our utmost efforts to produce a cigar of noteworthy merit. No matter what we may say to you regarding the **Pulliam** cigars, you will always find that they live up to our claims---and beyond. ¶ Dealers who know are enthusiastic over the success of **Pulliam** cigars and that they continue to set "the pace" for a five cent cigar. ¶ Drop us a line and we will tell you how to participate in the benefits of handling **Pulliam** cigars.

Pulliams Please Particular People.

MADE BY

Herman Warner & Company

YORK, PENNSYLVANIA

Territory Open to Progressive Houses. Write Us To-day, It'll Pay.

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Havana's Kingly Product

POR LARRAÑAGA

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO



FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY

3 PARK ROW, NEW YORK

HAVANA CUBA CIGARS

CASTAÑEDA HABANA TRADE MARK

We Suggest CASTANEDA

New York Office: 3 Park Row
Dave Echemendia, U. S. Rep.
Telephone Connection
London Office: 14 Gracechurch Street
Castaneda (Havana) Cigar Factories, Ltd.
129 Viriudes, Havana.

Cable Address, Havana, London and New York: CIGARESTAS

- Highest Class Materials
- Best Workmanship
- Perfect Colors
- Delightful Aroma

EL AGUILA DE ORO

LA ESPAÑOLA FUEYO Y Cª HABANA

LA FLOR DE NAVES DE OBESO Y CUETO HABANA

BOCK & Cº HABANA — BOCK & Cº

LA FLOR DE MURIAS DE A. MURIAS Y Cª HABANA

LA COMERCIAL DE RENGOCHEA Y FERNANDEZ HABANA

A DE VILLAR Y VILLAR

LA FLOR DE HENRY CLAY JULIAN ALVEZ HABANA

HENRY CLAY AND BOCK & CO. LTD.

HABANA, CUBA.

These BRANDS have long been recognised The WORLD Over as the Standard Values in fine

HAVANA CIGARS

Registered Trade Mark ESTELLA DE F.G.C. HABANA

H DE CABANAS Y CARBAJAL

LA MERIDIANA DE P.M.Y Cª HABANA FERNANDEZ

LA INTIMIDAD DE ANTONINO CARUNCHO

LA AFRICAN HABANA

FLOR DE J. MURIAS Y Cª HABANA — Flor de J. S. Murias y Ca.

LA FLOR DE CUBA DE M. VALLE Y Cª HABANA

MANUEL GARCIA ALONSO HABANA

SUPERIOR LA ROSA DE SANTIAGO HABANA DE PEDRO ROGER

LA FLOR DE YNCLAN DE F. YNCLAN HABANA

LA CAROLINA DE BANCES Y SUAREZ HABANA

LA CORONA



This Is A Mutual Proposition

We have put up the best Tobacco we know how—and we think we know a great deal.

Every Cigarette, every can of Tobacco, everything under our name is produced, "Guaranteed Under The Pure Food Law"—and we all profit.

Our policy has always been "Remember the consumer"—stocking the trade is short gain. Spring and Summer will find Literary Digest, Review of Reviews, Current Literature, Life, Outing, Field and Stream, Theatre, Town and Country, and so on, telling the consumer of

PHILIP MORRIS English Mixture and PHILIP MORRIS Cut Plug

Both retail $2.00 the lb. in 25c, 50c and $1.00 tins.

As to success, you may take all our predictions. The man who "hits the pipe for joy" will pay the price—will smoke Philip Morris—if you give him a chance. Write your jobber.

PHILIP MORRIS & CO. - - 402 W. Broadway, New York City
FACTORIES: New York Montreal London Cairo

Wax Papers

Is it necessary that your wax paper—your tissue—your sealing twine—measure up to a certain standard of quality and efficiency?

Do you insist that the worth and value of these things are in keeping with the worth and value of your product?

Do you want to get all this—at an economical cost price?

Then send us samples of the goods you are now using. We'll send you samples and prices by return mail.

Better do this to-day.

Sealing Twine

The J. L. N. Smythe Co., 509 Ludlow St., Philadelphia

OLOGY
CIGAR OF QUALITY
5¢
BEST BRAND FOR BIG BUSINESS
CASPER ROSENBERG, MAKER
CLEVELAND OHIO

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

.:.Cigar Box Labels.:.
Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office--Paul Pierson, Mgr., 160 Washington St., Chicago, Ill.

ESTABLISHED 1887

LOUIS C. WAGNER & CO.

43 EAST 20th STREET NEW YORK

ORIGINAL PRIVATE DESIGNS IN STOCK

IMPORTERS OF **FINE CIGAR LABELS AND BANDS**

GEO. SCHLEGEL

138 & 140 CENTRE ST.
NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG.
H. S. SPRINGER, Mgr.

CHICAGO 56 5TH AVE
E. E. THATCHER, Mgr.

SAN FRANCISCO. 320 SANSOME ST.
L. S. SCHOENFELD, Mgr.

Send for Free Sample Book
OF
German Process Cigar Bands

THEY HAVE THE "LUSTER THAT LASTS"

THE BOOK contains an issue of original designs in a variety of colors, and every one perfect and superior to most imported bands. They are sold at a price that will save you money and yet give the most satisfactory results.

Attractive designs that are characteristic and highly embossed.

German Process Cigar Bands are the Best

Write Now—Made only by

Wm. Steiner, Sons & Company
LITHOGRAPHERS
Steiner Building 257-265 W. 17th Street
NEW YORK



JOBBERS

Have been requested to return all money to purchasers of any health humidors, all glass sanitary sales cases or any sanitary ventilating health moisteners, and glass cigar box lids, manufactured by P. A. Becker, 451 Hudson Ave., Brooklyn, N.Y. if same has not proved absolutely satisfactory, in price, quality and practicability, after 10 days' trial.

The several thousand dealers using these goods, we would consider it a kind favor if any of the above articles are not as represented in our advertisements and failed to bring results, or any suggestions from a practical standpoint how they could be improved to meet each applicants special purpose, as we guarantee satisfaction.

P. A. BECKER, 451 Hudson Avenue, Brooklyn, New York

Manufacturer of High Grade Display Cases of every description and Patent Sanitary Ventilating Devices.

Tin Cigar Cans and Boxes
THE HUMIDOR PACKAGE



Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

NATIONAL CAN COMPANY
Independent Manufacturers Detroit, Mich.

Finest Imported Cigar Labels and Bands

Manufactured by

Gebrüder Weigang, Bautzen, Germany

American Representatives

Möller, Kökeritz & Co.

25 Astor Place, New York.

World Famous
Gold Medal Brands
"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA
Havana, Cuba

T&O COMPANY MAKERS

QUATILITY
5c. CIGAR
YES! IT IS DIFFERENT
THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

A NEW FEATURE
OF ALL
PROMINENT STORES
VERY MILD
CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY
E. A. CONDAX & CO.
NEW YORK
The Originators of the
CONDAX STRAW TIPS

Pittsburg Stogies and Cheroots

Made by *Experienced Hands*, in *Daylight Workrooms*, under *Sanitary Conditions*.



"Workmanship, Cleanliness and Quality," our Motto.
"PURO SPECIALS" our Leaders
Write for Prices. Territory Open for Distributors

W. D. SHARPE CIGAR CO.
Pittsburg, Pa.

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, MARCH 15, 1911. No. 6.

Lively Bidding Sends Up Prices of Tobacco

Americans, Eager for Light Colors, Buy Heavily at First Inscription This Year.

CABLE advices to THE TOBACCO WORLD, from Amsterdam, are to the effect that the first 1911 inscription of tobacco held there on the 10th inst., attracted the attention of a larger number of prospective buyers than ever before, consequently competition was strong and prices ruled high.

Notwithstanding prior reports that this year's offerings were not wholly satisfactory, the types offered upon this instance were largely light in color and of good yielding capacity. Representatives of the American trade were among the livliest bidders and as a result about 1800 bales were secured for the American market.

It is learned that the principal buyers at the first inscription were: E. Rosenwald & Bro., who secured 825 bales, of which 600 were for America. H. Duys & Co., are reported to have secured 400 bales, among which were parcels of Deli My/a and R. D. M./Arnhemia Deli, which the importers claim are in extremely light colors, exceptionally fine qualities and a wonderful yield.

The American Cigar Company secured 500 bales, and for the account of Otto Eisenlohr & Bro., of Philadellphia, there were purchased 200 bales; G. Falk & Bro., Hinsdale, Smith & Co., and others secured several good parcels.

The next sale will be held March 17.

Leaf Men in Annual Meeting.

Instruct Delegates to Convention to Advocate Lower and Uniform Rate of Import Duty.

THE annual meeting of the Philadelphia Leaf Tobacco Board of Trade was held on Tuesday afternoon, at the Harris Club, on New street, with a fair attendance.

Reports of committees and offcers were received. The treasurer's statement showd the association to be in a flourishing financial condition.

A plan for the formation of an Insurance Bureau of the National Cigar Leaf Tobacco Association was presented and endorsed.

Resolutions were also adopted instructing this year's delegates to the National Association which will meet in Lancaster, Pa., in May, to advocate lowest uniform rate of import duty on Havana tobacco, and also to advocate a uniform and lower rate of duty on Sumatra tobacco.

The president was empowered to appoint the delegates to the National Association which will number four, and will be announced later.

The entire set of officers were re-elected. They consist of Julius Vetterlein, president; Sidney Labe, vice-president; W. H. Dohan, treasurer, and J. S. Batroff, secretary.

J. H. Martinez, Tampa Cigar Manufacturer, Dead

Member of Florida's Pioneer Clear Havana Industry Succumbs After Brief Illness.

(Special Dispatch to The Tobacco World.)

TAMPA, FLA., March 13.

J. H. MARTINEZ, of Martinez & Co., died at his home here yesterday after an illness of several weeks.

Mr. Martinez came to Tampa twenty-six years ago and was among the pioneer cigar manufacturers of this city. His pleasing personality and keen business ability combined to make him a successful man, as well as popular in manufacturing circles. As a member of the Clear Havana Manufacturers' Association and also prominent trade bodies of this city, he took very active part in business and public affairs. He was also a member of several prominent social clubs.

The deceased was fifty-seven years old. A wife. son and doughter survive him.

The funeral which took place this afternoon was largely attended by his friends and business associates who united in paying their last tribute to one of their most beloved fellow citizens.

New Jobbing House in Kansas City.

THE Parker-Gordon Cigar Co. is one of the newest jobbing concerns in Kansas City, and has secured a building which will be ready for business by April 1st. The principals of the new enterprise are J. H. Parker, who was a St. Joseph grocer and is president of the new company. Associated with Mr. Parker is Powhatan Gordon who is widely known in the cigar trade as a salesman of the highest repute. He has represented many very large houses and is thoroughly familiar with the trade throughout the States. It is said that there is also a Philadelphian interested in this enterprise.

Big Havana-American Factory for Chicago.

CHICAGO, ILL., March 10th, 1911.

THE Havana-American Co., it is announced, is planning, to erect a gigantic factory on West 12th street, Robley & Atlantic streets. The building to be erected, will cost $175,000, and will provide room for the employment of 1500 hands, and a capacity of 60,000,000 annually. When completed, this factory will be the largest single cigar enterprise in the Middle West.

T. H. Hart & Co., Open Factory.

THE well-known cigar firm of T. H. Hart & Co., 12th and Walnut streets, Philadelphia, are opening a cigar factory at Quakertown, where they will manufacture several brands of cigars.

They have arranged with W. G. Suelke, of Quakertown, to conduct the factory. Mr. Suelke is a thorough man in the business and has been engaged in it for many years.

CONFESSIONS and SUGGESTIONS of a RETAILER

By DAN DUIT.

Article No. 2.---HOW TO HOLD TRADE.

IT will be remembered that in my first article, published in the last issue, I covered the subject, "How to Attract Trade," and promised for this issue an exhortation on "How to Hold Trade," incidentally touching upon the abuses I have observed.

Granting that a cigar merchant has established the necessary exterior characteristics to attract a fair proportion of trade, the question of what to do and what not to do to hold trade is of vital importance. Only its proper solution insures the greatest success of the enterprise. This, of course, does not refer to the most fortunate dealer who controls an extraordinary advantage in location which might of itself guarantee success regardless of any particular effort or intelligence on his part or merit of his goods. But it does refer to the vast army of tobacco merchants who are fighting a hard battle in the commercial world and whose success or failure is determined upon their ability or non-ability to hold trade.

In my opinion there are at least three qualities necessary to keep old and new customers from slipping away, and they are: Good, clean stock, proper conduct and favorable personality.

The stock, by its appearance and taste, should be the best evidence of cleanliness, freshness and quality. In dealing with the stock part of this proposition it might be well not to mince words from the start, but to be perfectly frank. There are abuses in the tobacco business which are worthy of earnest thought and attention and should I seem to step rather hard on any person's toes I trust that he will not take it as a personal affront, but rather awaken to the needs of the day and join in a movement that will wipe out all these abuses.

The Evils of Poorly-Kept Stock.

In first giving some attention to chewing and the cheaper grades of tobaccos, I find it hard to do so without paying my respects to some of the distributors of same, as it is upon the jobbers that most of us are dependent for our supplies. A visit to most any of the jobbing houses, especially in this "neck o' the woods," is not particularly edifying, because a slipshod method of keeping stock that might have been in harmony with ancient times is still in vogue. Have you ever discovered loose tobaccos and even other goods delivered to you that were absolutely unfit to hand out to customers? If you have not, I would advise that you consult an oculist at once. I have beheld the offence so frequently that I have long ago come to the conclusion that it was only due to the nicotine's germ-killing propensities that repeated epidemics of sickness were not recorded among the tobacco users. What reason is there for tobaccos or other goods coming to you embellished with dirt, -- pierced with worm-holes, or sapped of freshness? None!

A jobber has no better reason for conducting his establishment like a junk shop than the retailer he sells to, and his place should be equipped with the facilities and a painstaking help sufficient to guarantee to his customers clean and fresh goods. And an universal advent of up-to-date methods would soon materialize if every dealer would promptly examine the goods delivered to him and as promptly return with emphatic protest goods in unfit condition. I believe the jobbers as a whole are intelligent and honorable men, but many of them have not kept pace with twentieth century requirements. And not only from the jobbers, but from every source of supply, the retailer should exact clean and fresh stock, and in turn he should be as sure in demanding from himself the same kind of treatment for his customers.

The Importance of Cleanliness.

Tobaccos and cigars exposed to dirt, dust and other unclean particles of matter which fly through the air and make of the goods favorite places of repose, is a disgusting and prevalent abuse in too many of our so-called cigar shops. Tobaccos and cigars cannot be washed or handled like dishes or vegetables before using. When a cigar or a plug of tobacco is passed over the counter it is almost invariably put to immediate use, consequently it should carry with it a guarantee of cleanliness.

I believe that as much care should be exercised in the preparation and sale of tobaccos, cigars and cigarettes as in the preparation and sale of foodstuffs. And I hope that the day is not far distant when laws and supervision of our government will be of such effective and vigorous character as to make it absolutely certain that clean and pure goods are sold. But to the jobber, retailer and manufacturer, who needs no such laws or supervision, permit me to doff my hat and wish him all prosperity.

To keep one's stock in good condition is a subject that should be of constant concern. Tobaccos of all kinds, whether in the shape of a plug, mixture, cube, cigar or cigarette, should be generally kept under cover and due attention to the condition of same should be a daily duty. The retailer who attempts to conduct business without possessing the facilities to insure clean and properly-conditioned stock, has taken a seat in the wrong pew and he should not wait to be invited to get out.

Not only are facilities essential, but also they must be intelligently applied. The moisture necessary to be fed, as it were, to tobaccos and cigars is governed largely by the climatic conditions of the location. In Philadelphia and New York the moistening cans and tubes are generally required during the entire year except during the warm months when the moisture in the air is sufficient and more so at times to keep the goods in proper condition. One must carefully study his needs and act accordingly if he wishes to become anywhere near proficient in this important feature of the tobacco business.

Displaying the Goods Inside the Store.

Neat, substantial furniture and fixtures with all necessary appliances are necessary to conduct a first-class shop, and these should be kept in the best possible condition. Attention should be paid to ventilation in order that the air does not become heavy with the fumes of tobacco which often is obnoxious to the most inveterate smoker.

Habitual loafing is a menace to trade and should not be tolerated. I have heard many men who have failed in this business blame their misfortune on permitting men and boys to make their shops a rendezvous for gossip, scandal, dirty stories and cheap entertainment. These merchants doubtless first encouraged it, imagining they had visions of riches from such, only to find after too late that they were simply delusions.

The Selecting of the Stock.

Individuality and exclusiveness, as expressed in my former article, should prominently characterize the merchant's stock. There are many widely-advertised brands

(Continued on next page.)

Cigar Men Land Giant Shark in Cuban Waters.



THE CAPTIVE.
Mr. Mahn is shown standing opposite the head of the shark, alongside Geo. W. Allen.

THE CAPTORS.
Reading from left to right, are shown: Godfrey S. Mahn, Chief Vogdes, Geo. J. Roesch, Walter Eels, R. T. Serrano, and Geo. W. Allen.

AN instance wherein the "biggest fish ever caught" did not get away is the latest achievement of Godfrey S. Mahn, the Philadelphia and New York cigar importer, who has just returned from a pleasant visit to Cuba.

As the guests of R. T. Serrano, managing director of the Castaneda cigar factory, and Jose Suarez, of the same factory, Mr. Mahn and a party of friends, including the following well-known Philadelphians, Jesse T. Vogdes, chief engineer of Fairmount Park; George J. Roesch, George W. Allen and Walter Eells, boarded a specially chartered tug on February 26th to enjoy a day's fishing.

The tug had scarcely gotten off Morro Light, and the jolly fishermen had hardly cast their lines, which, by the way, were of the thickness of clothes lines, with hooks of huge proportions, baited with several square meals, when Mr. Mahn got a strike.

It was a real strike, too, as the shark, tugging on the line, split his glove in a jiffy. The other fishermen ran to his assistance and soon found that they had a real shark at the other end, fighting savagely to escape. The shark swallowed hook and line, started after the boat, then changed his mind and rushed for the ocean deep, pulling the tug two miles out to sea before he became weakened from exertion.

The shark was lassoed by the tail, pulled alongside the boat and slowly towed into port after two hours of the fiercest struggle, it is narrated, in the history of Cuban waters.

After a harpoon was hurled into the shark, it was pulled up on the dock, through the efforts of four men and a crane, and then measured. Fifteen feet from the tip of tail to nose, and a weight of more than 600 lbs., were found to be its specifications.

A crowd of curious natives and soldiers gathered around the elated fishermen, while photographs of the party and the giant captive were taken. That evening Mr. Mahn and his Philadelphia friends were royally entertained at the French Cafe by their host, Mr. Serrano, and the story was retold with pleasant reminiscences. It is Mr. Mahn's intention to have the backbone of this shark made into a walking cane, which he will carry as a memento of one of the biggest fishing exploits on the little isle.

Confessions of a Retailer.

(Continued from page 12.

which are in such demand as to make it expedient to have them on hand, but the dealer should never forget that these same goods are to be had almost everywhere, that many of them are the basis of much price-cutting and that they do not especially attract or hold exclusive trade. To some extent, at least, a merchant should specialize on goods expressly made for him or which cannot be purchased at "any old place."

Specialties do much to attract and hold dependable customers provided the goods possess due merit. Under no circumstances should these specialties be inferior in quality or workmanship, but rather, should be of a higher standard of quality than those that can be purchased promiscuously.

Finally, granting that a dealer has good stock and he maintains it to a high standard, there is little chance for great success unless he individually possesses, or his clerks represent, a favorable personality. By this is meant that a pleasant, prosperous looking, honest, attentive and shrewd man behind the counter is one of the best assets in the conduct of any business.

I have observed remarkable examples of effectiveness in this quality; for example: a shop, devoid inside and outside of any special evidences of attractiveness, yet the owner or clerk, bubbling over with pleasing personality, making of it a veritable beehive of activity and a most profitable institution. On the other side, many unfortunate examples of failure could be cited among well equipped and splendidly stocked shops wherein there was displayed such a weak personality as to be entirely out of harmony with the surroundings and actually repulsive and most detrimental to trade.

But to sum it all up, the average merchant who neglects his opportunities, disregards the public's needs and fails to attract trade to him, is flirting with his ultimate destroyer, "Miss Disaster," while the dealer who, on the other hand, is ever watchful that those who come in contact with him are served with the best and cleanest, with proper attention and with a most agreeable address, is usually found on top, basking in the sunshine of good fortune.

A Visit to Villa Divina, Ideal Tobacco Farm

How An Enterprising Cuban Grower Has Transformed His Plantation---Modern Facilities for Handling the Crop

VISITORS to Cuba, observing tobacco culture and the method of the farmers in handling the plant, find much of intense interest in the "Villa Divina" farm, at Wajay, and which has been brought to its present state of perfection by its enterprising owner, Don Jesus Rodriguez Bautista. The "Villa Divina" farm is located only a short distance from Havana, easily accessible by train or automobile, in a forty minute ride, and is close to the magnificent government road which has been constructed from Havana to Bento, where the famous Cuban waterworks are located.

Don Rodriguez Bautista bought this estate fifteen months ago, the farm having originally been known as "El Chico" (the "Little One"), and he at once set to work to make it one of the models of the island. Immediately after the purchase, Mr. Bautista erected a beautiful residence for himself, which is a real country palace, and according to the customs, the ground floor of this house is utilized for the packing of the tobacco in bales. The residence is reached by an imposing driveway, and every care has been taken from a landscape standpoint to make the approach an inspiring one for visitors.

Back of the Bautista residence, there is now just about completed a series of splendid drying sheds, especially constructed in a manner altogether different from the usual drying sheds on the usual farm. In addition to the drying sheds, there is a large storage warehouse capable of holding the entire crop of the farm at one time, after the tobacco has been baled.

On the farm itself, the utmost care has been expended, and every scientific method has had at least a fair experiment, and if it gave any promise in testing, it has been permanently installed to obtain a superior product of tobacco.



DON JESUS RODRIGUEZ BAUTISTA

Part of Tobacco Shade-Grown.

The farm contains nine "Caballerias" or 300 acres of prime quality soil in which are planted 2,500,000 tobacco seedlings. A portion of these seedlings are being raised under cheese cloths, other portions are partly covered by palm leaves, and others are planted between royal palms and other trees, so that each obtains some shade during the day. A complete system of irrigation has been established throughout the whole farm, and the latest ideas have been embodied in this, with most excellent results.

An inspection of the "Villa Divina" plants last month by a Tobacco World emissary shows that their general condition was excellent. There are vegas where the plants have reached the height of a man, and some of the leaves which were measured were sixteen inches wide and twenty-seven inches long. Mr. Bautista has at present twenty drying houses filled with tobacco in a half-cured state, while he is now earnestly engaged in the construction of twenty additional drying sheds in order that he will have enough houses for the balance of his crop before the final cutting takes place.

Fine Crop of "Light" Wrappers.

A close scrutiny of the tobacco already cut proved most interesting. A tremendous quantity of the wrappers harvested were of light quality, fully developed, silky in leaf, of a pale "clara" color, and all the tests showed they were perfect burners. Mr. Bautista is especially enthusiastic over these wrappers, and goes as far as to say that he considers them fit for immediate use, and that surely by the end of April, all of the above wrappers will be in condition to be worked. Be that as it may, it can be truly stated that this Vega, judging from the most flattering opinions of competent judges, will prove to be as good, if not the best class of tobacco which has been harvested this year.

It is needless to state that a farm like "Villa Divina" is kept under constant scrutiny by a large number of tobacco experts on the island. While at present, only 2,500,000 seedlings are in the ground, Don Bautista has sufficient soil to extend his planting of tobacco to 10,000,000 seedlings, and it is his ultimate purpose to do this. The "Villa Divina" has always been bountifully supplied with a large number of palms and fruit trees, but there has been added within the past few years 2000 more fruit trees, and eventually 7000 more will be set out. The product of the farm is known under the brand of "Vega Divina," and it is Mr. Bautista's sole purpose to make the goods divine both in name and character.

We are fortunate in being able to present herewith a series of photographs of this most interesting plantation, which were taken especially for The Tobacco World, and at the same time we are authorized by Don Bautista to extend a cordial welcome to visitors to come out and inspect the estates.

There is no doubt that the soil and sub-soil of the territory in which "Villa Divina" is located offers a most attractive opportunity to planters and business men who are interested in the culture of tobacco.

We feel sure that no visitor who spends a few hours on this farm could fail to be impressed with the magnitude of the operations there, and also be convinced from a financial standpoint that the cultivation of the "wonderful weed" is a most attractive proposition.

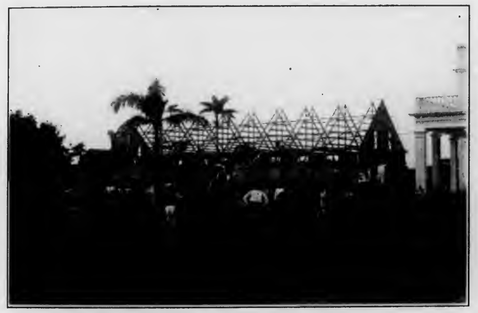
SCENES AT THE VILLA DIVINA FARM, CUBA



ENTRANCE A LA VILLA DIVINA



CASA DE VIVIENDA



IMMENSE TOBACCO BARN UNDER CONSTRUCTION



VIEW OF SHADING TENT



TOBACCO FIELD IN CULTIVATION



SHADE GROWN TOBACCO IN TENT

PROBLEMS of the RETAILER

How to Help a Cigar Buyer.

A VETERAN cigar buyer calls attention to the fact that for years past, when entering a shop and calling for a good cigar, the first and indeed the only question asked him is "Imported or Domestic?" This particular gentleman is able from long experience to differentiate between cigars, imported, and those made on American soil, but he is quite aware of the fact that very many smokers are confused by this stock question, by the man behind the box, and mumbles out something he hardly knows what.

As a matter of fact, the casual buyer of a cigar, when he asks for a "good cigar," means either a mild or a strong cigar, or one possessing a fine aroma or flavor, or other qualities he understands quite well, but cannot quite express to the salesman, but which means more than we have indicated above.

Very many cigar consumers cannot possibly state upon smoking it, whether a cigar is made in Key West or Havana; nor can they in many instances tell whether a cigar is wholly of American grown tobacco or part Cuban and part American; nor whether Porto Rico stock enters into its make-up or not.

This little screed of ours is an appeal for the smoker who does not know his own mind, and who is, withal, a clever customer, and is worth while bringing back to the retail show case, where he is wont to buy. He is of the careless smoker genii. He cannot itemize the virtues of fine cigars, but he knows the kind of a cigar that soothes his nerves or stimulates his genius; the cigar which helps him to read his magazine with zest, or to enjoy his automobile ride with special pleasure.

Premises considered, cannot the cigar salesman learn to ask something in addition to "Imported or Domestic?" as a customer enters. The questions which might follow are obvious ones, as, for instance: "Do you like a dry, or a moist smoke?" "Do you like a free smoke?" "Do you wish a long or short cigar?" And then may follow such questions as will develop the buyer's real knowledge of what constitutes a fine and perfect smoke, as, for instance: "Here, is a brand of pure Havana filler and Sumatra wrapper, one of our choicest cigars, at twenty-five cents each. Will you try this?"

"Have you been trying Porto Rico cigars?" This and similar questions which a salesman can put without implying too much ignorance on the part of the customer, are quite pertinent to a box customer, for instance, in a strange shop.

In short, without appearing patronizing and troublesome, a good cigar salesman can lead his man along and carefully aid him in getting just the cigar he is after.

Salesmen Must be Cleanly.

THE recent edict of a big cigar corporation that their retail salesmen must wear clean linen, becoming neckties, and keep their finger nails clean, creates of course, a good deal of gossip among the boys. Customers of a fashionable cigar stand on upper Broadway were commenting lately on the scrupulous neatness of salesmen generally in the shop. Under one manager, the clerks were found to be uniformly slouchy and dirty in their personal habits. The costly cigarettes and cigars were shown by men whose finger nails were packed with real estate noir, and so disgusting was the general air of the shop in this respect, that its trade fell off, although its location was one of the best on Broadway.

Discerning the cause of this, the owner at once secured a manager of scrupulous neatness, and his orders were that every salesman should be garbed like a gentleman, and that his hands particularly were to be immaculately clean. He further directed that good wages should be paid so that the salesmen could maintain the standard of neatness which he required.

As a result business came in with a bound; old customers returned, and the shop is today one of the classy resorts of upper Broadway.

The Use of Show Cards.

MANY times, in preparing placards for the window or store, the cigar label may be attached or pasted to the card, and will have the effect of brightening it up and making it more attractive. Handsome lithographs or illustrations may also be cut out and used to good advantage, as a neat picture always attracts more or less atttention, and may be used as follows:

Don't be biased in your opinions or like the man who "knows it all," but give this plan a good, fair trial, and follow up your receipts closely and see if your sales do not show an increase.

The store should be fully in keeping with the window display—neat and clean as a new pin—and, when a new customer happens in, treat him so he will remember you, and he will come blocks out of his way to call again—provided you give him the best in the store for the money.

Some retailers have been known to "soak" a transient customer, because he's a "transient" and they never expect to see him again, and the chances are a thousand to one that through such treatment they ever will.

Window Bulletin Suggestions.

Many cigars when good as these
Are sold for 10c. straight.
Buy one, Mister, although it's 5,
You'll say it is first-rate.

THERE ARE OTHER
CIGARS BESIDES OURS,
BUT
DON'T BLAME OURS.

The shorter you smoke
Our cigars,
The longer
You enjoy them.

OUR POLICY.
We insure against
poor smoke,
And furnish the fire
to start it with.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

IN the light of twentieth century achievement the genii of Aladdin's wonderful lamp seem after all to have been endowed with no very extraordinary powers. In Detroit—one of the nation's workshops — in the wonderful automobile industry, the great stove works, iron, steel and brass mills; colossal drug houses; paint and varnish plants; seed warehouses, and other vast industries, none of which exceed in volume its cigar and tobacco interests, can be seen evidences of accomplished facts that would make the old-time wonder worker ackonwledge himself outdone.

Conspicuous in the history of this great industrial growth, and reading like a romance, is the story of Oscar Rosenberger, a young man, just turning 37 years of age, who, as president and general manager of The San Telmo Cigar Manufacturing Company, has directed and guarded the distinies of his company from small beginnings, some thirteen years ago, to its present eminence as one of the real big factors in the cigar making industry of this country. Success in the earlier years was by no means an immediate fact. But Mr. Rosenberger was a person of indomitable spirit, vast energy, abundant enthusiasm and resourcefulness and success was not to be denied him. Into his business he threw all the ardor, earnestness and intensity of his heart, mind and body. Salesmanship seemed a natural gift and he possessed in a rare degree that power of imparting to the customer the faith that was strong within himself in the superior excellence of the San Telmo goods. Fortune at last favored him and the wares of The San Telmo Cigar Manufacturing Company were known throughout the land. Riches and renown came to him quickly, and from mouth to mouth, like a fairly tale, was told the story of his success.



OSCAR ROSENBERGER

Good forune has not changed him a particle. He is today as affable, pleasing and unassuming as in his early years, though always keenly alive to the interests of his business.

To accommodate the ever-increasing demand, a factory was erected a few years ago, perfect in all its equipment, adequate, it was believed, to care for the growing trade for many years to come. Here 1400 people are employed, producing something like sixty-five million cigars annually, but in so short a space has this capacity been overrun that a second plant was built and completed only a few months ago, which has an almost equal capacity with the main factory, so it is believed room for further expansion is thus assured for years to come.

The management of the San Telmo Company has always been characterized by sound judgment, progressiveness and honorable treatment of employes. Associated with Mr. Rosenberger is Richard Helms, who is vice president and general superintendent of the factory. He came to the company nine years ago, having been for eighteen years general superintendent of Brown Bros. until that firm was absorbed by the American Cigar Company. It is through his efforts the high standard of the San Telmo product is maintained, for no man understands the mechanical workings of the cigar industry better than he.

E. J. Newell, secretary, was also with Brown Bros., as secretary and office head.

Herbert Weil, treasurer of the company, has charge of the office force. Before joining the San Telmo he was for a number of years connected with the leaf tobacco business.

The clerical, order, transportation and other departments are all in competent hands. Each man in the San Telmo organization has spent a large part of his life in the cigar industry and understands its demands. Mr. Rosenberger is most fortunate in his associates for it is the intelligent thought, direction and co-operation of the heads of all departments that insures that systematic movement so essential to the successful operation of an establishment whose interests are so vast.

Besides many private brands made for jobbers, the company makes a number of factory brands, which are deservedly popular where they are distributed. They have a tremendous output in high grade nickel cigars; in fact, Detroit's prominence in five-cent lines is to a very great extent due to the output of the San Telmo factory. In ten-cent lines their leaders are San Telmo, Sumatra wrapped, and "Pastora," Broad Leaf wrapped, Havana cigars.

On "Pastora" particularly, their latest and best creation, they have devoted their most earnest thought and energy. Its conception and development have called for their most careful and painstaking effort and it is the fruit of years of ripe judgment and experience. It may truly be termed "The Pride of the Factory," for it symbolizes the highest grade of San Telmo quality—the crowning achievement of a great concern.



UNCLE SAM is getting all that is coming to him, as far as customs duties are concerned, on cigars or cigarettes brought into the United States from Cuba. Time was, not many months ago, when the law reading that passengers from Havana could bring in fifty cigars, or 300 cigarettes, without duty, provided they were for personal consumption, was not brought so forcibly home to ladies as it is today. I saw an amusing incident at the Havana Custom House last month, when an American lady, who had fifty cigars for hubby packed in her big Saratoga, took the matter in her own hands, and when the inspector asker her if she had any cigars, said, "Certainly, I have fifty, which the law allows me, and when Mr. Inspector said, "Are they for your personal consumption?" replied: "No, for my husband."

Thereupon the cigars were promptly grabbed and held for appraisement for duty. One fond mother who stood by and observed the occurrence, said she had taught all the members of her family, male and female, from five years up, to smoke, and when she brought them into the United States and any queries arose, she promptly had the girl of five, and the oldest boy of eighteen, light up a Perfecto out of their individual box to prove that the goods were for personal consumption, although she slyly added, their "father did most of the smoking."

Two hoboes were dragging their way along the street the other day when one of the picturesque pair edged to the curb and picked up a cigar stump. Placing it between his teeth, he daintily applied a match. Two whiffs, and then Weary disgustedly threw the stump far out among the trolley tracks.

"Dod-blast those automobiles!" he exclaimed, wiping his lips with the back of his hand. "If I had my way I would——"

"What's the matter, Senator?" sweetly broke the other.

"Everything is the matter," was the reply. "People leave their automobiles standing along the curb six hours at a time, and you can't find a smoke these days that isn't saturated with gasoline and machine oil."

A traveling man who was a cigarette smoker reached town on an early train. He wanted a smoke, but not a store was open. Near the station he saw a newsboy smoking, and approached him with:

"Say, son, got another cigarette?"

"No, sir," said the boy, "but I got the makin's."

"All right," the traveling man said, "but I can't roll 'em very well. Will you fix one for me?"

The boy did.

"Don't believe I've got a match," said the man, after a search through his pockets.

The boy handed him a match. "Say, captain," he said, "you ain't got anything but the habit, have you?"

In the "Book of Nuisances," which the "Onlooker" keeps up to date, the careless smoker occupies a position well near the head of the list.

The finding of the Coroner's jury in New York that the great explosion near the Grand Central Station, which spread death and wreckage in a dozen different directions, was occasioned by some careless smoker at the noon hour, who threw his cigar or cigarette into a pile of dynamite.

Men who attempt to smoke in department stores or around buildings where piles of shavings and debris are likely to catch fire, should be placed under the most stringent rules. Men who throw lighted cigars near the feet of women, thus endangering their skirts, should be treated as fools. Cads who throw their cigars or cigarettes on the sidewalks of large cities, or who blow the smoke of bad cigars into the faces of women and children in the shopping hours, deserve no consideration at the hands of the police, or of any one else who chooses to rebuke them.

The careless smoker should go, and go quickly!

My good friend, Felipe Rodriguez, of the Elite factory in Havana, has been splurging recently in the way of making up some exceptionally large size cigars for a German customer. When I called in to see Mr. Rodriguez the other day in Havana, he modestly brought forth some 27 inches long and one and three-quarter inches thick, and asked if I was in the market for a few thousand, the list price being $5000 per 1000.

I learned from him that it took three leaves to form the wrapper and that it cost $1 apiece to roll the cigar. Strange to say, the workmanship displayed, which was magnificent, is done by a little Chinaman, who was apprenticed to the Rodriguez factory and has never worked in any other plant. He is a silent little shaver, with remarkably small hands, and his ability to handle even a Perfecto size, much less than an enormous cigar like those upon which he was working, is noteworthy.

A Philadelphia dentist is authority for the statement that men constantly ruin their front teeth by biting off the ends of their cigars. When the cigar is bitten through, the teeth come together with a grate or a click, and this shock will sooner or later kill their nerves. Men are constantly coming to him, said the dentist, with their front teeth ruined by this practice. "You see," said the dentist, "in other portions of the body the nerves are cushioned against blows, but in the teeth they receive the shock directly through the hard structure of the teeth. So take my advice and don't bite thread, don't bite a cigar, don't crack nuts with your teeth, and don't get angry and gnash them, or you may have to make a great many trips to the dentist."

THE ONLOOKER.

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EDITORIAL.

Statistics are usually dry and uninteresting reading to the average American. We move with such a pace that we have no time to think of the yesterdays, our only thoughts being, as a rule, of today, and very little concerned about the tomorrow. However, when these statistics relate to one's own business, they become vitalized with a specific interest which compels attention.

Taxes Discourage Smokers in Other Countries.

Pondering over the recent figures compiled by the "London Economist" (and these English statisticians are certainly gluttons for figures), we find that the total production of tobacco in the world for the year 1909 was 1,861,414,648 lbs., and the consumption for the same period 1,883,399,548 lbs. Before you ask how it is possible to consume more than is produced, we would refer you to the "Economist," which states that the discrepancy is due to the contradictory returns of the tobacco manufactured and consumed in the United States, which country produced 999,357,000 lbs. in that year.

The most interesting feature of the report is that which shows the consumption and taxation per capita. It is noticed that wherever the taxation presses most lightly on the consumer, the consumption per capita is the highest. The United States smokers averaged 5.7 lbs. for the year, on which they paid a per capita tax of $.907. Our English cousins consumed only an average of 2 lbs., on which they paid a per capita tax of $1.68. The highest per capita tax is found in New Zealand, where it reached the extraordinary total of $2.68. France is next, with a per capita tax of $1.91.

In view of the loudly shouted praise of New Zealand as having the most ideal government in the world, this heavy per capita tax seems paradoxical. If the best government in the world taxes its smokers the most, then we are very well contented to live under the Stars and Stripes.

The good people of Netherlands send up in smoke an average of 7.5 lbs. per year, and struggle under the heavy per capita tax of 1.5 mills.

Factory Sanitation and Its Effect.

There is no question about it but that the American cigar manufacturer is more keenly alive today to the absolute necessity of having his goods made in the cleanliest and most sanitary manner possible. An examination of virutally any of the popular brands of Key West, Havana, or seed and Havana goods, discloses the fact that these cigars are made amidst the most unimpeachable surroundings.

We recall with vivid pleasure a recent visit to the superb factory of the Ruy Lopez y Ca, at Key West, where the management have established a model institution, many features of which are being carefully studied and embodied in a number of similar plants shortly to be erected.

In speaking of the results obtained by providing his workmen with congenial surroundings, plenty of air, and compelling scrupulous neatness in the factory, John Wardlow, of the company, stated that the general efficiency of his manufacturing force had been increased, according to his estimate, by at least forty per cent., and that added to this was the profound satisfaction, on his part, that every cigar which left the factory was made according to the Utopian ideas which he had dreamed of for a quarter of a century, and had only been able to put into effect the last few years.

Falling Off of Cigar Sales in Lent.

Veterans of the retail cigar trade do not scoff at the idea that their business is affected by the abstinence of smokers during the Lenten season. In fact, they have become accustomed to a noticeable falling off in trade during this period of the year. This is particularly true among retail stores catering to the best classes.

A prominent importer of cigars having a chain of stores in two of the largest Eastern cities states that during the forty days of Lent he finds that many of his best patrons are noticeable by their absence in his stores. While it is difficult to figure the exact ratio of smokers who "swear off" during Lent, his estimate that five out of a hundred do is probably correct as far as relates to his class of patronage.

Among the retail stores, selling chiefly to the average smokers, the falling off is perhaps not so noticeable, but nevertheless it is appreciable.

It is doubtful whether any of the religiously inclined smokers who abstain during Lent ever abjure smoking permanently and we suspect that they "smoke like chimneys" when they resume at Easter time.

Needless to say, the retailers affected are looking forward to Easter!



From The Tobacco World Bureau, 910 Hartford Building, New York.

Fleitas Opens Office in Marbridge Building.

AS exclusively published in the last issue of the World, Joseph Simon, who, for many years has been head of the Simon-Reigel Cigar Co., of Newark, N. J., has assumed the selling agency for the Key West cigar factory of S. & F. Fleitas, and during the past fortnight Mr. Simon leased commodious offices in the Marbridge Bldg., at 34th street and Broadway, N. Y., where he will hereafter make his headquarters.

With a full line of samples in New York, and Mr. Simon's constant touch with the trade, the patrons of S. & F. Fleitas will enjoy the best facilities they have ever had for the quick transaction of business and prompt handling of orders.

For a number of years past, the brand of "Homerica" cigars has been a favorite line with many of the best jobbing houses, and in addition to this S. & F. Fleitas also make a number of other brands for the wholesale trade, which have proven exceedingly popular in various territories.

Duys' Purchase of Deli My. / A.

HDUYS & CO. report having bought at the first Inscription held at Amsterdam March 10th, the beautiful lot of Deli My/a. consisting of 300 bales. This lot is described as being extremely light and of excellent quality, and the house of Duys is much eleated with the purchase.

They also secured 100 bales of R. D. M./Arnhemia Deli. These lots will arrive in New York by March 23rd. John H. Duys, who is in attendance at the Inscriptions has cabled the New York office that he considers the new crop one of the finest he has seen in a long time and is especially pleased with its wonderfully good yielding qualities.

S. Rothschild, of Montevierno & Co., has returned from his seven weeks' trip through the West. He reports business conditions very favorable in that territory and succeeded in booking some good sized orders for the "El Rayo" cigar, their leading brand. He remained in town only a few days and is now covering the South from Baltimore to New Orleans, and is expected to return in about three weeks.

At the annual Camp Fire dinner of the Megantic Fish and Game Corporation, held at The Plaza Hotel, March 10th, Dave Echemendia, of the Castaneda factory, furnished the Castaneda cigars and Castaneda cigarettes for this occasion. They were arranged in individual boxes of two in box of two sizes, a facsimile of the regular packing.

Amcehat Society Entertainment.

THE seventh annual entertainment and dance of the Amcehat Society, a mutual aid association of the employees of the Acker, Merrall & Condit Company, was held at The Grand Central Palace, Lexington avenue and Forty-third street, on Tuesday evening March 7th.

The affair, without question, was the finest ever given by this association. The entertainment which was furnished by William Morris, Inc., consisted of eight numbers, practically all head liners, without a dull number in it. The music for the sixteen dances was selections from the most popular composers and was under the direction of Steiner.

There were about 2,000 present, the body of the hall and the boxes being well filled. The boxes were occupied by the officers of the Acker, Merrall & Condit Company and every branch of the company from other cities was represented by its manager and employees.

The hall was beautifully decorated with flags and bunting, and over the stage was a large electric sign with the word Amcehat. The association has a membership of 700 and a cash balance in the treasury of over $6,000. This yearly entertainment is given as a complimentary affair to its members and friends and affords an opportunity to have them become better acquainted, and at the same time promotes a good feeling between the house and its employees.

The representation from the cigar department was headed by Sherman P. Coe, the genial manager of this department, who was untiring in his efforts to make all thoroughly enjoy the occasion, and among his personal guests were a number of prominent men interested in the cigar and tobacco industries.

Jacobs Relinquishes Havana Account.

MR. JACOBS states he has severed his connection with the Por Larranga factory, his resignation having taken place February first. His reason for doing this is that he has gone into another line of business which will require all of his time.

The relations existing between Mr. Jacobs and the Por Larranaga factory are most cordial and the best of feeling prevails but he feels the opportunities in his new line of business are so great that he has deemed it wise to make this move.

The firm has not yet appointed a new representative. Mr. Jacobs will retain his interests in the Churchill stand and the Harrison Cigar Co. both of which are his properties.

Dr. V. D. Agostini is the Por Larranaga attorney in this country and all matters of business are taken care of by him.

A. T. Co.'s Annual Reports.

FOR the year ending December 31, 1910, the sales of the American Tobacco Company amounted to the huge sum of $102,441,302, and the net earnings therefrom, after deducting all charges and expenses for management, etc., were $14,400,522. The profit and loss surplus in December 31 stood at $61,119,902, contrasted with $42,499,140 in 1909. Total income, $35, 045,352; increase, $4,596,963. Total surplus for year, $8,938,351; increase, $2,695.

The American Tobacco Company on March 1 declared a dividend of 1½ per cent. on their preferred stock. This is the first quarterly dividend the present year, and is payable April 1 to stockholders of record at the close of business on March 15. Checks will be mailed as usual.

The company gave notice on March 1 also that the transfer books of the registered 6 per cent. forty-year gold bonds of the American Tobacco Company would close at 3 P. M. March 15, for the payment of interest thereon due April 1, 1911; also that the books would reopen at 10 o'clock A. M. April 3d.

American Snuff Company.

On March 1st this company announced a dividend of 1½ per cent. on the preferred stock, and 5 per cent. and an extra 2 per cent. on the common stock of the American Snuff Company, same being payable on April 1, 1911, to stockholders of record at the close of business March 15th.

Powell Visiting Tampa.

LEOPOLD POWELL, of Leopold Powell & Co., who has been spending a couple of weeks at his New York office, returned to Tampa March 11th.

Mr. Powell states things are very active at their Tampa factory and the plant is now running with a full working capacity.

Partaga's Representative Visiting Coast.

B. F. Alexander, traveling representative for Robert E. Lane, American selling agent for "Partagas" Havana cigars, was reported in Salt Lake City, a few days ago en route to the Pacific Coast. Mr. Alexander has had a remarkable run of fine orders since he left New York, two months ago. "Partagas" sales in the States are running way up in the millions.

Proposed Bill to Tag Connecticut Tobacco.

Hartford, Ct., March 13.

TWO bills of special importance to the tobacco interests of this State are being considered before the Legislative Committe on Agriculture. One provides for the State furnishing tags for all tobacco raised in Connecticut. These tags are to bear the seal of the State and the words "Connecticut Tobacco" and are to be furnished at the rate of 1 to every 300 lbs., the object being to prevent Connecticut grown tobacco being subjected to fraudulent competition.

Many tobacco men are opposed to this bill and others are supporting it. The opposition say it involves a needless expenditure, since it is impossible to palm off other tobacco for Connecticut grown, because the leaf has qualities which distinguish it from other tobaccos, and any grower and dealer can tell it. It is not likeily that the bill will be passed.

The second bill calls for an appropriation of about $30,000 for the purchase and lease of lands in Hartford County for the establishment of an experimental station for the benefit of tobacco dealers.



Display at D. H. Goldschlager's, 10 Cortland St., New York of "Kings Club" Clear Havana Cigars, from factory of Cuba Cigar Co.

Every Cigarmaker in Key West at Work.

Unprecedented Demand Keeps Factories Rushed---Good Quality of Tobacco Pleases Manufacturers.

Key West, Fla., March 10.

CONDITIONS in the clear Havana trade in Key West are very encouraging at the present time and the outlook continues bright for the banner year of the trade. All of the factories are working every available man and are taking on cigarmakers every week. Orders are coming in for larger amounts and the imports are larger than ever before at this season of the year.

The manufacturers are all pleased with the quality of tobacco now being used. They are unanimous in the statement that it is of finer quality and works better than it has for some years.

The work on the East Coast Extention is progressing very rapidly and it is thought that it will be completed to Key West early next year. The possibility of shipping cigars from here by rail will be a big advantage to the manufacturers as it will save at least twenty-four hours in their delivery in the northern and western markets.

J. W. Slaughter, constructing engineer of the American Cigar Co., has been in Key West for several days days in connection with the proposed rebuilding of the Havana-American Factory which was practically destroyed by the hurricance. It is expected that the work on this building will commence in a short time. All new factories which are being built here at the present time are practically storm proof and it is doubtful that much damage would be done to the cigar industry in case of another storm.

S. Wolf's Sons are filling plenty of orders and their house presents a scene of prosperity. Chas. Wolf of the firm, who has been away for several weeks is expected home in a few days.

R. Fernandez, of the R. Fernandez Havana Cigar Co., will leave next week for Chicago where he will remain for some time on business.

President Clem. L. Knowles of the Alonza Rejas Ca., reports satisfactory conditions with his firm.

Everything is booming at the Cortez Company. They are busy getting out their samples for the spring trade and the goods are exceptionally fine. The demand for "Boston Grandes" keeps them hustling to keep up. Manager Walter J. Lightbourn and Foreman of the Pickers and Packers, Jas. H. Fort, will leave to-night for Havana where they will look over the tobacco market.

After an illness of several days, Chas. Gwynn, of the firm of Gwynn, Martin & Strauss, is on duty again.

Francisco Fleitas, of S. & F. Fleitas, has been in Cuba for several days buying tobacco. The "Homerica" brands are growing in popularity.

Manuel Sanchez, of Berriman Bros., spent a few hours in Key West this week and visited R. Fernandez, of the R. Fernandez Havana Cigar Co.

President A. Aurelio Torres, of the El Principe de Golfo Ca., will leave in a few days for Cuba to buy more tobacco. He will be accompanied by his family.

President Luis Martinez, of the Martinez-Havana Co., returned to Cuba last week after a visit of several days at the local factory.

The Ruy Lopez Ca., is rushed to the limit and sales are far in excess of last year. President Wardlow says that this is the best year for the trade that he has ever seen. He is preparing a fine line of samples which are put up in handsome nickel bound boxes, showing several of the popular shapes made by the company.

Manager A. W. Arnold of the Ferdinand Hirsch Co., states that his factory is working to the limit.

The plans for the new Gato factory have not been made public but the architects are working on them and Mr. Gato states that he will have one of the finest factories in the world when it is completed.

N. B. Rhoades.



First Penna. District Breaks February Records.

ACCORDING to the report of the Collector of Internal Revenue of the First District of Pennsylvania, the output of tobacco products showed a very substantial gain as compared with February of 1910. This is particularly true of cigars, which shows an increase of nearly 5,000,000 cigars. There was also an astonishing increase shown in the manufacture of little cigars and a decrease in cigarettes, tobacco and snuff. The following are the February figures:

	1911.	1910.
Cigars	54,357,810	49,594,450
Little cigars	27,002,400	16,363,900
Cigarettes at $3.60	17,850	19,000
Cigarettes at $1.25	7,382,000	8,218,400
Snuff, pounds	549,834	758,695
Manufactured tobacco	79,178	63,787

The increase shown during January of more than 9,000,000 cigars added to the February increase indicates that in this district the production so far this year exceeds the corresponding period of last year by more than 14,000,000, and there is every indication that this ratio of increase will be maintained indefinitely. The February output was the largest of any February in a decade.

Bingham House Cigar Company.

AN important change has recently been made in the cigar business of the Bingham Hotel, of this city, which is being conducted in the name of the Bingham Cigar Importing Company, and of which Nicholas Meade Griffin was lately chosen manager. Mr. Griffin entered his new duties on March 1st, and has already introduced many innovations and increased the lines of goods carried. His idea is to cater to high-class trade, and is laying his plans accordingly. The "Flor de Girard" cigar of Antonio Roig & Langsdorf is this week being featured in an attractive window display. Mr. Griffin will dispose of his Chestnut street retail store, and devote his energies exclusively to promoting the Bingham Company.

E. M. Davis, New England representative of Antonio Roig & Langsdorf, called at the factory at Philadelphia last week, bringing with him most encouraging reports of business conditions in his territory. Since introducing the new 10 cent cigar, the "Flor de Girard," his orders have grown with surprising rapidity.

New Distributors to Push Southern Cigars.

A NEW firm of retailers and distributors has been formed by J. L. & C. N. Glentworth, who will do business under the title of Glentworth Bros., at 35 South 9th street, Philadelphia. J. L. Glentworth has been in the cigar jobbing business for the past year, having offices in the Odd Fellows' Temple, when he removed to the 9th street store, where he and his brother will branch out into distributing business on a more extensive scale. They will act as distributors in the Philadelphia territory for the "El Wingo," "La Flor de Follin" and the "Zolzo" (Port Rican) all popular 5c. goods made by the Follin Wingo Co., of Charleston, S. C., They will also distribute the full line of the "Gonzalo" clear Havana brand, manufactured by Filogamo & Alvarez, of Tampa, Fla.

In a retail way, they handle all the local popular goods, including "Roig's", "Havana Ribbon", "44", "Cinco", and other brands.

"44" Factory Notes.

MAX LIPSCHUTZ, advertising manager of the 44 Cigar Company, is making elaborate preparations for his annual whirlwind campaign of seashore resorts, where he usually meets with a most cordial reception.

Mahlon A. Funk, sales manager, reports that during the week ending March 6th, there was a record-breaking output of "44" cigars at their factory, and that sales of the "Adlon" ten-cent cigars also showed a very large gain.

O. L. Myers, the Western representative of the 44 Cigar Company, recently spent a few days at factory headquarters, and has now started on a trip through the Southwest and Texas, from which territory an increasing business on "44" and "Adlon" cigars has been coming.

Fred. A. Maier has been added to the selling staff to cover local territory. He has already had several years' experience in the business, and his efforts are showing a wholesome effect.

Fine Prospect for Tobacco Show.

THE large number of exhibitors who have already taken space for the show to be held April 10th to 15th, at Horticultural Hall, Philadelphia, indicates the success of the enterprise. A partial list of those exhibitors is given as follows: Otto Eisenlohr & Bros., Antonio Roig & Langsdorg, Vetterlein Bros., John Steigerwald & Co., Allen R. Cressman's Sons., 44 Cigar Co., Frishmuth Bros & Co., all of this city; Larus & Bro. Co. and United States Tobacco Co., both of Richmond, Va.; and Bloch Bros. Tobacco Co. of Wheeling W. Va.

It is also noted that in a number of instances more than one of the sectional spaces were taken to provide facilities for fine and large exhibits.

Edwards to Represent Roig in Chicago.

RICHARD W. EDWARDS, regarded as one of the most successful cigar salesmen in the Middle West, has just been engaged by the firm of Antonio Roig & Langsdorf to represent their accounts in the Middle West. Mr. Edwards was in Philadelphia last week making his final arrangements, and has taken up his headquarters at the La Salle Hotel in Chicago, from which point he will cover the trade in his territory. Mr. Edwards has been in the cigar business for nearly two score years, his last connection having been with the Barnes, Smith Co., at Binghamton, N. Y.

Jeitles & Blumenthal Move.

JEITLES & BLUMENTHAL, Ltd., on Monday, March 13, moved into their new factory quarters at 119-21 S. 11th street, Philadelphia. Manufacturing has been started in these premises and every effort is being made to get the new building in first-class order for the handling of their business. The members of the firm are delighted with the change, and believe that they have procured an ideal building and location for manufacturing purposes. All mail for the firm should now be sent to their new address.

President Kolb to Visit Amsterdam.

JOHN N. KOLB, president of the Theobald & Oppenheimer Company, has decided to visit several of the spring inscriptions of Sumatra tobacco, and will sail for Amsterdam on the 21st inst. John T. Dee, of this company, returned last week from a pleasure trip to the Panama Canal Zone, during which he was accompanied by Mrs. Dee. He is expecting to be at factory headquarters during Mr. Kolb's absence.

L. G. Haeussermann, veteran 3rd street leaf dealer meet with a serious accident this week, in falling down a stairway at his home in Nicetown. At last report he was slowly improving.

Enlarging Eisenlohr Plant at Lancaster.

OTTO EISENLOHR & BROTHERS have given a contract for the erection of a large addition to their plant at Lancaster, Pa., at a cost of more than $85,000. The plans were prepared by J. A. McClymot, of York, Pa. The operation really consists of three buildings measuring 216 feet by 80 feet, 216 feet by 40 feet, and another 120 feet by 80 feet. When finished, it will be one of the most complete establishments of its kind in the country, and in full conformity with their model establishment at York, Pa.

Mr. Dalton Recalled by Death.

M. J. DALTON, of M. J. Dalton & Company, was obliged to terminate his visit to Havana and return to this city upon receiving advice of the death of his mother-in-law, Mrs. Jane McGlynn, who died in her 77th year. She was buried from Mr. Dalton's residence, 2210 North Broad street. Interment was made at the Holy Cross Cemetery.

Frank Rowland, representing Calixto Lopez & Company, proprietors of the Eden factory in Havana, recently visited the jobbing trade here, and conferred with Manager Bullock, of Mitchell, Fletcher & Company, who are distributing the "Baroneta" Havana cigars from the Eden factory.

Mrs. S. Shepherd, widow of the late S. Shepherd, founder of the jobbing house of S. Shepherd's Sons, died recently at her home in West Philadelphia. She was the mother of Wm. F. Shepherd, the present head of the firm.

Samuel Bayuk, of Bayuk Brothers, expects to sail March 25 for a pleasure trip to Europe. He will be accompanied by his father, and will visit the principal points of interest before returning some time in June.

An important Sumatra transaction was consummated here last week by Mr. Fisher, of F. and E. Cranz, Sumatra importers of New York.



EXPLOITING "ROUND UP" CIGARS DURING MARDI GRAS CELEBRATIONS AT NEW ORLEANS

On the left, mounted on a black steed is Louis E. Valloft, of Valloft & Dreux, distributors. On a float in the rear, a celebrated automation is doing amusing stunts. "Round Up" Cigars are the product of Celestino Costello & Co., York, Pa.

all that's new with JOBBERS and DISTRIBUTORS

New "Havana Ribbon" Jobber in Cincinnati.

DAN A. WOLF, the Cincinnati jobber, has just concluded arrangements with Bayuk Brothers, of Philadelphia, to act as distributor of their "Havana Ribbon" cigars in Cincinnati territory. He expects to begin an active campaign about April 1. Other distributors who are making progress with the "Havana Ribbon" are Ehrman Brothers, of San Francisco, who took up this account last November and have built up their business with surprising gains. Klauber & Wagenheim Company, of Los Angeles, are also reporting encouraging results on their "Havana Ribbon" sales as well as the Siler, Narten, Barnes Company, who distribute this brand in Pittsburgh.

Entertaining Jobbers at "44" Factory.

SEVERAL jobbers handling "44" cigars were last week entertained at factory headquarters of the "44" Cigar Company, Eleventh and Whartons streets, Philadelphia. Among the party were Harry Kenyon, Wilmington, Del.; Andrew Jacoby, Atlantic City, N. J.; Mr. Hanover, of James F. Bruther Estate, Trenton, N. J., and Mr. Burger, of the Wayne Tobacco Company, of Fort Wayne, Ind.

After a thorough inspection of their new plant, which is one of the best equipped in the city, they were driven in the private car of President B. Lipschutz to his home, where they were entertained at a dinner, and wound up their visit after attending a theatre performance.

Distributing "El Wadora" Cigars in Seattle.

WITHIN a period of a few months, the El Wadora cigars of Sig. C. Mayer & Company, of Philadelphia, have been immensely popularized in the Northwest. They are being handled in Seattle in large quantities by the National Grocery Company. In other points in the Northwest they are strongly featured by such important houses as Lang & Company, at Portland; the Northern Grocery Company, Billingham, Wash.; Baker City Grocery Company, Baker City, Ore.; Idaho Mercantile Company, Lewiston, Idaho, and the Medford Grocery Company, of Medford, Ore.

"La Verdad" Cigars in Portland.

THE Hochfeld Brothers Cigar Company, of Portland, were recently visited by Henry G. Alcess, representing Simon Batt & Company, of New York. This firm is the distributing agent for the "Verdad" clear Havana cigars in Oregon, Washington and Idaho. Mr. Alcess is reported as greatly pleased with the progress being made in that territory on his line.

"Virginia Fair" cigars, made by Bustillo Brothers & Diaz, are being featured by the Morgan Cigar Company at Los Angeles, who have received some heavy shipments of clear Havana goods from this factory this year.

Mt. Clemens Jobbers Improving Their Quarters.

TROMBLEY & GROESBECK, jobbers and retailers, Mt. Clemens, Mich., are spending in the neighborhood of $20,000 in remodelling their premises at 49 N. Gratiot street and, when completed, will have one of the most attractive stores in Michigan. A large part of the fixtures will be in opal-onyx style of the Bishop & Babcock Co., Cleveland, O., whose Michigan representative, M. K. Lewis, clinched the order.

Distributing "3-20-8" Cigars in Brooklyn."

S. MUNDAY & SONS, of Brooklyn, N. Y., distributors in Greater New York of the "3-20-8 Cigar" from the factory of A. B. Smith & Company, of Boston, report a gratifying increase in the demand for those goods, and since the first of the year when they took the account, the line has been successfully placed in many first-class stores which are beginning to duplicate steadily.

Denver Bankrupts Pay 25 Per Cent.

THE importing house of Stern-Prince Company, of Denver, Col., which was recently forced into bankruptcy, has effected an arrangement with its creditors whereby the latter have accepted an offer of 25 per cent., subject to the approval of the court.

Pushing "R. B." Cigars in Denver.

THE Cuban Cigar Company, of Denver, Col., is making great strides on the "R. B." cigars of Rosenthal Brothers, of New York, and they are rapidly becoming the largest selling five-cent goods in that city. They already occupy an enviable position in the cigar trade there.

The Hart Cigar Company, of Portland, Oregon, is still anxiously awaiting the arrival of larger shipments of "Optimo" cigars from the factory of A. Santaella y Ca., and with the present improved conditions in Tampa, they feel confident that they will soon be able to fully supply the large demand for these goods. This house has recently added William Bacharach to its staff of salesmen.

An order of 100,000 "El Belmont" cigars was recently placed with the Havana-American Company by the Rosenfeld-Smith Company, of Portland, Oregon, as a first shipment made up in seven sizes. An installment of 15,000 has already reached their headquarters.

The "Vasa" clear Havana cigar from the factory of Tornay-Fernandez Company, of Tampa and Reading, Pa., was recently taken on the Board of Trade Cigar Company, of Portland, Ore.

The Royal Cigar Company, consisting of John L. A. Glaster, Owen McMahan and J. B. Herrick, have succeeded John Fochtman as proprietors of the Royal Cigar Store, at Petroskey, Mich.

KEY WEST KLIPS

Stachelberg to Operate Three Factories.

Tampa Quarters Have Been Opened and Two Branches are Planned

TAMPA, Fla., March 10.

IN REOPENING, M. Stachelberg & Co. in this city, Edgar J. Stachelberg, whose severing of connection with the combined Stachelberg-Esberg-Gunst interests, was exclusively told in THE TOBACCO WORLD in its last edition, has leased the Seidenberg branch of the Havana-American Company, where he started with a large force of cigarmakers during the past week. Mr. Stachelberg has been quite busy, as he desires to go to Cuba in a few days to go over the leaf market in the interest of the firm.

He intends to bring up the standard of quantity, while fully maintaining the quality of his firm's famous goods. To this end he announced that, with the main factory in this city in operation, he would immediately plan to put into operation two branch factories. One of these will be located at Tarpon Springs, some thirty miles from Tampa. This branch will be a three-story brick dwelling; the other branch factory will be located later.

Notice of intention to apply for a charter, incorporating Antonio Cespedes & Co., a corporation organized to manufacture cigars, etc., has just been filed. The capital stock of the company is placed at $20,000. J. Mack Towne, a well-known business man of this city, is president; J. S. Bizzell is secretary and treasurer, while Antonio and Francisco Madicdo are prominently identified with the manufacturing end of the conecrn.

Under the name of the Clear Havana Tobacco Workers' Association, prominent members of the tobacco working trades in this city have been busily engaged in forming an association for mutual benefit and protection and for the fostering of the best interests of the tobacco trade—as applied to the manufacture of clear Havana cigars—in this city. In brief, the articles which the workers have drawn up as a basis for their association, firmly declare against striking, except in extreme measures, such extreme measures to mean a reduction of wages, where arbitration fails to bring relief, and, in case of such strike, only legal means and methods to be employed.

The association declares for the maintenance of the equalization of 1910, and rules that all matters in dispute should and must be arbitrated by a mixed commission, the decision of the commission in question to be final. A group of selectors who have withdrawn from the International Union since the recent unpleasantness, and a number of packers and cigarmakers are behind the move. The Citizens' Committee, which was born out of the troublous times here during the strike last summer and winter, and which represents the backbone and sinew of this city, is now a permanent organization. Early during the week the organization met in the Crescent Club rooms, of this city, and adopted a constitution, making the organization a permanent one, its interests to be to strive and further the interests and protect the industries of this city. Its new name is "The Citizens' Association."

Bonds have at last been made for Jose de la Campa, Britt Russell and J. F. Bartlum, convicted strike leaders, who now await an appeal of their cases from the criminal to the circuit court of this district. On writs of habeas corpus, the courts reduced the bonds to $1000, a point where the International Union was willing to give them. It was officially stated in support of the petitions of habeas corpus, by officials of the unions, that the effort to have the bonds signed here by personal sureties were unavailing. The appeal hearing is set for April 17. Following their release from prison on bond during the past week, the three men, through counsel, have filed an assignment of error, petitioning thereby that the charges be quashed against them.

Don Ramon Fernandez left last Sunday on a visit to Key West, where his firm has large interests, by virtue of the recent affiliation with the Lopez house, becoming thereby Fernandez, Lopez & Co.

Among the recent passengers to Cuba was Mortimer Regensburg, of the Regensburg factory. He was accompanied by Mrs. Regensburg, and he will make a stay on the island of sufficient duration to look over the leaf situation thoroughly.

F. C. Lozano, the well-known manufacturer, has hied himself to Memphis, Tenn., on a business trip, having good distributing connections there. J. R. Burnes, also of the Lozano house, accompanied Mr. Lozano.

Emelio Suarez & Co., now in the leaf business, at 405 Ashley street, have issued their announcements to the local trade. Mr. Suarez was formerly a partner in the concern of Ortiz & Suarez, now Ortiz & Caras.

Don Salvador Rodriguez, of "Charles the Great" fame, was a passenger this evening on board the P. & O. steamer, bound for Havana. The veteran manufacturer will spend some time on the island looking over the leaf markets.

Ramon Menendez and A. Nistal, both of whom are well known in the cigar manufacturing world, the former by virtue of his connections with Menendez Brothers and Verplanck; the latter on account of his long associations as manager for Gonzales, Fisher & Co., were both passengers to Havana today.

Cigar shipments from Tampa, for the week ending March 11th, totaled 6,875,000, going over the 1,000,000 the day mark. Customs collections for the week ending the same day totaled $49,999.80, an increase over the same week last year of $17,392.59, tobacco receipts from Cuba and withdrawals of leaf being largely responsible for these figures.

BLARDONE.

New Philip Morris & Co. Tobacco Lines.

PHILIP MORRIS & CO., LTD., whose cigarette products are favorably known throughout the world, are placing upon the American market their "English Mixture" and "Philip Morris & Co. Cut Plug" smoking tobaccos.

"English Mixture" is coarse cut, of medium strength, soft, pleasant and cool for smoking. The "Cut Plug" is of the same strength and high quality as the "Mixture," and affords an equally delightful smoke.



ENGLISH MIXTURE.

These goods are made from tobaccos which are selected by experts, and are put up in 2, 4 and 8 ounce tins, retailing at the popular prices of 25 cts., 50 cts. and $1.00.

Of course, there is the same distinctive Philip Morris & Co. style about the packages, which is already so well known to the trade in its use in connection with "The Little Brown Box."

These tobaccos have been on sale in Europe, through the London house, for many years and have become strong favorites among American tourists traveling abroad, but the high cost of importing them into this country would have made it necessary to sell them at a price almost prohibitive. In consequence of numerous and persistent demands for these brands by the American trade, the company is now manufacturing these goods at their New York factory for the American market.



"CUT PLUG.

It is worth while to a pipe smoker to spend a quarter in trying the delightful quality of these brands, back of which stands the high reputation of the firm, which is a strong indorsement of their fine quality.

The large advance sales which have already been placed on file assures the manufacturers of the American house that the product will meet with unusal success. Dealers, who want distinctive tobaccos, appealing to the best class of trade, should inquire into this proposition.

Nathan H. Cinberg, cigar manufacturer at Lincoln, Neb., is in bankruptcy. Liabilities were placed at $10,806 and assets at $2500. It will probably be remembered that Cinberg was recently a defendant in a suit for $2000 brought by Straiton & Storm of New York alleging infringement of a cigar trade mark.

Tobacco Trade Conditions in Boston.

Retail Business Reported Quiet---Large Manufactories Active---Trade Visitors to the Busy Hub Market.

PECULIAR business conditions exist in Boston at this writing. The consensus of the retail opinions is that business is "quiet," while the majority of large manufacturers are busy. Leaf tobacco activity is seasonable. Two days of good weather each week have aided in helping out the retailers, but it is evident that the complaint is nothing more than what may be expected every year at this time. It is good to note the manufacturing stir with the larger concerns particularly, which is a most optimistic outlook for the coming season.

Albert W. Kaffenburgh, of I. Kaffenburgh & Sons, tobacco leaf house, has returned from a Havana trip. Mr. Kaffenburgh remarks that a good firm market continues with prospects of an advancement in prices.

Henry Abrahams, secretary of the Cigar Makers' Union, of Boston, is highly gratified at the good showing made so far this year by the industry. The union is spending big sums in exploiting the "blue label" to smokers and over 98 per cent. of the cigars made in New England bear it. He adds that there are over six thousand men and women in the six States making cigars, with half of these being in this city. Last year Boston made 134,000,000 cigars, with $2,900,000 being paid to workmen—averaging practically $1000 yearly wage.

George L. Storm, of Sraiton & Storm Co., New York, was a recent visitor here.

Augustus H. Hall, the Boston "Owl" distributor, remarks that he is meeting with fine success.

B. A. Kaiser, the tobacco leaf broker, at 18 India Square, occupies the entire building here, not counting his immense warerooms. He takes special pride in his tobacco cellar, which being built after his own ideas, absolutely insures the very best tobacco condition.

Daniel Frank, head of Daniel Frank & Co., is quite an interesting personality. Genial, courteous, yet dignified, keen in conversational topics and a commanding appearance, resembling Col. Cody, of Buffalo Bill fame, he is a most delightful man to meet.

"Mogul" cigarettes are being featured to the consumer, by personal visits to the different business offices and presenting a full box with the American Tobacco Co.'s compliments. Incidentally, THE TOBACCO WORLD office was favored.

M. J. Hayes is the energetic manager of the cigar end of the Holland Wine Co., New England agents for the "La Mega" line. He makes a specialty of keeping cigars in a good condition, his method being to place pans of hot water into the cases each night, and the vapor is just enough to be moistening without a delecterious effect. Their humidor has a capacity of one hundred thousand cigars.

W. E. Waterman, of Wait & Bond, makers of "Blackstone" 10c. and "Totem" 5c. cigars, returned this morning from a three weeks' buying trip at Havana. He says he purchased some exceptionally good leaf, which will put their brands into better favor than ever. in conducting THE WORLD man through their immense factory, Mr. Waterman added that they are operating under a full schedule; that business had grown tremendously within the past few months, and that there is every indication of a brisk year.

There is a cigarette bill fight before the Legislature with the intent to prevent the cigarette companies from placing pictures in boxes, the argument being that it makes the box attractive to the only persons who, by law, are forbidden to buy cigarettes—the minors. The interest is slight and it will doubtless fall through.

Through error of the linotype operator, in the last issue of THE WORLD. T. Rosenbaum & Co., the well-known jobbers and retailers, are termed "one of the biggest price cutters in the city." This is absolutely incorrect, and the sentence referred to the Riker-Jaynes drug stores. If every one upheld prices on the Rosenbaum idea, dealers would be making more money and the trade would be in a better condition. What should have appeared was the item that they are featuring their own brand, the "Rosewin," but printers can't help mixing things occasionally; hence this exculpation.

"Business is very good with us and we feel sure of a historical year," says Wm. Silver, of Goldsmith, Silver & Co., makers of "M. C. A." cigars, which certainly stands for optimism.

L. W. Scott, head of the house bearing his name, sellers of tobacco leaf, forecasts a favorable season for cigarmakers, but thinks that the present market is not as lively as it should be.

HENDERSON.

A cigar made July 4, 1863, was recently brought out from its hiding place by Joseph Martin, a farmer of the Lietersburg district in Pennsylvania. It was a big, black cigar, and Mr. Martin presented it to one of his employees, Fred'k Hartman. Its history was interesting. Mr. Martin received the cigar, and one other like it, also $15.00 in cash in return for a horse, from an old Confederate soldier on the retreat from Gettysburg. Hartman, who tasted the cigar of 1863, said it was good and all right. Mr. Martin will keep the other cigar for another of his friends.

Trade Quiet in the Cream City.

Kline Secures Verdict in Lederer Suit---Jobbing Firm Increases Capital---Kerns-Kimball Co. Effects Settlement.

MILWAUKEE, March 11, 1911.

BUSINESS among the local retailers has been somewhat slack for the past few weeks, but is showing a little better tone at present.

Steve Surman Company are enjoying a fairly good business both in the store and in the wholesale department. The "El Grand Mundo" has been receiving the benefit of a window display.

Pollak-Crombie Company are making no complaint, and are gaining new friends daily. They have a very attractive line to which they are adding right along. The latest addition being the "La Vada," which is at present being attractively displayed in their windows. A new "Webster" sign now decorates the front of their establishment.

The Abraham stores continue fairly busy. A sale which is attracting considerable comment was commenced today. With the purchase of every pipe, humidor or case, one-half the value will be given free to the purchaser in cigars or tobacco.

Allanson continues to enjoy a very good trade at the Plankington hotel. Pipes have been the display at reduced prices.

The Fay Lewis & Bro. Co. are doing a good business, both wholesale and retail. Their Pabst Building store is giving the "Harvester" a boost, while calabash pipes are on sale at the other store.

Leo Abraham has been spending the past few weeks at Hot Springs. Among the recent visitors were, Sig. Meyer, Samuel Frank, E. J. Knepley, Leo Schoeneman and E. C. Berriman.

The suit of I. M. Lederer against E. A. Kline & Co., an action to recover more than $4000 claimed to be due on a salary contract, was decided by the jury in Judge Turner's court in favor of the defendant. The plaintiff claimed that he had been retained as a salesman at a salary of $12,000 per annum, but that he had been discharged before the year had expired. The defendant set up that the plaintiff had been insubordinate, that he had not covered his territory, as it was understood that it was to be covered, and that he had had a missionary man doing the work as a salesman.

The John Hoffman & Sons Co., wholesale grocers and cigars, have increased their capital stock from $400,000 to $500,000. It is understood that the additional capital will be used to extend their business.

The Kerns-Kimball Company have affected their compromise with creditors at 50 cents on the dollar, and the business has been taken over by the Cuza Cigar Company. Kimball is now salesman for the reorganized concern.

A. E. Burlingame Company, of Eau Claire, Wis., are branching out, and recently purchased an established cigar store at Stevens Point. The new store will be redecorated and new fixtures will be installed.

C. F. Hess has also engaged in the cigar business at Stevens Point, putting in a pool hall in connection.

H. C. Jenkins Cigar Company, of Oshkosh, will open another store in that city. Jenkins already controls stores in five different cities in the State.

Herbert Brothers, cigarmakers, recently suffered a severe loss by fire at Chippewa Falls, Wis., 60,000 finished cigars were also destroyed.

A new cigar factory has been opened at Hayward, Wis., by J. S. McGregor, which will be known as the Robert Walker Cigar Factory.

Albert Lapinski will greatly enlarge his cigar box factory at Wausau, Wis., this spring.

KROMPAS.

Richmond Factories Recover From Fire.

BUSINESS is being continued at both the establishments of Larus & Bros. Company, tobacco manufacturers, and F. B. Williams & Co., tobacco stemmers.

The Larus firm is utilizing the Cullingworth factory as a stemmery and their contract with the United States Navy will be promptly carried out. Mr. Wm. T. Read, the president of the company, stated several days ago that if an extension of time did become necessary he thought he would have no difficulty in procuring it.

The Williams firm have secured a building and will install machinery immediately so that their contract with the Government will not be interrupted.

It has been learned that the damage by the fire will not exceed $100,000, practically all of which is covered by insurance.

W. F. Warner, 330 South Main Street, Rockford, Ill., has resumed the manufacture of cigars in the building recently destroyed by a fire, which has now been thoroughly remodeled.

Cigar Salesmen Flock to Cleveland.

Improvement in Trade Reflected by Activity of Drummers.

CLEVELAND, March 10, 1911.

THAT conditions are improving is evidenced by the influx of cigar salesmen into Cleveland within the past week. A few of the salesmen who have been in town this past week are: Edwin N. Ackerman, traveling for Y. Pendas & Alvarez, with the "Webster," "Farragut" and "La Mia"; Charles S. Morris, of New York, with the "La Integridad" line; M. P. Dale, with Church, McConnell Company, of Toledo, selling the "Charles Denby" and "Solace"; Harry Colburth, representing V. Guerra Diaz Co.; Willis A. Andrus, Division Manager of the Surbrug Co., New York, with the "Milo" cigarette.

Adolph Labowitch, who was formerly with N. Glickman, has severed his connection with him and is going on the road, representing Y. Pendas & Alvarez, handling the "Daniel Webster" and other lines in Ohio.

Louis Klein, of the Louis Klein Cigar Co., distributors, reports very good business on the "San Felice" and "El Verso," manufactured by the Deisel-Wemmer Co., of Lima, O. These are the recent brands added to their already large selection. A few other well-known brands handled by this concern are the "Plantista," manufactured by the Compeer Cigar Co.; the "John Ruskin," made by the I. Lewis Cigar Manufacturing Co.; the "La Integridad," by the Charles E. Morris Co.; "Baron DeKalb," by John W. Merrian & Co.; the "Tuval," by Marceleno Perez & Co.; "Charles the Great," by the Salvadore Rodriguez; "Corina," by Jose Escelante Co.; the "Cortez," by the Cortez Cigar Co.; the "Smokecraft," by A. L. & M. L. Kauffmann; "Perfecto," by Garcia & Bros. They report very god business on all the brands, and their only trouble is their inability to supply the demand for "Tampa" goods, but they are rapidly catching up on the back orders, as the factories are now shipping more heavily than for some time past.

James B. Shields, of the Shields-Wertheim Company, manufacturers of the "La Saramita," has just returned from a ten days' flyer to Chicago, Omaha and Kansas City, bringing a nice batch of orders with him. Their factorw shows signs of great activity, big orders coming in for "La Saramita" and their new five-cent cigar, "Little Sara."

E. A. Kline, of E. A. Kline & Co., manufacturers of the "Rigoletto" and "El Symphonie" cigars, has just left for a short trip to Chicago. C. J. Duddleston is making the trip with him. The factory man, Mr. M. Kline, reports conditions to be very favorable, and that the factory is working overtime to turn out their orders.

Marcus Feder, manufacturer of the "London Whiffs," is on a two weeks' trip through the Middle West, and Louis Reinheimer, of the same concern, is making a trip through Ohio. Louis Feder, the factory man, reports that their "London Whiffs" are selling as fast as they can turn them out.

L. G. Kraus, a cigar jobber on East Ninth street, filed a petition for involuntary bankruptcy on March 3rd. J. B. Moos, Adolph Goodman and Pollack & Co. are petitioning creditors.

Bolasny Bros., trading as The Peerless Leaf Tobacco Co., who failed February 1st, have proposed a settlement. They have offered to settle on a basis of twenty per cent. (20%), ten per cent. (10%) cash, five per cent. (5%) in three months, and five per cent. (5%) in six months. Wm. Rothenberg, representing the creditors, has refused the offer.

WEIL.

New Brands on Cincinnati Market.

CINCINNATI, O., March 11.

JOBBERS and manufacturers of the Queen City state that March has started out in great fashion. Cigar jobbers especially have been kept on the "jump," as there has been a healthy demand for all grades of cigars. New brands are continually coming to this city, and a week does not pass that one does not see a new brand on the market. The "Crimson," a two for 5 cent cigar, which is being jobbed to the local trade by George A. Voige, has scored a hit with the retailers, and is being sold rapidly. It is so neatly gotten up by Kohler-Snyder Company, of Yoe, Penna., that several of the retailers when shown a box of them thought it to be a 10 cent cigar.

J. B. Moos Company state that their March business is very satisfactory, so far. The "Permit," a 5 cent cigar, and the "Prince De Gales," the 10 cent cigar, are two of their best sellers. The outlook for the remainder of the month of March is very good, says he. The road men of the Newburger Company are still canvassing the Middle West and New England States, pushing the "Sylvania Import." It is meeting with a good demand, as many orders are coming each day.

Many retail cigar stores and drug stores around town have the show card, gotten up by George A. Voige, in their show windows. It is a very neat card, showing a Cuban sitting on his plantation, viewing the field. In the distance is Morro Castle.

The receipts of tobacco in Cincinnati during the past two weeks amounted to 3,445,689 pounds of tobacco. The shipments were 2,845,000 pounds. No changes were recorded in the prices of tobacco the past two weeks. Cutting leaf ranges at 6 cents to 9 cents a pound, manufacturing and plug fillers from 5 cents to 19 cents a pound, and cigar leaf from 2 cents to 24 cents a pound.

One thousand pounds of fancy cigar wrappers sold on the Cincinnati Burley leaf breaks, on March 9, at 20 cents a pound, which was the highest price brought since last January, with a lot sold at 22 cents a pound.

James W. Smith, a cigar manufacturer of Cincinnati, and Agnes A. Smith, his wife, filed voluntary bankruptcy petitions in the District Court. Filed with their petition were two contracts, whereby they agred to pay to M. R. Hoffmann, of Marietta, Pa., about $55,000 for money used in purchasing the stock of the Smith-Pattison Cigar Manufacturing Company, bankrupt, and then the James W. Smith Cigar Company was organized. Mr. and Mrs. Smith signed the promise to pay this sum, but they have failed to do so, and each has listed the sum among the list of unsecured creditors. The only assets that they possess are a house and lot at Pleasant Ridge, O., valued at $5500, which Mrs. Smith owns, but which is mortgaged for the full amount. Mr. Smith carries a $20,000 life insurance policy in the Providence Life Insurance Company. Smith's liabilities are placed at $71,000.48, while those of Mrs. Smith aggregate $79,575.

Alonzo Ferguson, who is one of the defendants in the suit brought by the Eshelby Tobacco Company against the Burley Tobacco Society, by his counsel, ex-Senator Foraker, filed a motion asking that the suit against him be amended so as to be more definite and certain as to several particulars.

Clarence DuBrul, of the firm of Miller, DuBrul & Peters, of Cincinnati, was married on February 28th to Miss Margaret Teays, at Charleston, W. Va. Mr. DuBrul is the son of Napoleon DuBrul, one of the founders of the well-known Cincinnati firm, manufacturers of cigarmakers' supplies. Following a brief honeymoon trip, Mr. DuBrul and his bride will live in Cincinnati.

RICHARD SEVING.

How the "Girards" Are Being Advertised

AS examples of exploiting a new ten-cent cigar intelligently and effectively to the consumer, we reproduce herewith some of the advertisements which Antonio Roig & Langsdorf have recently been running in the Philadelphia newspapers.



DETROIT DOINGS

DETROIT, March 10, 1911.

RETURNS of United States Internal Revenue of First District, Michigan, for February, do not indicate the same degree of activity in the manufacture of tobacco and cigars as during the same period last year. There was paid at the local office during February, 1911, $50,822.33 for cigar stamps, and $94,536.03 for tobacco, as against $56,119.27 and $105,398.47 in February, 1910. This may be partly attributed to the development of Detroit's 10-cent cigar manufacturing interests, as regards cigar returns, which implies a numerically smaller, but intrinsically greater production. And the cessation of the Bagley Company for the greater part of the month, during the transition from the old to the new plant, doubtless had a considerable bearing on the sale of tobacco stamps.

In manufacturing circles, conditions might be designated as active and normal, being in a few instances exceedingly active. In leaf-tobacco and in retail lines the situation is not altogether so satisfactory, but there is very little complaint heard, except that, in general, sales are not equal to those of January and February of last year. There is a hopeful atmosphere; the year is young, and in Detroit we all look forward to "The Good Old Summer Time."

I stopped at the Lilies Cigar Company's factory today, the former home of the Famabella, which was acquired somewhat over a year ago by the Lilies' Company. I doubt if there be a better equipped and better lighted cigar plant anywhere in the world. By courtesy of Mr. Samuel T. Goldberg, I was shown into the factory. There, in one vast room, extending hundreds of feet, with abundance of clear, bright daylight streaming through numberless windows, and rooflights, were somewhat in the neighborhood of 700 people, bustling with their various activities in the factory's production, which now averages about 125,000 cigars daily. The ever increasing sales of their "La Azora," "Famabella" and "Verdon" cigars have made more room for their manufacture imperative. For this reason the "Main Issue" and the entire Sumatra-wrapped business of the firm will be turned over to the newly organized Surety Cigar Company, and the Lilies plant will be devoted exclusively to the making of "La Azora" and other broadleaf goods.

After many vexatious delays, the management of the Surety Cigar Company is at last in entire possession of their factory building, corner Third and Porter streets, and hope to have a good-sized force in operation by the 15th inst. At a meeting to be held shortly, officers will be named, and some unfinished details of organization completed, and they will then announce their leading brands.

It has just been learned that J. P. Hemmeter, of the Hemmeter Cigar Company, has acquired the property at the southwest corner Wilcox and Center streets, diagonally across from Harmonie Hall, and facing the little city park located there. This is an ideal place for a downtown cigar factory, being within a few hundred feet of eight car lines, so that labor can be drawn from all sections of the city. Plans will be prepared at once for a large, modern factory building, and it is hoped to have the company in operation there by October 1.

The Spietz & Worch Co. report splendid sales of "Havana Velvet," their latest Sumatra wrapped 5 cent cigar, while their broadleaf, 10 cent "Flor de Coro" grows steadily. J. J. Weideman, their western representative, was at headquarters here a few days. Albert Worch is now headed for Kansas City and the West for a ten days' trip.

Richard Helms, of San Telmo Cigar Manufacturing Company, who, with Alex. Bunting, of Superior Cigar Manufacturing Company, attended the recent gathering of representatives of Masonic Grand Lodges at Washington, was glad to get back home and "Pastora" after eight days of travel and sight-seeing. Its all very interesting, he said, and instructive, but rather tiring, if one is not in perfect physical trim. Mr. Bunting while there assisted in the exemplification of the Michigan ritual before the Grand Lodge.

The Superia Cigar Manufacturing Company ought to have a little nugget in their "Saturday Evening Post" 5-cent cigar. It is a name to conjure by, and sales to date indicate a rapidly growing circulation. The possibilities of the brand are shown in the results achieved by F. C. McMullen, a local dealer and distributor, with just a few days' labor. The company is just introducing "Tionesta," a high-grade, 10-cent smoke, broadleaf wrapped. Mr. Stuart leaves today to exploit this and other brands with the western trade, and will probably be absent several months.

Card Garrison, of Banner Cigar Manufacturing Company, returned recently from western trip, and after a few days at the factory, wandered down into Indiana, to spend his time for a while shaking hands with old acquaintances and writing orders for "E. B.'s" and "Banners."

An item of interest is the recent appointment of Henry Hamper, until lately of Milwaukee, as general sales manager of Globe Tobacco Company. The February gross sales of the Globe Company exceeded the gross sales of a year ago.

The many trade acquaintances of Mr. John T. Woodhouse will be grieved to learn of the death, a week ago, of Mrs. Alice Goodyear Woodhouse, his wife. Mrs. Woodhouse was born in this city and had spent her entire life here. She is survived by four daughters and one son.

The five-story and basement building, corner Jefferson and Griswold streets, now occupied by Paige-Chope-Stevens' Paper Company, is to be vacated about April 1. It is learned the wholesale tobacco firm of John T. Woodhouse & Co. have secured the entire building, and will remove from their present site on Woodward avenue, after the necessary renovation and alterations have been made, which will be about June 1. This is an excellent move, and will insure the firm the added room and improved facilities which their business absolutely required.

After some little hitch in negotiations between C. Olson and "Jack" Ablard, the latter finally secured the cigar-stand privileges in front of Eddie Sievers' Cafe Grande, taking possession on the 6th inst.

Charles La Fond, over whose condition there was much apprehension, is greatly improved, and it is expected will be removed to his home tomorrow. In a few weeks, when Charlie is sufficiently strong, M. A. hopes to get away with him on an extended trip, including Tampa, Key West and Havana.

Robinson Brothers, 17 Grand River avenue, is a busy little spot. Fortunately, more than three or four fat men seldom get into the place at one time. They have a splendid retail business, which is under the management of Ralph Robinson. A new cigar is "Philo," made expressly for them by Wertheimer Brothers, Baltimore.

Proctor's Pullman Buffet cigar stand, 15 Grand River avenue, has had a window display for some time of "Preferencias." Prominent among goods displayed in the case is "Sir Rahmas" (spell it backwards), of the Persevero Cigar Factory, N. Y. Harry Strong, the representative of the factory, who resides here since last April, canvasses the retail trade exclusively, and informs me he has met with gratifying success. The "Sir Rahmas" advertisement in the last issue of THE TOBACCO WORLD attracted considerable notice.

Simons & Cooper Company are now moving to their new store, 1735 Woodward avenue, which is a classy neighborhood and will call for some high-grade smoking.

Sepull-Travis Drug Company read THE TOBACCO WORLD. A display card in their window reproduced one of the sugestions offered in THE TOBACCO WORLD's last issue, and attracted lots of attention. A feature this past week was a very tastly display of "Pastora" made by the San Telmo Company, which Mr. Travis tells me is one of his best sellers.

G. B. Wickman & Co., 87 Woodward avenue, have also been reading THE TOBACCO WORLD to good advantage. A little window decoration, a few boxes of "Josie Hermanos," "Don Antonio," "New Bachelor," some fancy packages of "Milos" and a few other accessories, under the manipulation of "Gail" and his assistants, have made quite a nifty display, that attracts attention.

O'Brien Brothers showed a striking exhibit in blue and gold of Butler & Butler's "La Marquise" cigarettes.

At F. M. Foster's First Consul Buffet, 54 Farrar street, are seen prominently "Ruy Lopez," Havana; "Royal Banner," Sumatra, and "Sans Souci," broadleaf. The latter is manufactured by Luckett, Luchs & Lipscomb, Philadelphia, and distributed here by Payette-Walsh Company.

J. L. Marcero & Co., jobbers, report increasing sales of "George W. Childs," also of the old favorite, "Juan F. Portuondo." A crew of four have recently been working the State successfully in the interest of the former, under the direction of Harry T. Bumps.

A new retail stand will be opened in a few days at Pontiac, Mich., by John Humphries.

"Billy" Eisenberg is now installed in his father's former office, in Breitmeyer Building, as his father's successor, with E. Rosenwald & Bro.

Among outside representatives recently here, was T. W. Cole, president of the Cole Lithograph Company, Chicago; W. C. McKee is their local representative. H. C. Meltzer, western representative of the Moehle Lithograph Company, Brooklyn, N. Y., was also here some days ago.

Another traveler is S. A. Fassler, formerly with P. & S. Lowenthal, now with Fred Schulz's Son, N. Y., on his initial trip for the new connection. Mr. Fassler dallied with some other line for nine months and then concluded he would be happier back in the leaf tobacco line.

Other salesmen have been: A. M. Shepp, York, Pa.; V. K. Ettlinger, E. M. Hoffman & Son; "Billy" Levisohn, of J. Bernheim & Son; Harry Mendelssohn, of Mendelssohn, Bornemann & Co., N. Y.; Nestor Schloss, G. Falk & Bro. (was taken sick and obliged to leave for home, in Cincinnati); Ed Jandorf, of Keiser & Boasberg, Buffalo.

Also Willard Andrus, Surbrug Company; "Uncle Jim" Langdon, Schinasi Brothers; F. Wertheimer, F. Villar & Co., N. Y.; Frank Hale, E. M. Schwartz & Co.; Charles Morris, "Integridad"; E. A. Kline, Cleveland, with C. J. Duddleston, his general representative; John McBlair, Marcelino, Perez & Co., and Perry Bland, of Martinez & Co., N. Y. and Key West.

HEAVENRICH.

PENNSYLVANIA TRADE NEWS — Late Reports from Lancaster, York, Reading

York County Somewhat Dull.

Factories Experience a Falling Off in Orders, But Continue Operations Fairly Well---New Establishments Opening.

YORK, PA., March 14, 1911.

THE present condition of the cigar trade does not presage as large an output during March as was shown in February, notwithstanding that there were but twenty-two actual business days in that month. The sale of stamps indicates the February output to be less than that of January, albeit more than during the corresponding month of last year. There were also granted eleven licenses for new factories, but the total number of hands to be employed is comparatively small.

Following are the new licensees: Charles H. Hershey, Spring Grove, six hands; William H. Lynn, Parke, R. F. D. No. 1, five hands; Howard L. Miller, Parke, R. F. D. No. 1, ten hands; L. G. Gemmill, Felton, R. F. D., three hands; William H. Fregn, Red Lion, R. F. D. No. 1, two hands; Sarah Flinchbaugh, Felton, three hands; A. J. Smith, Hanover, five hands; Samuel E. Stabley, Felton, two hands; Alice A. Barnd, Dallastown, R. F. D. No. 1, five hands; Daniel P. Smeltzer, Bittersville, five hands; Alfred E. Miller, Red Lion, R. F. D. No. 2, three hands.

The Ajax Cigar Co., of this city, recently bought the cigar factory of Wm. Dillinger, near Hellam, who has been employing about forty hands, and will continue operations there, Mr. Dillinger having been retained to take charge of the more extensive operations. During the past few years the business of this house has been growing steadily.

The Square Cigar Store is the name of a new retail establishment soon to be opened in the corridor of the Rupp Building, in Centre Square, by T. D. Hene and Brigg Spangler, who announce that a line of strictly high grade goods will be carried, calculated to appeal to a select patronage.

It has been observed by one of the old time dealers that there are today probably nearly a score of retail cigar establishments within a radius of one square from the centre of town, but there is always room for one more, if it is a good one.

There have been several local changes lately. Anthony Munchel has opened his new establishment on North Beaver street, near the National Hotel, and Gus Beck is opening at Water and West Market streets, formerly occupied by Munchel.

The Diamond Cigar Store, on West Market street, recently destroyed by fire, will not be reopened. Chas. Kline, the proprietor, will devote his time entirely to his South George street establishment in the future.

Numerous salesmen have been here lately; among them were: E. I. Alexander, of Jos. S. Gans & Co.; I. M. Jacoby, with Meyer & Mendelsohn; Chas. Horwitz, with J. H. Goetze Co., and D. E. Salomon, with Louis P. Sutter & Bros., all of New York; S. M. Ottinger, of Mitchell & Ottinger, Lancaster; Raymond A. Heiland, with American Sumatra Tobacco Co.; Alfred W. Penner, with A. Cohn & Co., New York, and T. M. McIntosh, with The Southern Sales Co., Milwaukee, Wis.

The Herman Warner & Co. factory continues work with a good force on their "Pulliam" cigars, for which there continues to be a good demand.

H. N. Heusner, of Hanover, is putting a new nickel cigar on the market under the title of "El Fahico," which is put up in a very attractive package. It is offered as a strictly quality cigar, with Sumatra wrapper, made up in Londres size. They are offered the trade at an attractive price.

Conflicting Reports from Reading.

Some Manufacturers See Blue Skies, But Others "Feel Blue"---New Tobacco Brand Being Exploited---Doings in the Local Trade.

READING, PA., March 13.

SOME of our cigar manufacturers complain of a dull trade at present while others declare they have been getting in a good run of orders. The former are, however, in the majority. One of the largest manufacturers in this section has curtailed on his output by limiting cigar makers to a very moderate number per day, indicating that his trade at present is slack.

Charles M. Yetter is at present on a business trip through the West, and from all accounts he has captured some desirable new business on his several specialties in union-made goods.

The business of M. Steppacher has shown a vast increase during the past year and is now nearly double what it formerly was.

A campaign was begun here last week on "Scrapple" tobacco, a new product of the American Tobacco Company. An extensive amount of missionary work and much advertising is being done. The goods appear to have met with a good reception.

Amos Z. Shirk, of Henry Heyman's Sons, has returned from a flying visit among some of the distributors of their goods.

A pronounced success has been made on the "Bard of Avon" and "Soul Kiss" cigars by Eline & Kutz, whose new factory at 133-135 North Third street is now pretty liberally supplied with cigar makers.

H. F. Fidler & Co., at Womelsdorf, are among the busiest manufacturers of that place at present, and a steady gain is shown in their output.

Business with Yocum Brothers is fair, although there is no rush on just now. The usual force of hands is at work.

J. W. Ramsey opened a leaf warehouse on North Eighth street some time ago. He reports a fair trade is coming his way.

John U. Fehr & Son are engaged in putting up their packings of 1910 Pennsylvania leaf, of which they bought considerable, and feel satisfied they secured some of the best crops grown last year.

C. U. Gery, manufacturer and retailer, at Seventh and Franklin, has increased his manufacturing facilities to accommodate a larger force of cigarmakers.

The "American Empire" cigars from the factory of J. G. Spatz & Co., of this city, were featured in a special window display on exhibit last week at Charles Breneiser's Sons, at Seventh and Penn streets.

George W. Lehr is still turning out goodly quantities of "Lehr's Smokers" and "Potentate" cigars, and, considering general trade conditions as they exist today, he is no doubt getting a good share of business on his goods.

Cigar Trade Quiet at Lancaster.

Production of Cigars Still Ahead of Last Year---Preparing for National Association Meeting---Trade Visitors.

LANCASTER, PA., March 13.

THE cigar trade in this district has fallen off somewhat, as is shown by the official returns. The production in February was 53,154,470, and in January it was 55,311,280, a decrease of a little more than 2,000,000. But it must be remembered that February was only a short month, and that the output during February, 1910, was only 50,196,680, and that, therefore, this really shows a gain over last year of nearly 3,000,000.

An interesting and thorough test of the burning quality of 1909 leaf was made one day last week by a large house of this city in the presence of the writer. Several cigars were made up of clear Pennsylvania filler, 1909 crops, and all held the fire perfectly for seven minutes. Since this is longer than the average burning time of good tobacco, this dealer has become thoroughly convinced that the goods have distinctive merits that will soon be appreciated.

The Lancaster Leaf Tobacco Board of Trade is now engaged in actively making preparations for the annual convention of leaf men to be held here in May. An entertainment committee consisting of eight members already has its work well in hand, and will be able to spring a few surprises on the visiting guests. Leave it to the boys. They are headed by Louis A. Kramer as chairman of the committee. That's assurance enough that there will be a good time for all.

The other members of the committee are: J. H. Hooker, Milton H. Ranck, Milton Michaelis, Raymond A. Heiland, A. H. Sondheimer, C. H. Nolt and Wm. Levy.

M. Michaelis & Sons recently disposed of several hundred cases 1909 Pennsylvania. Prices have not been made public, but it is learned on good authority that good figures were obtained and that the purchasers are seeking an option on the remainder of their packing of more than 2000 cases.

I. H. Weaver left on Sunday last for a brief visit to Ohio leaf centres.

F. E. Eberly, manufacturer of union-made cigars, has been on a business trip through New York State, stopping at Rochester and other points.

After a lapse of five years, Henry J. Rindskopf, of the Rindskopf Leaf Tobacco Co., last week visited the trade in Baltimore and was cordially greeted there.

J. C. W. Frishmuth, Jr., of Frishmuth Bros. & Co., Philadelphia, was in Lancaster recently, prior to leaving on a four weeks' vacation in Florida to visit the family winter home.

An effective cigar exhibit was on display last week at the retail establishment of I. Steinfeld on North Queen street, which included "La Preferencia" clear Havana, of Havana American Company; "Flor de Moss," of S. R. Moss Cigar Company, in ten-cent goods; "Key West Smokers" from the Key West Cigar Factory, Key West, Fla., and "Little William Penn," of Theobold & Oppenheimer Company, in five-cent lines; and Philip Morris & Co.'s, "Cambridge" cigarettes.

Dan Manheimer, of the Imperial Cigar Company, who is now in the west, has been sending in some fair-sized orders from Chicago, etc.

Howard Falck, representing Dohan & Taitt, lately booked some good business for his house, notwithstanding that trade generally is very quiet.

W. S. Lakamp, representing the Brunhoff Manufacturing Company, of Cincinnati, was recently showing the trade here some new designs of advertising goods in the line of cigar cutters, ligthers, etc.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, March 6th, 1911.

As no rains have fallen during the past fortnight in all of the tobacco growing districts, excepting light sprinklings of passing clouds in a few localities and which have done no good, the outlook for the coming crop of Vuelta Abajo and Remedios is getting darker than ever.

There is little hope for the former leaf, as it is too late that rain, even if it should come, would do any good, although if we should have any showers in the Santa Clara province, it might perhaps increase the quantity by producing some light fillers. The sections where usually the best qualities have been produced, such as Camajuani, Las Vueltas, Vega Alta and the Sancti Spiritus district of Cabaiguan, Guayos, etc., have suffered from the drought, while Yaguajay, Jicotea, Mayajigua, etc., have had some rains and may give larger quantities.

Of course there will be some good vegas, particularly those which were grown in the woods, and where the soil had retained the moisture, but they will be in the minority and what prices the vegueros will sell them at nobody can tell at present. That they will be higher than ever is, however, a foregone conclusion.

Our leaf market has been more animated within the past fortnight. Besides the sales reported, it is said, that at least 4000 bales of Remedios, mostly 1st and 2nd Capaduras have changed hands, but as they have not been registered yet, they are not included in the totals for the past two weeks. Two American houses, which are established here and in New York, were the buyers, and that there is truth in the crop reports from the Santa Clara province can now be stated as a reliable fact, as surely otherwise they would not have purchased these large quantities.

The few remaining holders of Remedios in larger lots of 1st and 2nd Caps. are now determined to hold on, or raise their prices in a jump from $5 to $10 per quintal, and that they will get this advance on prime goods there is hardly any doubt whatsoever. Poor goods which will not stand any warehousing may, however, be sold at the present reasonable figures.

One curious incident has happened which shows that the opinions might differ. There is one house here which prides itself in making the finest Santa Clara packing, and which usually has obtained nearly $10 per quintal above the ruling market prices, although it has persistently refused lower offers, and as a consequence kept its Escojidas until our market was bare of other goods, waiting one, or even two years, before finding buyers willing to pay the figure. This year it has changed tactics somewhat by selling already, instead of holding on for the advance that was in sight. The question for the future to decide is, whether the buyer or the seller has got the best bargain? The prevailing opinion favors the buyer as possessing the most acute foresight, while the seller may console himself by saying that he obtained his set price, and therefore is satisfied.

Vuelta Abajo fillers are not moving so quickly, but the time will also come when the present holders need not go begging for buyers to take a look at their goods, as every pound of the 1910 crop is bound to be sold this year, and at higher figures than the ruling ones at present.

Sales during the past two weeks total 13,218 bales, or by origin: Vuelta Abajo, 4133; Partido, 709; and Remedios, 8376 bales. Buyers were: Americans, 9133; exporters for Europe, 2298; shippers to South America, 690, and our local factories 1097 bales.

Exports of leaf tobacco from the Port of Havana, from February 13th to March 4th, 1911:

To all parts of the United States	12,909	bales
To all parts of Europe (France, 929)	2,074	"
To Buenos Aires, Montevideo and Algiers (19)	907	"
Total	15,890	bales

Big Factories Are Busy.

Our larger factories are doing a good business, having enough orders on hand, and are receiving constanly new ones, but the smaller ones will have to fight for their life or succumb. Darwin's theory of the survival of the fittest was never truer than in this instance. Decreased exports, or a loss of the markets to several countries by higher duties, and now on top of this poorer crop prospects with higher prices for the raw material, must result in the shutting down of all small factories, which have no large capital to weather the storm.

Naturally the large manufacturers are benefiting by the lessened competition of the small fry, and which often enough by forcing business and selling at a loss have only injured the interest of the former. Up to the middle of February, the statistics of our exports from the Port of Havana, according to our Custom House returns, show a gratifying increase this year as follows, viz.:

From Feb. 1 to Feb. 14, 1911	7,974,288	cigars.	Last year	5,668,104
From Jan 1 to Jan. 31, 1911	14,256,618	"	" "	9,468,416
From Jan. 1 to Feb. 14, 1911	22,230,906			
From Jan 1 to Feb. 14, 1910	15,136,520			
Increase, 1911	7,094,386	cigars		

If this increase per month could be kept up, there would be a silver lining to the clouds, but with an exceedingly small crop, the chances are against it. A good and large crop in the Vuelta Abajo is the first requisite for us not alone, but also for the United States clear Havana cigar manufacturers. The Partido crop will help the latter, but not the Havana factories. The following factories are all working with full forces, and as they have nothing of particular interest to relate except that they are all busy on repeat orders which call for immediate shipment, they are mentioned as follows: H. Upmann, Henry Clay & Bock & Co., Ltd., Partagas, La Diligencia, Sol, Por Larrañaga, Castañeda, Romeo & Julieta, Hija de José Gener, Flor de Estanillo and Figaro.

Buyers of Tobacco and Cigars Who Come and Go.

Arrivals.

H. Boasberg, of Kaiser & Boasberg, Buffalo, N. Y.
Harry Reichert, of Reichert Leaf Tobacco Co., Milwaukee, Wis.
Stewart Morehead, of Duncan & Morehead, Philadelphia.
Godfrey S. Mahn, of Godfrey S. Mahn, Philadelphia and New York.
W. E. Waterman, of Wait and Bond, Boston.
Walter C. Sutter, of Jacob Sutter & Sons, Chicago.
Alfred P. Hedges, of Benson & Hedges, London, England.
Robert E. Middlemas, of Walters & Co., London, England.
Fred Davis, of Sam I. Davis & Co., Tampa and New York.
Facundo Argüelles, of Argüelles, Lopez & Bro., Tampa and New York.
A. I. Esberg, of Alta Cigar Factory, Tampa, and Esberg, Gunst & Co., N. Y.
Frank Diaz, of V. Guerra Diaz & Co., Tampa.
Enrique Pendas, of Y. Pendas & Alvarez, Tampa.
Francisco Fleitas, of S. & F. Fleitas, Key West.
Ernest Ellinger, of E. Ellinger & Co., New York and Havana.
John E. Sutter, of Louis P. Sutter & Co., New York and Havana.
Ed. Smith, of Hinsdale, Smith & Co., New York and Havana.
Henry Bernheim, of I. Bernheim & Sons, New York and Havana.
Max Stern, of Sylvester & Stern, New York and Havana.
Rudolph Waldner, Mgr., of Waldorf-Astoria Segar Co., New York.
Robert E. Lane, United States representative of the Partagas factory at New York.

Departures.

Perico Martinez, for Spain.
W. B. Bangs, for Chicago.
A. Fromberg, for Chicago.
Wm. D. Castro, for Chicago.
Harry Reichert, for Milwaukee.
H. Boasberg, for Buffalo.
A. W. Kaffenburgh, for Boston.
Wm. H. Batcheller, for Boston.
J. L. Kemper, for Baltimore.
A. Fader, for Baltimore.
J. E. Blaise, for Boston.
C. B. Perkins, for Boston.
Joe Mendelsohn, for New York.
Louis A. Bornemann, for New York.
Sam Mendelsohn, for New York.
John E. Sutter, for New York.
Robert E. Lane, for New York.
José Lozano, for Tampa.
A. I. Esberg, for Tampa.
B. Wasserman, for New York.
Max Rosenblum, for New York.
W. E. Ericson, for Chicago.
Monroe H. Falkenstein, for San Francisco.

Buying, Selling and Other Notes of Interest.

J. Bernheim & Sons purchased 2500 bales of Remedios tobacco, all prime packings or Vegas.

Menendez & Co. were sellers of 1600 bales of leaf tobacco.

Joe Mendelsohn and Louis Bornemann bought 1200 bales of all kinds of leaf during their stay here, and secured the pick of Vegas in our market.

Sobrinos de A. Gonzalez sold 1507 bales of Vuelta Abajo and Remedios during the past fortnight.

W. E. Waterman is stated to have secured 1500 bales of Remedios.

Muñiz & Gonzalez disposed of their Santa Clara packing of 1st Caps., consisting of about 1000 bales.

John E. Sutter left on Saturday, March 4th, for his New York home, having increased the holdings of Louis P. Sutter & Co. by 1200 bales of leaf, most of which consisted of Remedios.

Cardenas & Co. closed out 1000 bales of Partido, Vuelta Abajos and Remedios.

Michaelsen & Prasse were large buyers for Europe last week, as they executed orders to the extent of 1000 bales of all kinds of leaf.

I. Kaffenburgh & Sons sold 885 bales of their choice Manicaragua and Santa Clara packing to their customers.

The French Minister purchased 929 bales of Vuelta Abajo and Partido for the French Regie.

Rodriguez Bautista & Co. turned over 700 bales of their stocks of goods to various buyers during the past fortnight.

Ed. Smith increased the holdings of Hinsdale, Smith & Co. last week to the extent of 800 bales of prime Remedios packings and Vegas.

A. M. Calzada & Co. were sellers of 512 bales of all kinds of leaf to their Northern customers. Don Antonio is one of our most active dealers, going to the Vuelta Abajo and Vuelta Arriba to pick up good vegas for his clientage almost every week.

Sam Mendelsohn bought 800 bales of Vuelta Abajo and Remedios tobacco for their customers.

J. F. Rocha disposed of 500 bales of Vuelta Abajo and Partido during the past fortnight.

Leslie Pantin never seems to be idle, as no matter whether his customers are here, or in the North, he is every day in our leaf market and rarely a day passes without his having made some purchase of tobacco upon orders of his customers.

J. L. Kemper was a buyer of 700 bales of Vuelta Abajo and Remedios during his late stay with us.

José C. Puente sold 500 bales of Remedios and Partido, as well as Vuelta Abajo.

H. Boasberg has added 600 bales to the stocks of Kaiser & Boasberg while in town.

Perez & Hno. closed out 450 bales of Remedios.

Harry Reichert increased the holdings of the Reichert Leaf Tobacco Co. by 300 bales.

Suarez Hnos. were sellers of 442 bales of Vuelta Abajo and Remedios.

E. H. Gato bought 260 bales of Vuelta Abajo.

Rodriguez, Menendez & Co. turned over 361 bales to their customers.

A. Fader secured 200 bales for his Baltimore factory.

Mark A. Pollack is one of our active commission merchants who seldom is without customers visiting him, or in their absence executing orders from them.

Since the return of Don Maximo Stern, the house of Sylvester & Stern is said to have operated very heavily in buying leaf, but as the different lots have not been examined yet and received in their storehouses, the sellers have not reported their sales.

Alfred P. Hedges, of Benson & Hedges, London, arrived from Knight's Key in the "Governor Cobb," on Wednesday afternoon, March 1st, and was met at the ship by Francis A. Wilson, the deputy chairman of the Henry Clay & Bock & Co., Ltd., whose guest he will be while in Havana. This is Mr. Hedges' first visit to Cuba and he intends to inform himself thoroughly on general conditions prevailing in the cigar factories of Havana at this time.

Receipts of Tobacco From the Country.

For the 2 weeks ending March 4, 1911.		Since Jan. 1, 1911.
3,375 bales	Vuelta Abajo	14,164 bales
177 "	Semi-Vuelta	1,750 "
54 "	Partido	655 "
924 "	Remedios	5,422 "
"	Mayari	375 "
4,530 bales		22,366 bales

ORETANIV.

Bad Weather Hurts Business in 'Frisco.

Wholesale and Retail Trade Affected---Tampa Cigars Arriving in Larger Quantity.

SAN FRANCISCO, Mar. 4, 1911.

CALIFORNIA seems to be getting more than its share of bad weather this year. It has rained all week and last Sunday quite a bit of snow fell in San Francisco and Oakland, the first in several years. Even the farmers are getting tired of the continued downpour, the grain planted at some points having been "drowned out," and cigar dealers, both wholesale and retail, are becoming very anxious for a little sunshine. Local business under these conditions is naturally dull, except around the hotels and on a few of the better corners. The country trade is also quiet, and travelers from local jobbing houses are sending in rather small orders.

One of the matters of general interest in the trade at present is the bill introduced in the State Legislature to prevent the use of slot machines anywhere in the State. A local newspaper created some excitement by publishing a story to the effect that the local cigar trade was endeavoring to block this bill, a statement which is vigorously denied by leading retailers and officers of the Retailers' Association. The machines have not been used in this city for nearly two years, and before that had been excluded from all but one or two outside towns. This bill would not only abolish the slot machines, but would make their ownership a misdemeanor, and applies to all varieties of mechanical devices operating cards or dice. Local dealers, for the most part, are taking no interest in the matter, and while perhaps a few would like to see the machines back again, the whole question is regarded as a dead issue.

Several minor changes in the retail trade have occurred this week, and quite a number of new stands are likely to open during the spring. There are already a good many more stands in operation than last year, but if business is as good as everybody expects there will be room for everybody.

Arrivals of Tampa goods are becoming larger and better in quality all the time, and while the supply is still considerably short of the normal, it is expected that within a few weeks stocks will be in good shape throughout the Coast. The shortage of many lines has been filled by others for the past few months, and it seems pretty certain that the goods which were out of the market have lost some ground that will not be regained without a fight. Nevertheless, the jobbers are getting actively to work on their old lines, and it is likely that the market will absorb all the Tampa goods that can be obtained for some time to come.

Notwithstanding a recent agreement to the contrary, a number of price-cutting retailers are continuing the practice, giving rebate certificates to all purchasers. These certificates are redeemable at ten per cent. of the amount of the purchases. Efforts have been made during many years to prevent such practices, but there have always been a few who thought they would make too much money by selling goods at the established prices.

The various members of wholesale houses who have been in the East are gradually getting back. This week M. A. Gunst and Morgan Gunst, who have been for some time in Europe, returned to the local establishment, and Edward Wolf, of the Edw. Wolf Company, arrived from a long trip through the East.

Last week all the retail establishments in the city got together for a simultaneous display of goods made in California, and many interesting exhibits were shown. Among the most elaborate were those at the Emporium, which included a large assortment of "La Natividad" cigars, made by Frankel, Gerdts & Co., and a bale of their Vuelta tobacco, and a large cigarette display from the John Bollman Company.

H. L. Judell & Co. have secured copyrights on three different brands for cigars, in connection with the Panama-Pacific International Exposition. By this means they expect to boost the Expedition, besides picking up more or less business from other boosters. This house is now getting in "Elisardo" cigars in fairly good quantity, and Emil Judell is keeping busy on the road. This week he has been on a trip through the valley with an excursion of San Francisco jobbers, whose object is to get into closer acquaintance with the retail trade through the country.

E. M. Elam, the local broker, returned last week from a month's stay in New York, having been ill during the greater part of his absence. While in the East he closed considerable business on the "La Giralda" line of Manila cigars, for which he has the representation in the United States. He is now getting in a new line of Manila tobacco for pipe and chewing, which he expects to introduce here.

Julius Bamberger, head of J. Bamberger & Co., took a pleasure trip to Southern California last week.

M. Falkenstein, secretary of S. Bachman & Co., arrived from an Eastern trip a few days ago.

Dray Bros., who control the cigar business on the boats between San Francisco and Vallejo, Cal., have secured a concession for a stand on the Pacific street wharf, adjoining the Pacific Navigation Company's offices. This is regarded as a decidedly good location.

D. Frankel, of Frankel, Gerdts & Co., the local manufacturers, has just returned from Havana.

Geo. R. Webb, cigar salesman for the Coffin-Redington Company, is spending the week at Reno, Nevada.

The corner store in the new Hearst building, at Third and Market streets, has been taken by the United Cigar Stores Company. This corner has for years been one of the most frequented in the city, and as the Hearst Building is being rebuilt on a magnificent scale the opportunity for business could hardly be surpassed. The company already has a stand in the Monadnock Building, nearby.

E. Chalikian, an Armenian, of Exeter, Cal., says he will plant about 150 acres of Turkish tobacco in California this year, conducting experiments in a number of different places.

The Oakland Tobacco Company has been incorporated in Oakland, Cal., with a capital of $25,000, by G. B. Merrill, T. Van Sickle, G. E. Golia and others.

New Southern Alabama Tobacco Company Formed.

TOBACCO raising in Southwest Alabama is growing in popularity and the people of that vicinity evidently believe that an excellent quality of leaf can be grown there. This is illustrated in the fact that recently the South Shore Leaf Tobacco Co. of Robertsdale, Baldwin County, Ala., was incorporated with a capital of $25,000, of which $15.150 was paid in. The following are among those identified with the new enterprise: Stuart B. Rowles, Edwin C. Thompson, Anton F. Faesen, Charles Spieler, Leendert Veth, Frank G. Brunner, J. J. Wood and

New Cigar Vending Company Organized.

THE Miller Cigar Vending Machine Manufacturing Co. was recently organized at St. Louis, Mo., with a capital stock of $50,000 which it is claimed is fully paid. The incorporators of this company were O. F. Miller, Maud C. Miller and Lucille Miller. The object of the new company is to manufacture, buy, sell and deal in vending and other machinery, etc.



NEW YORK.

NEW YORK CITY.

THE market has shown little animation during the past fortnight. Purchases have been made in a hand-to-mouth way only, constituting a routine business. Leaf men attribute this condition to the fact that there is a lack of supply of tobaccos most sought for just now. Even the wrapper question, which had been rather acute, seems now to have lost its most interesting phases, although it is admitted that the visible supply of both domestic and imported wrapper is insufficient to meet the needs which must follow, should the cigar industry continue to enjoy a good output.

The cigar manufacturers, generally speaking, are moderately busy except in a certain few localities, and their apparent indifference to laying in larger supplies of raw material at the present time seems to some incomprehensible.

The market for Ohio tobacco has undergone a mild change, and a slightly increased demand is now noted for all of the several types of leaf grown in that State. Little Dutch has been strongly in evidence, but a buying movement has now also set in for Gebhardt and Zimmer Spanish.

Late advices from Wisconsin indicate a fulfillment of the earlier predictions of a small supply of binder stock; 1909 Pennsylvania is beginning to attract more attention, and the major portion of the 1910 crops has also been secured by packers.

Sumatra importers were naturally pleased at the prospect of securing additional supplies, and the first of the 1910 inscriptions took place at Amsterdam on Friday last. Advance reports cabled to New York after the inspection days, were not quite as pleasing as was hoped for. The offerings of the first inscription consisted largely of leaf light in color and good yielding qualities. Competition, however, was keen, owing to the large number of buyers present. American purchasers were lively bidders, with the result that about 1800 bales were secured for the American market.

The recent reports of the serious effects of the drought in Cuba does not seem to be yet fully realized by the manufacturers. Owing to the drought, a very large supply from the non-irrigated Vuelta region will be largely reduced. The prospects remain more encouraging in Partido section. Inquiries have been coming in more freely, but sales are not showing a much greater volume of business.

PENNSYLVANIA.

PHILADELPHIA.

THE leaf market has been somewhat listless during the past two weeks, and the major portion of the business actually done was consummated only through earnest efforts, rather than the eagerness of manufacturers to secure additional supplies of goods. It is true that the offerings were not large, because present supplies are rather limited. Local packers are somewhat busy in handling 1909 crops, and it is noted that the larger manufacturers are more extensively engaging in the packing of domestic leaf on their own account.

There has been very little doing in Sumatra tobacco, and even the first inscription, which took place last Friday, did not arouse as much interest as was expected. Local houses are still holding moderate quantities of old goods and reports thus far received about the offerings of new goods, indicate that there will probably be a better sale for old goods later on than at the present time.

The Havana market has necessarily been quiet, importers have only moderate offerings to make, and the prospects for larger supplies of new goods are at present not very encouraging.

LANCASTER.

A somewhat larger volume of business than has been reported at any time since New Year, was done in this market lately in 1909 goods. Prices ranging all the way from 14½c. to 18½ cents per lb. This included one transaction of 600 cases purchased by a large Western house. For some months a prejudice existed against 1909 goods, but this is now being happily overcome, as manufacturers are getting more thoroughly familiar with the real merits of that year's crops. The burning qualities was the chief cause of complaint.

A very careful test was made by a packer last week in the presence of the writer, when it was demonstrated that the 1909 tobaccos of the packing referred to would hold fire for a period of seven minutes, which is really showing an article of greater combustion than is usually required. Once that this fact can become thoroughly established, the 1909 tobacco will be more eagerly sought for and will certainly be needed, because a very small amount of older goods can now be found in this market.

Of the 1910 crop, from 90 to 95% has been purchased by packers, and it is believed that fully 80% has been delivered to warehouses, every one of which is now in full operation. Quite a few holdings of 1910 tobaccos which were purchased by what are called country packers, have been sold to second hands. Such an instance was recently reported in the sale of 375 cases, which were purchased by an Ohio manufacturing concern from a local packer at Mount Joy.

OHIO.

DAYTON.

ALTHOUGH now engaged in handling 1910 crops of tobacco, the leaf tobacco men of this city, as members of the Ohio Leaf Tobacco Packers' Association, recently took a night off and engaged in an evening of jollification. It was the occasion of the third annual banquet of the association, and was held at the Phillips House on February 28, when from fifty to sixty guests enjoyed a sumptuous menu, and were very well taken care of by the banquet committee of the association, which consisted of Walter M. Brenner, C. S. Billman and W. J. Lukaswitz. After a number of toasts had been responded to, there were also several interesting impromptu talks given by A. H. Reeder, of the Miami Valley Leaf Tobacco Company, and Carl Wobbe, of Rose & Wobbe, of New York.

MIAMIASBURG.

Both Zimmer Spanish and Gebhardt tobaccos are now attracting greater attention among packers, who, finding that the crops had cured nicely, have engaged more extensively in their purchase. In this vicinity the movement of Little Dutch tobacco has been rather weak, but this is a condition that is likely to change at almost any time.

WISCONSIN.

EDGERTON.

LEAF dealers are still engaged in picking up the now widely scattered crops of 1910 tobacco, but the movement is also fast drawing to a close, because only a very small percentage of the crops remain in growers' hands, and, by reason of the competition recently developed, it will soon have all been purchased. Prices have been fairly well maintained during the past week, and weather and road conditions have both been favorable to accelerating the operations. Warehouse work is progressing steadily, the only drawback being a lack of help in some instances.

The market for old leaf has remained quiet and only moderate-size transactions have been consummated. Shipments have been rather below the normal quantities.

STOUGHTON.

The tobacco warehouses here have been in steady operation for some weeks. Three of these warehouses are employing at least 350 female helpers, to whom employment is afforded during nearly one-half of the year. Recent deliveries at the warehouses of the American Cigar Company, Cullman Brothers, of New York, and local houses, will be sufficient to keep operations going on steadily for several weeks to come.

VIROQUA.

Deliveries of tobacco have been coming in thick and fast during the past two weeks. Road conditions, however, have been very unfavorable and this has retarded the progress of the work very greatly. If there had been good roads the 1910 crop would probably have been all delivered to local warehouses by this time.

NEW ENGLAND.

HARTFORD.

ABOUT 2000 acres of land are to be devoted to the cultivation of shade-grown tobacco this year. It is estimated that there were about 500 acres under shade last year. This would indicate that not far from 15,000 bales, estimating only 1200 lbs. to the acre, constituting an entire crop of 2,400,000 lbs., would be the result of this year's operations. The following is an estimate made by Marcus L. Floyd, of the Connecticut Tobacco Corporation, at Tariffville, of the various sections of shade-grown acreage:

Windsor, 500; Suffield, including lands extending into Windsor Locks and Feeding Hills, Mass., 240; South Windsor-Manchester, 100; East Windsor, 50; Hazzardville, 100; Granby-East Granby, 400; Bloomfield, 400; Avon, 100; Simsbury (including Tariffville), 300.

MANCHESTER.

Ten new sheds are being erected by the Connecticut Sumatra Tobacco Company to house their extensive acreage, which is contemplated for this year. Boarding houses are also to be built in the vicinity of the farms, to save the annoyance of having to haul help several miles each day.

SPRINGFIELD.

There continues to be a hunt for desirable farms in various towns in the Connecticut Valley tobacco region for the further development of the shade-grown industry, but only a very few sales of tobacco lands in this vicinity have been reported. The fact remains that the several syndicates operating largely in this section had options pretty well consummated before the general public received a clear intimation of the comprehensive nature of shade-grown plants.

Buyers are picking up the few unsold crops of 1910 tobacco, and, in some instances, slightly higher prices have been paid than were offered at the beginning of the year, and yet the revised figures are hardly up to the prices offered in the early fall. Most of the warehouses have several weeks' work ahead of them in assorting and packing.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

B. A. C. H. (with design as per illustration.):—21,791.



For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 28, 1911. Welcher Bros., New York.

LOXON:—21,792.
For cigars, cigarettes, chewing and smoking tobacco. February 28, 1911. Wm. Steiner, Sons & Co., New York.

ROYAL CIRCUIT:—21,793.
For cigars, cigarettes, chewing and smoking tobacco. February 28, 1911. Wm. Steiner, Sons & Co., New York.

JUMP SPARK:—21,794.
For cigars, cigarettes, chewing and smoking tobacco. February 28, 1911. Wm. Steiner, Sons & Co., New York.

BURNMITE:—21,795.
For cigars, cigarettes, chewing and smoking tobacco. February 28, 1911. Wm. Steiner, Sons & Co., New York.

LUCKY SHIELD:—21,796.
For cigars, cigarettes, chewing and smoking tobacco. February 28, 1911. St. Louis Cigar Box Co., St. Louis, Mo.

PANORO:—21,797.
For cigars, cigarettes and cheroots. February 28, 1911. John C. Herman & Co., Harrisburg, Pa.

MARS HILL:—21,798.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 1, 1911. Brinker & Habeney, Indianapolis, Ind.

THE MARS HILL:—21,799.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 1, 1911. Brinker & Habeney, Indianapolis, Ind.

ESTUDILLO:—21,800.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 28, 1911. Wm. Knapp & Co., San Francisco, Cal.

GO-BANG:—21,801.
For cigars, cigarettes and cheroots and smoking tobacco. February 28, 1911. Ollesheimer Bros., Detroit, Mich.

LA TROPICAL DE CUBA:—21,802.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. February 28, 1911. Schmidt & Co., New York.

DOUBLE HEADER:—21,803.
For cigars, cigarettes, chewing and smoking tobacco. February 28, 1911. The Moehle Lithographic Co., Brooklyn, N. Y. Re-registration.

SURETY CIGAR CO.:—21,804.
For a firm name. February 28, 1911. Surety Cigar Co., Detroit, Michigan.

AUSTRALIAN IMPORTS:—21,805.
For cigars, cheroots and stogies. February 28, 1911. Mazer Cigar Co., Detroit, Mich.

JAVA IMPORTS:—21,806.
For cigars, cheroots and stogies. February 28, 1911. Mazer Cigar Co., Detroit, Mich.

THE NEW EXCHANGE SPECIAL:—21,807.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Feb. 28, 1911. James S. Robinson, Memphis, Tenn.

FLORA DE GRANDA:—21,808.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 28, 1911. Klingenberg Bros., New York.

AGUILA NOBLEZA:—21,809.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 28, 1911. Klingenberg Bros., New York.

EAGELITA:—21,810.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 28, 1911. Klingenberg Bros., New York.

LADY DECIES:—21,811.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 28, 1911. Klingenberg Bros., New York.

ENDITA:—21,812.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 28, 1911. Klingenberg Bros., New York.

LA SOMANTA:—21,813.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. February 28, 1911. Alvarez & Garcia, New York.

CUBAN FANCY:—21,814.
For cigars, cigarettes, chewing and smoking tobacco. March 2, 1911. The Moehle Litho. Co., Brooklyn, N. Y. (Re-registration.)

CUBAN FAIRY:—21,815.
For cigars, cigarettes, chewing and smoking tobacco. March 2, 1911. The Moehle Lithographic Co., Brooklyn, N. Y. (Re-registration.)

ELIMINATOR:—21,816.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 2, 1911. Geo. C. Knight, Chicago, Ill.

COLONITA:—21,817.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 2, 1911. Klingenberg Bros., New York.

HENRY RAEBURN:—21,818.
For cigars, cigarettes, chewing and smoking tobacco. March 3, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

THE HEWER:—21,819.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 2, 1911. American Lithographic Co., Brooklyn, N. Y.

CALLANS BROS. SPECIAL:—(With design as per illustration.) 21,820.



For cigars, cigarettes, chewing and smoking tobacco. March 2, 1911. Callans Bros., Chicago, Illinois.

BO-LANT:—21,821.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 2, 1911. Fox Bros., Napoleon, Ohio.

PITTSBURGH MILLIONARES' SMOKERS:—21,822.
Forcigars, cigarettes, cheroots and stogies. March 2, 1911. The Wabash Cigar Co., Pittsburgh, Pa.

LA MURINE:—21,823.
For cigars, cigarettes and cheroots. March 2, 1911. Adolph Hirtenstein, New York.

HURON SPECIAL:—21,824.
For cigars, cigarettes, chewing and smoking tobacco. March 2, 1911. Huron Cigar Co., New York.

RATHBRO:—21,825.
For cigars, cigarettes, cheroots and stogies. March 3, 1911. Walter D. Hanson, Manchester, Md.

No. 21,826—Not issued

CITY RULER:—21,827.
For cigars. March 3, 1911. E. E. Herrman & Bro., Steelton, Pa.

KING LEADER:—21,828.
For cigars. March 3, 1911. E. E. Herrman & Bro., Steelton, Pa.

LEO LEADOR:—21,829.
For cigars. March 3, 1911. E. E. Herrman & Bro., Steelton, Pa.

PEGGY:—21,830.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 3, 1911. W. M. Siers, Wilkes-Barre, Pa.

TED & TOM:—21,831.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 3, 1911. W. M. Siers, Wilkes-Barre, Pa.

BRIGHT SPOT:—21,832.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 3, 1911. C. W. Morgan, Paterson, N. J.

LA-AL-KO:—21,833.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 3, 1911. Al-Ko Cigar Co., Mechanicsburg, Pa.

JURIST FIELD:—21,834.
For cigars, cigarettes, chewing and smoking tobacco. March 3, 1911. Schmidt & Co., New York.

ARTMONT:—21,835.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 3, 1911. American Lithographic Co., New York.

REY DEL ARTES:—21,836.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 3, 1911. American Lithographic Co., New York.

NOWANA:—21,837.
For cigars, cigarettes and cheroots. March 3, 1911. A. C. Henschel & Co., Chicago, Ill.

GLENSIDE ROSE:—21,838.
For cigars. March , 1911. O. K. Sechrist, Glenside, Reading, Pa.

MR. PECK:—21,839.
For cigars, cigarettes and cheroots. March 7, 1911. W. H. Grimm, Windsor, Pa.

MISSES PECK:—21,840.
For cigars, cigarettes and cheroots. March 7, 1911. W. H. Grimm, Windsor, Pa.

DEACON BROWN:—21,841.
For cigars, cigarettes, cheroots and stogies. March 7, 1911. Gustav A. Moebs & Co., Inc., Detroit, Mich.

ROBIDOUX:—21,842.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 7, 1911. Shields-Wertheim Co., Cleveland, O.

R. G. DUN:—21,843.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 7, 1911. Bernard Schwartz, Detroit, Mich.

BYSOM:—21,844.
For cigars, cigarettes, cheroots and stogies. March 7, 1911. L. H. Hoffmann, Bridgeport, Ohio.

OKLAHOMA ENTERPRISE:—21,845.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 7, 1911. A. Lewis, Norman, Okla.

OKLAHOMA INDUSTRY:—21,846.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 7, 1911. A. Lewis, Norman, Okla.

MUNICIPAL BRIDGE:—21,847.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 7, 1911. F. Tontrup, St. Louis, Mo.

LA FLOR DE KASTOR ADVERTISER:—21,848.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 7, 1911. Thomson & Ledger, St. Louis, Mo.

KAROLEUKO:—21,849.
For Russian cigarettes. March 7, 1911. Oscar Schein, New York.

KNYAZ LOBANOFF:—21,850.
For Russian cigarettes. March 7, 1911. Oscar Schein, New York.

KNYAZ DOLGORUKY:—21,851.
For Russian cigarettes. March 7, 1911. Oscar Schein, New York.

KNYAZ ALEXIS:—21,852.
For Russian cigarettes. March 7, 1911. Oscar Schein, New York.

ALL LIKEK IT:—21,853.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 7, 1911. Louis Weinberger, New York.

DAY LETTER:—21,854.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 7, 1911. American Lithographic Co., New York.

KEYNOTE:—21,855.
For cigars, cigarettes and cheroots. March 7, 1911. Petre, Schmitz & Bergmann, Philadelphia, Pa.

OLD PUT:—21,856.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 8, 1911. Williamson & Brower, Xenia, O.

GENERAL PUTNAM:—21,857.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 8, 1911. Williamson & Brower, Xenia, O.

MATHIAS RINGMANN:—21,858
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 8, 1911. Clestino Costello & Co., York, Pa.

WALTER THE FIRST:—21,859.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 8, 1911. Walter R. Eagle, Chicago, Ill.

WALTER THE SECOND:—21,860.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 8, 1911. Walter R. Eagle, Chicago, Ill.

TRES CEBONAS:—21,861.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 9, 1911. V. Mancebo Muina & Co., New York.

EL NIVEL:—21,862.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 9, 1911. V. Mancebo Muina & Co., New York.

CORN BELT:—21,863.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 9, 1911. H. G. Ritter & Co., St. Louis, Mo.

HUMANIST:—21,864.
For cigars, cigarettes, cheroots, chewings and smoking tobacco. March 9, 1911. American Lithographic Co., New York.

ESTACION DE HABANA:—21,865.
For cigars, cigarettes, cheroots, chewings and smoking tobacco. March 9, 1911. American Lithographic Co., New York.

LADY JOY:—21,866.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 10, 1911. American Lithographic Co., New York.

CURAN OAK:—21,867.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 10, 1911. American Lithographic Co., New York.

SPANISH OAK:—21,868.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 10, 1911. American Lithographic Co., New York.

HAVANA OAK:—21,869.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 10, 1911. American Lithographic Co., New York.

TRI-OAK:—21,870.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 10, 1911. American Lithographic Co., New York.

WHITE BUD:—21,871
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 10, 1911. American Lithographic Co., New York.

MISS PERT:—21,872.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 10, 1911. American Lithographic Co., New York.

LOUIS D' BRANDIES:—21,873.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 10, 1911. American Lithographic Co., New York.

HARRISON FISHER:—21,874.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 10, 1911. American Lithographic Co., New York.

ALLOWANCE:—21,875.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 10, 1911. American Lithographic Co., New York.

KITTY HYDE:—21,876.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

CUPIDS COURT:—21,877.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

GEORGE ROSE:—21,878.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

MARY GROSS:—21,879.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

SIR FRANCIS BULLER:—21,880.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

PRINCE CONSORT:—21,881.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

KNIGHT OF THE GARTER:—21,882.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

BARON RIXLEY:—21,883.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

BONA DE SAVOY:—21,884.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

EDWARD DENISON:—21,885.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

ESTEBAN:—21,886.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

HENRI DUNANT:—21,887.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

LADY FOLLY:—21,888.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

MAIOR NEVINS:—21,889.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

SIR IOHN BANKS:—21,890.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

GOOD STORY:—21,891.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

TOM BEST:—21,892.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

CHAS. BELL:—21,893.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

PATMORE:—21,894.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

OLD SARUM:—21,895.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

OLD PRETENDER:—21,896.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

BARON ANSON:—21,897.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

IMPERIAL GEORGE:—21,898.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

DUKE OF FLORENCE:—21,899.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

JOHN PLAYFAIR:—21,900.
For cigars, cigarettes and cheroots. March 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

MIKE'S SPECIAL:—21,901.
For cigars. March 11, 1911. Harry O. Green, Napoleon, Ohio.

CYGNI:—21,902.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 11, 1911. Louis W. Keyer, Dayton, O.

EXHIBIT A:—21,903.
For cigars, cigarettes and cheroots. March 11. 1911. Cole Lithographic Co., Chicago, Ill.

SPRING FAVORITE:—21,904.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 11, 1911. Chas. R. Hershey, Spring Forge, Pa.

SPAGHETTI CLUB:—21,905.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 11, 1911. Lavello Cigar Co., Chicago, Ill.

HOTEL JEFFERSON:—21,906.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 11. 1911. Jobst-Bethard Co., Peoria, Ill. Re-registration.

SKI:—21,907.
For cigars, cigarettes, chewing and smoking tobacco. March 11, 1911. American & West Indies Cigar Co., New York.

WALTER EAGLE:—21,908.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 13, 1911. Walter Eagle, Chicago, Ill.

LA FLOR DE SANTURCE:—21,909.
For cigars, cigarettes, chewing and smoking tobacco. March 13, 1911. Louis E. Newman & Co., New York.

LA ROSA DE SANTURCE:—21,910.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 13, 1911. Louis E. Neuman & Co., New York.

MI LEDA:—21,911.
For cigars, cigarettes and cheroots. March 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

SIGNADAD:—21,912.
For cigars, cigarettes, cheroots. March 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

SPORUS:—21,913.
For cigars, cigarettes and cheroots. March 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

RUBY KNIGHT:—21,914.
For cigars, cigarettes and cheroots. March 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

GET Z BEST:—21,915.
For cigars, cigarettes and cheroots. March 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

OPAL QUEEN:—21,916.
For cigars, cigarettes and cheroots. March 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

IVORY DOME:—21,917.
For cigars, cigarettes and cheroots. March 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

OLAMA:—21,918.
For cigars, cigarettes and cheroots. March 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

THE REASON:—21,919.
For cigars, cigarettes and cheroots. March 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

DEEP PURPLE:—21,920.
For cigars, cigarettes and cheroots. March 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

KRIPPLES:—21,921.
For cigars. March 13, 1911. T. E. Brooks & Co., Red Lion, Pa.

VO-LANT:—21,922.
For cigars, cigarettes and tobacco. March 13, 1911. Fox Bros., St. Louis, Mo.

NO. 42 RUFFS:—21,923.
For cigars, cigarettes and tobacco. March 13, 1911. Guilfoyle Cigar Co., Binghamton, N. Y.

NO. 203 RUFFS:—21,924.
For cigars, cigarettes and tobacco. March 13, 1911. Guilfoyle Cigar Co., Binghamton, N. Y.

LADY ABBEY:—21,925.
For cigars, cigarettes, cheroots and tobacco. March 13, 1911. La Vello Cigar Co., Chicago, Ill.

KABRO SMOKERS:—21,926.
For cigars, cigarettes, cheroots and tobacco. March 13, 1911. La Vello Cigar Co., Chicago, Ill.

COLONEL GOOD:—21,927.
For cigars, cigarettes, cheroots and tobacco. March 13, 1911. Chicago Box Co., Chicago, Ill.

LOARTHA:—21,928.
For cigars. March 13, 1911. William Rotchford, Chicago, Ill.

TRANSFERS.

KOUNTY KOUNCIL:—21,257.
For cigars, cigarettes and cheroots. August 12, 1908, by A. C. Henschel & Co., Chicago, Ill., has been transferred to Sam. J. Bufkin, New Castle, Ind., Feb. 28, 1911.



IN the death of W. G. Church, Toledo, Ohio, recently lost one of its most prominent wholesale dealers. He was 71 years of age and born in Cleveland, coming to Toledo when a young man. At an early age he entered the employ of Secor-Berdan Wholesale Grocery Company, whom he represented as traveling salesman for thirty years. In 1898 Mr. Church, in connection with George G. Sinclair, George S. Harnit and J. P. McConnell, established the Church & McConnell Company. He is survived by a widow and three sons, Frank A. Church, of Toledo, and Norman Church, of California.

Captain Thomas H. Wells, a noted cigar dealer of St. Louis, died recently of pneumonia. He was well known among the members of the Merchants' Exchange in that city, and for years had been a purveyor of somes to grain brokers and other prominent business men of that city from a store that was only eight feet square. He had traveled much, crossed the Atlantic 60 times, and had been in the Civil War. A wound in the ankle, received in the battle of Petersburg, made him a cripple, and in his later years he suffered much from rheumatism and walked only with the aid of crutches.

During one of his visits to England, he studied the inscriptions on old tomb-stones and a paraphrase of one of them served as a sign in front of his cigar stand; it read:

"Young man, pause as you pass by,
As you are now, so once was I;
As I am now, so you will surely be,
So give a share of your trade to me.

He left a widow and four married children.

Joseph T. Lowry, a well-known tobacco man of Detroit, who was formerly identified with Scotten, Lovett & Co., and later with the Jno. J. Bagley Co., died recently at his residence, 114 Josephine street, after a lingering illness. He was a one time councilman and later an alderman, and is survived by a widow and one daughter.

Frank L. Bradford, only son of A. L. Bradford, of the Bradford Cigar Co., of Tulsa, Okla., died some days ago at Jackson, Michigan, at the age of twenty-nine years. When young Bradford was eighteen years of age, he was started by his father on the wholesale notion and cigar wagon and contineud for four years until his health failed him, when he went to Los Angeles, Cal., and had apparently full recovered his health, and his sudden death was a severe shock to his father and friends.

CORRECTIONS.

CHIEF HORAN:—21,317.
For cigars. January 3, 1911. Louis Silverman, LaGrange, Ill. Should read for cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco.

ASSISTANT CHIEF BURROUGHS:—21,318.
For cigars. January 3, 1911. Louis Silverman, LaGrange, Ill. Should read for cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco.

MONTE LANO:—21,964.
For cigars, cigarettes and cheroots. Feb. 21, 1911. Dorr Cigar Factory, Augusta, Fla., should be "Monte Sano" registered by the Dorr Cigar Factory of Augusta, Ga.

CANCELLATION.

ROYAL DUKE:—21,862.
For cigars, cigarettes, chewing and smoking tobacco. Feb. 24, 1911. The Moehle Lithographic Co., Brooklyn, N. Y., has been cancelled.

THE MUCH NEEDED HAS ARRIVED

A Beautiful Crop of

Sumatra Tobacco

We have Purchased at the First Inscription the well known marks

DELI MY / A.
R D M / ARNHEMIA DELI.

Extremely Light Colors
Exceptionally Fine Quality
Wonderful Yield

Samples Ready March 23.

H. Duys & Company

170 Water Street, New York

The Leading Sumatra House

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

L. L. SCHLOSS,
CIGAR BROKER,
29 Randolph Street, Chicago, Ill.
Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

HARRY L. ROBY, Leaf Tobacco Broker
21 Emmet St., Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e.

ADVERTISING MANAGER—Thoroughly experienced in organizing and managing effective sales and advertising campaigns. Would connect with a manufacturer of high-grade cigars who has unwavering confidence in his product. Address Publicity, care of Tobacco World. 1-15-tf.

CIGAR MANUFACTURER'S OPPORTUNITY.
Commodious building at Ziegierville, Pa., with plenty of help. Conveniently near Philadelphia. Moderate terms to good tenant. Apply American Ice Co., 6th and Arch streets, Philadelphia. 2-1-tf.

PIPE FOR IRRIGATION PURPOSES.
We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
167 South St., New York City. 3-15-tf.

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A SPECIAL package of "Coronation Cigars" is being put up under the "La Corona" by the La Corona factory, of Havana, and when the first shipment of the goods was received in England, they were disposed of almost as soon as they landed in London. Owing to the tremendous demands for these goods, Messrs. W. Klingenstein & Co., Ltd., who were the consignees, at once cabled to the La Crona factory a "carte blanche" order to ship all the cigars that could possibly be produced in the "Coronation" packing and delivered in London in time for the coronation celebration. For these "Coronation" cigars, there was made a special selection of tobacco from the most celebrated vegas of the Vuelta Abajo district and which cannot be surpassed in aroma, splendid colors, and fine workmanship. These goods are packed in boxes of twenty-five cigars each under the usual "La Corona" mark, but on the inside cover a specially designed label or vista exhibits the pictures of their majesties, King George V and Queen Mary in reproduction of ivory minatures together with a representation of Windsor Castle, while the inside flap, or boffeton, shows Buckingham palace. The lithographic color plate for the portrait medalions were specially engraved for this use, and the portraits are most artistic, clear and life-like. The colors employed for these special "Coronation" box trimmings are purple, white and gold, giving an en semble both rich and pleasing, and the band on each cigar shows a miniature portrait of his majesty, King George V.

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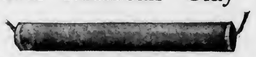
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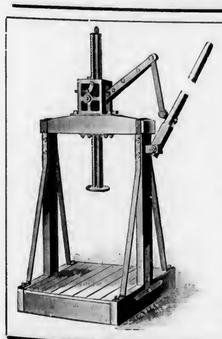
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¶ The bidding system on a product like printing, which is yet to be made and which you cannot see when comparing "guesstimates" is not the best policy.

¶ The best results, the greatest economy and the highest satisfaction are achieved by dealing with a reliable firm, well known for its fair prices, and square dealing, stylish work, prompt service, full count and courteous treatment.

¶ Our 30 years of experience catering to the CIGAR BOX TRADE insures this

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NEW YORK.

CHICAGO. CINCINNATI

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The NEW HOME of SANCHEZ y HAYA

Factory No 1 Established 1867 TAMPA, FLA.



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HAVANA, CUBA

Manufacturers of the "SOL" Brand

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Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

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76½ Pine Street, New York City

Key West Cigars are the Standard of the Century

Trujillo & Company

Factory No. 111

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28 Sizes—Absolutely Clear Havana Goods.
4 Sizes—Key West Smokers.

Leading Brands—**Boquet de Trujillo, Polonius**

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Manufacturers of Strictly Clear Havana Cigars

Ramon Fernandez, Pres.

J. J. Fernandez, Sec'y & Treas.



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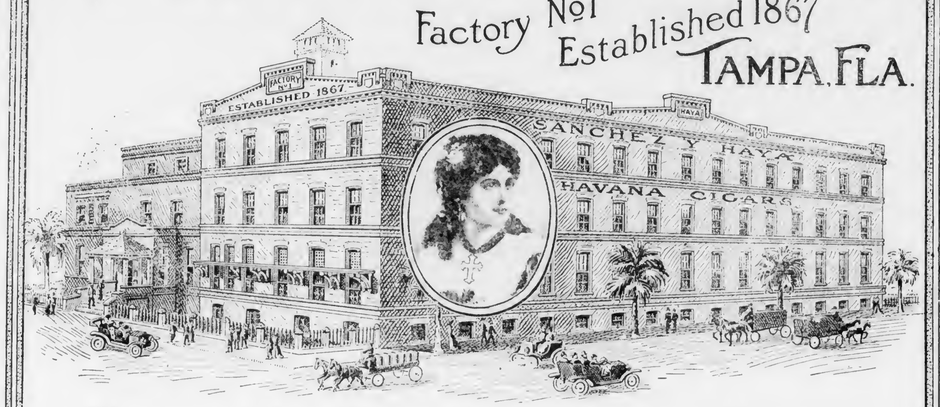
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INTENTIONAL 2ND EXPOSURE

Quality Paramount

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H. UPMANN HABANA

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82 Wall Street - New York

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The World's Standard Cigar

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The Real Independent Factory in Havana

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Clear Havana Cigars

Should be Strongly Represented in Your Stock

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REY EDUARDO

An extremely rich bouquet, but pleasing and mild in character.



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Robert Burns

MILD

10c. Cigar

"The Quality is Mild but The VALUE IS STRONG"

Straiton & Storm Co.

NEW YORK

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1911

Souvenir Number

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Horticultural Hall
Philadelphia

April 10th to 15th, 1911

ESTABLISHED 1881 Vol. XXXI No. 7

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
41 Union Square, New York





For One Hundred Years the Old Reliable

Nothing as good for Pipe or Cigarette.
Sells for 5 Cents

Frishmuth Bro. & Co., Inc., Philadelphia

In Production

Experience + Brains = Quality

Quality speaks for itself. **Quality** in your offerings means **success** in your **business:** you get it in the superlative degree when you handle our products and the numerous letters of commendation we receive from satisfied distributors attest this fact beyond argument.

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Stogies, 3 for 5c.
Red Demon
Our Special Dutch
Our Little Havanas

Cigars, 3 for 5c.
Ducico
Indemnity Bond
County Fair

Cigars, 2 for 5c.
Capt. Sam Brady
Pittsburg Girls
Lenawee Bouquet

These are "leaders": we are unable to enumerate many others in this limited space, but upon request will send you samples of those lines adapted to the special requirements of the trade in your particular territory.

Want Us to Do So?

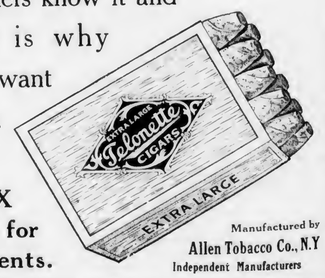
"Never put off until tomorrow what you can do today."

The Duquesne Cigar Co. of Pittsburg, Pa.

Telonette

THE HAVANA BLEND CIGAR

Telonettes are the best value in the line of Short Smokes. They are longer and better than any other. Smokers know it and that is why they want them.



BOX of 10 for 15 cents.

Manufactured by
Allen Tobacco Co., N.Y
Independent Manufacturers

SAN TELMO CIGAR MFG. COMPANY

DETROIT

"Quality Creators"

MAKERS OF THE WELL KNOWN

Pastora and San Telmo

Ten Cent Cigars

Also Such Popular Nickel Brands as

Court Royal
Velinda
Judge Howell
White Beauty
San Telmo Record
Little San Telmo
Washington's Cabinet
El Hado
Puravana
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And Others, Including Many Famous Private Brands

Made in Detroit

"Where Life is Worth Living"





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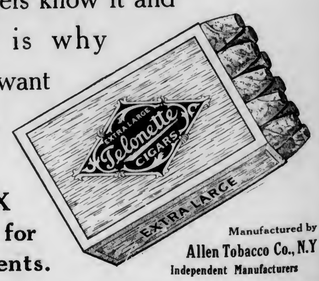
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"Quality Creators"

MAKERS OF THE WELL KNOWN

Pastora and San Telmo

Ten Cent Cigars

Also Such Popular Nickel Brands as

Court Royal
Velinda
Judge Hotwell
White Beauty
San Telmo Record
Little San Telmo
Washington's Cabinet
El Hado
Puravana
La Resta

And Others, Including Many Famous Private Brands

Made in Detroit

"Where Life is Worth Living"

INTENTIONAL 2ND EXPOSURE

This is Positively the Last Chance

You Will Have to Get Space in

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To be Held in HORTICULTURAL HALL, Philadelphia

April, 10th to 15th, 1911

We erect and prepare booths ready to occupy

Write for Space at our Expense Delay is Fatal, Do it Now

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925 Lafayette Building, Philadelphia

"As You Like It"

Key West Cigars In 33 Sizes.
As Fine as Imported; About Half the Price



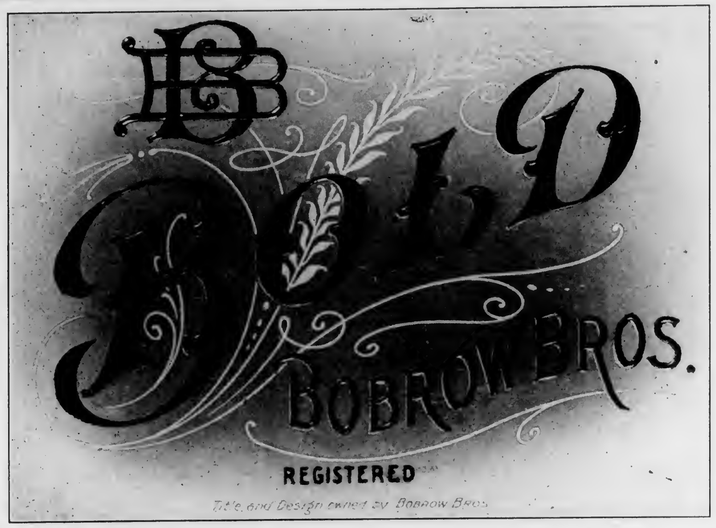
Sold by all First-Class Cafes, Hotels and Dealers

GODFREY S. MAHN

Eleventh and Chestnut Sts.
Mint Arcade

Philadelphia

No. 6 Wall Street
New York



The Bold

5c. Cigars

Are now on show in 1500 of the best retail establishments in Philadelphia. The quality has heretofore been the only advertising.

A display of Bold cigars will insure more business.

BOBROW BROS., Makers, 2d & Arch Sts., Philadelphia

Correspondence with real live dealers invited. We have an interesting proposition.

PENT'S TAHOMA

5c. Cigar

Pleasing to the smokers who want a good cigar and good enough to bring them back for more.

If your competitor doesn't sell Tahoma Cigars and you do you'll draw on his trade.

PENT BROTHERS, Manufacturers
PHILADELPHIA

AT THE HEAD

of the Stairs

Booths 30-31-32



44 CIGAR CO MAKERS

ADLON

DEAR SIR:

If you realized the exceptional advantages that the Adlons present to you in securing of new business, and would witness the enthusiasm of the fortunate dealers now handling them, you would get in touch with us, and write without another moment's delay.

This brand is a revelation to the trade. So far superior to anything ever produced in the way of clear Havana filler and Sumatra wrapper, to sell at 10c. straight, and 3 for 25c. that you have but to see it, to recognize its sterling worth.

We will be pleased to mail you samples upon request, and have you judge for yourself.

Respectfully yours,
"44" CIGAR COMPANY.



LIPSCHUTZ
44
CIGARS

Betsy Ross

The Five Cent Cigar That Makes Good and Stays Good

BETSY ROSS



BETSY ROSS

If you want to Know More About this Trade Builder, Mr. Dealer

Write To-day to

A. S. VALENTINE & SON

Founded 1848

Broad and Wallace Streets, Philadelphia

¶ ***Discriminating retailers*** have long since drawn the line between 5c. cigars that sell like hot cakes for a while then drop out of sight, and those which sell steadily, increasing in demand.

¶ Such dealers know that they can always turn their stock of **ROIG'S** cigars—whose long established reputation for uniform high quality have made them active and reliable merchandise.

¶ When you want a cigar that will "make good" PERMANENTLY remember our address.

ANTONIO ROIG & LANGSDORF

PHILADELPHIA, PA.

See the Exhibit of

Leda

CLEAR HAVANA CIGARS

TAMPA, FLA.

at Horticultural Hall, Phila.,

April 10th to 15th, 1911.

BOOTH NO. 4.

Made in Tampa from the Cream of Havana Tobaccos and under the most favorable condition. The ***Leda*** cigars have maintained high favor with dealers in high class goods.

T. H. HART & CO.

Havana Cigar Importers

12th & Walnut Sts., Philadelphia

J. HARVEY McHENRY

Manufacturers' Agent for the Sale of Independent Goods Exclusively. . . .

Representing:

Strater Bros. Tobacco Co., Louisville, Ky. Plug and Smoking Tobacco.

Vaughan-Ware Tobacco, Richmond, Va.

Royal Ascot Cigarette Co., New York, Cigarettes.

Marcus Feeder Cigar Co., Cleveland, O.

Independent Tobacco Co., Pittsburg, Pa.

Blue Jay Tobacco Co., Philadelphia, Stogies.

S. Monday & Sons, Brooklyn, N. Y., Package Goods.

M. Kinports Cigar Mfg. Co., Manheim, Pa., Cigars.

Illinois Match Co., Joliet, Ill.

Queens Match Co., Clifton, N. J., Matches.

Dealers can profit by communicating with me concerning their wants.

SALESROOMS AND OFFICES

152 N. Third Street, Philadelphia, Pa.

TRADE A&G MARK

REG. U. S. PAT. OFF.

Did you ever realize that "time is money"?

Save time by asking at once for

Alvagar Cigars

THEY MAKE YOU RICH

Alvarez & Garcia

MANUFACTURERS OF

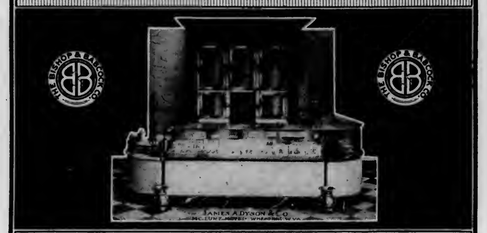
Finest Porto Rican Cigars

Factories:
Caguas, San Lorenzo
Porto Rico

Plantation, Caguas, P. R.

Offices and Salesroom
128 Water and 81 Pine St.
New York

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY
525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

---

Duncan & Moorhead
Inc.
Manufacturers
Factory 20, Key West
Main Office
606 Chestnut Street
Philadelphia

Famous Original 10c. Blunts.

CLEAR HAVANA

Marcello

Key West Cigars

Made in 30 Sizes From 5c. to 20c.

Importers of Havana Cigars

BARON~GRAY



A Five Cent Cigar "Good Till the Last Puff"

Fine Proposition for Live Wholesalers and Distributors

WRITE TO-DAY TO
W. R. WALLASTON
Manufacturer - - DAYTON, OHIO

CENTRAL UNION



No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.



Philip Morris & Company's

English Mixture

The result of an art known long before the "Mayflower"

Cut Plug

Aroma—lots of it! There has been no emancipation from traditions.

Both retail $2.00 the lb. in tins, 25c, 50c and $1.00.

Need we say much about quality to you? Our name—rather quality—has been and is standardized. It's worth linking up with.

We will quote you—your jobber can do the rest. Write—

PHILIP MORRIS & CO.
402 W. Broadway, New York City
Factories:
New York Montreal London Cairo

For Gentlemen of Good Taste

San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

Are They in Your Show Window?

Five Cents **PULLIAM CIGARS** Five Cents

Please Particular People

A masterpiece in fine nickel goods, and a revelation in quality and excellence.

Made by
HERMAN WARNER & CO.
YORK, PA.
Write Us To-day—It'll Pay

THE MUCH NEEDED HAS ARRIVED

A Beautiful Crop of

Sumatra Tobacco

We Have Purchased Up to Date 1000 Bales

Extremely Light Colors
Exceptionally Fine Quality
Wonderful Yield

H. Duys & Company

170 Water Street, New York

The Leading Sumatra House

EL BORITA

The Pride of Philadelphia

Dealers who have sold EL BORITA 5 Cent Cigars know that they *draw trade and hold it.* Are you a wise dealer. If so, order EL BORITAS and watch your business grow. . . . . .

HERE IS THE WINNING PACKAGE

Made of the Best Domestic Leaf by Skillful Hands in Clean Factories.



Banded and Put up in Attractive Boxes. Tastes & Looks like a Cigar Twice the Price.

Other Leading Brands

LAVOCA
10c. to 50c.

LATONIA
10c.

John Steigerwald & Company
Main Office, Twentieth & Tioga Sts., Philadelphia

El Wadora CIGARS

Looks like - - - 15c.
Smokes like - - 10c.
Sells for - - - 5c.

We have some territory open which Live Jobbers should take advantage of.

Sig. C. Mayer & Company
Makers
515-517-519-521 Lombard Street
PHILADELPHIA
Factory No. 15, Philadelphia, Pa.
Factory No. 1, Red Hill, Pa. Factory No. 41, Perkasie, Pa.
Factory No. 153, Shelly, Pa. Factory No. 26, Sumneytown, Pa.
Factory No. 57, Ephrata, Pa. Factory No. 21, Geryville, Pa.

THE CIGAR THAT MADE PHILADELPHIA FAMOUS!

A reputation of more than forty years standing is a Guarantee that all **GENUINE**

Juan F. Portuondo

CIGARS

are maintained by their **QUALITY.**

"THEY HAVE NO EQUAL"

Established 1869
Incorporated 1893

Juan F. Portuondo Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA

The Signature is on every box

Highest Grade of All Havana Cigars



Made in Thirteen Sizes of the Most Popular Shapes

For prices and other particulars address
I. M. HERNANDEZ, Maker. **1714 Columbia Ave., Philadelphia**

BUILD YOUR TRADE ON QUALITY

A Five-Cent Straight Cigar



Hand-Made in Five Sizes

A Live Proposition for Live Distributors

H. B. GRAULEY, Manufacturer, 6th & Chestnut Sts., Phila.

THE RESULT OF A HALF CENTURY



Counsellor

They Make You Friends and Bring You Repeats

The 5 Cent
Cigars of Real Value

Made by
Allen R. Cressman's Sons
Philadelphia

ULRICH'S

Radnor

5¢ CIGAR

A. ULRICH & CO.
100 Market Street, Philadelphia



WILL YOU CUT THE TARIFF?

Slow-Selling Cigars are a Constant Tax on a Business. They're Profit-Eaters.

THE LUXURIOUS LUXELLO

5-Cent Straight Cigar

Lifts These Tax Burdens. Brings Trade to Your Doors. Revises Your Business Upwards.

Built on the Faith That Giving the Best Value is the One Way to Build and Maintain a Business.

LUCKETT, LUCHS & LIPSCOMB
Manufacturers, Philadelphia

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY — KEY WEST

THE Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
43 to 47 W. 33d St., New York

CLEAR HAVANA CIGARS OF MERIT

Manufactured by
S. WOLF'S SONS

LUKOS-SMOKER — MADE IN KEY WEST BY S. WOLF'S SONS

Factory No. 318 KEY WEST, FLORIDA
WRITE FOR QUOTATIONS

PASTORA

"THE MASTERPIECE OF ALL BROADLEAF WRAPPED
HAVANA CIGARS"

Made by

SAN TELMO
CIGAR MFG. CO.
DETROIT

"QUALITY CREATORS"

Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company
135 West 42nd Street, New York

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Havana's Kingly Product

MARCA INDEPENDIENTE — POR LARRAÑAGA

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO

Kings Club — Clear Havana - Made in Tampa

FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY
3 PARK ROW, NEW YORK

HAVANA CUBA CIGARS

CASTAÑEDA — HABANA — TRADE MARK

We Suggest **CASTAÑEDA**

- Highest Class Materials
- Best Workmanship
- Perfect Colors
- Delightful Aroma

New York Office: 3 Park Row
Dave Echemendia, U. S. Rep.
Telephone Connection
London Office: 14 Gracechurch Street
Castaneda (Havana) Cigar Factories, Ltd.
129 Virtudes, Havana.
Cable Address, Havana, London and New York: CIGARESTAS

Build Your Business With Crown Coupons

The way the public is taking hold of *"Crown" Coupons* is marvelous—like the straw which shows the way the wind blows—it tells you Mr. Manufacturer and Mr. Retailer that the tobacco using public want *"Crown" Coupons* and *Certificates.*



Don't take our word for it—ask one of the hundreds of merchants who are giving them out. If the public didn't take to them we couldn't hand out Ten Millions (10,000,000) in thirty days, and the smoker doesn't have to wait until he is as old as Methuselah either to get something—we give premiums for ten 25 Cent Certificates.

Besides, *"Crown" Coupons* and *Certificates* are redeemable in conjunction with *"Crown" Stamps.* See the point? The cost? Lower than any Cigar Coupon proposition in existence.

THE CROWN STAMP COMPANY

Largest Premium Parlors in the World

1007-09 Arch Street, Philadelphia, Pa.

We extend a cordial invitation to all visitors of The Tobacco Show at Horticultural Hall, to visit our Premium Parlors.

Finest Imported Cigar Labels and Bands

Manufactured by

Gebrüder Weigang, Bautzen, Germany

American Representatives

Möller, Kökeritz & Co.

25 Astor Place, New York.

World Famous
Gold Medal Brands
"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA
Havana, Cuba

T&O COMPANY MAKERS

MISKO
5C. CIGAR
MADE BY HAND---MADE BY MEN
"A Top Notcher"
THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

A NEW FEATURE
OF ALL
PROMINENT STORES
VERY MILD
CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY
E. A. CONDAX & CO.
NEW YORK

The Originators of the
CONDAX STRAW TIPS

Pittsburg Stogies and Cheroots

Made by *Experienced Hands*, in *Daylight Workrooms*, under *Sanitary Conditions*.



"Workmanship, Cleanliness and Quality," our Motto.
"PURO SPECIALS" our Leaders
Write for Prices. Territory Open for Distributors

W. D. SHARPE CIGAR CO.
Pittsburg, Pa.

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, APRIL 1, 1911. No. 7.

Philadelphia Ready for Second Tobacco Show

Plans are Completed for Holding Interesting Exhibit at Horticultural Hall April 10th to 15th. Mayor to Open the Function.

THE week of April 10th-15th, 1911, has been set aside by the management, as the period during which Philadelphia will experience the sensation of holding its second industrial show devoted to the exhibit of cigars and tobacco in their various forms of manufacture.

The first show of this character took place in Philadelphia, during the spring of 1904, and, while the management was handicapped by lack of experience, and it was whispered, by lack of capital, some 258,000 people according to the statistics given out, visited the show and carefully examined the various exhibits displayed.

Despite the rather unfavorable outlook for a big spring business, the Philadelphia manufacturers have responded to the call of the organizers of the present function, and a representative list of exhibitors will have their booths ready when the doors open on April 10th.

The show will be held at Horticultural Hall, which is a most commodious and beautiful building, splendidly adapted for affairs of this kind, and located in the heart of the city on Broad, below Locust street. This is only three minutes walk from Broad Street Pennsylvania Railroad Station, and five minutes from the Reading Terminal, so that suburban visitors can readily reach the hall.

The management of the show have provided a number of unique ideas for the entertainment of visitors, and this will add much to the interest of each day. His honor, Mayor John E. Reyburn, has expressed his hearty interest in the affair, and will formally open the proceedings in person. It is also promised that Philadelphia City Hall should be illuminated with electric lights indicating to strangers in the city that the show is in progress. A fine orchestra will be in attendance both afternoons and evenings, and instrumental concert will be given at stated periods.

On Thursday, April 13th, there is to be a general meeting of the retail cigar dealers of Philadelphia, and vicinity. Twenty-four hundred invitations have been issued for this affair and the proceedings of the convention will take place in the lower assembly hall of Horticultural Hall. Addresses will be made by prominent speakers, including two or three orators of national reputation interested in the tobacco industry, and a special feature of this meeting will be the use of a myrioscope by which reproductions of all the exhibits upstairs will be reflected on a large canvas preliminary to inviting the retail dealers to adjourn to the upper floor and inspect the booths themselves.



HORTICULTURAL HALL, PHILADELPHIA,
Where the Tobacco Show is to be Held.

The Tobacco Show was projected by several men who have been affiliated with the trade in various capacities during the past eight or ten years, and the active management entrusted to Nathaniel W. Mead, who has been for several years an enthusiast on the subject of the organization of the retail cigar dealers in this city.

The list of exhibitors at present includes a majority of the prominent manufacturers in the city, embracing such houses as Otto Eisenlohr & Brothers, John Steigerwald & Co., Vetterlein Brothers, El Draco Cigar Manufacturing Company, T. H. Hart & Co., United States Tobacco Company, Frishmuth Brothers & Co., Inc., Larus & Brothers Company, and others who had failed to complete their arrangements at the time of this issue. Executive offices of the Tobacco Trades Show management are located in the Lafayette Building, 5th and Chestnut streets, Room 925.

Ex-Mayor May Settle Porto Rico Strike.

No Change Expected on Scale for Making Five Cent Goods.

THE general advices from the strike in Porto Rico would indicate that the trouble will be settled within a short time by arbitration. Those who are in a position to speak authoritatively, say that there was really no reason for the cigarmakers in our insular possession to strike at all, but that this strike was fomented by the five weeks' strike which took place recently in San Juan in the Porto Rican branch of the American Tobacco Company, and which was settled by compromise. While these plants, in San Juan, are now working we learn that some of the agitators are still endeavoring to start trouble.

Almost without reason, about three weeks ago the workmen in the Cayey district went out without being able to state any particular grievances or reasons for their act. Since the strike commenced, however, they have formulated demands for an advance in wages, and this is the question which is now to be settled.

F. R. Hoisington, president of the Cayey-Caguas Tobacco Company, one of the most important manufacturers in the island of Porto Rico stated to a "World" man on March 30th, that he had just received advices to the effect that the ex-Mayor of Cayey, who retired from office January 1st, had been settled upon as an arbitrator and that the difficulties were likely to be adjusted in a few days on the basis of a slight advance on the higher priced goods, and no change in the cost of manufacturing five-cent goods.

How Philadelphia Has Won National Fame as Cigar-Making Centre

Humble Beginning Nearly a Century Ago Laid Foundation for Titanic Industry—A Sketch of the Sturdy Pioneers

TURN back the pages of the cigar and tobacco history of America and find, if you can, authentic mention of the first manufacturer. Search, as you might among the early records, you can trace really no definite genesis of this titanic industry, which historians tritely relate was discovered among the native Indians and received its first international impetus from Sir Walter Raleigh, when he introduced smoking in Europe, where they have been "hitting the pipe" ever since.

Clouded though these pages be with tobacco smoke, you will probably find that cigars, as we know them today, were first made in America, contemporaeously with the Revolutionary period. Prior to that, what few cigars were smoked, and these were luxurious and scarce, were imported chiefly from the West Indies. The new "American Smoke," it is related, was born in Connecticut, being rolled by the wife of a tobacco planter named Prout.

The idea spread rapidly to the other States and Pennsylvania soon came to the front, not only as a tobacco growing State, but also for cigar manufacturing. The early pre-eminence of Pennsylvania for cigars was due, in a large degree, to the high quality of cigars made in Philadelphia. And this reputation has been maintained for more than a century, the passing years seeming to have added rather than detracted from the fame of Philadelphia-made cigars.

No real measure of the vastness of Philadelphia's cigar enterprises can be obtained by the mere numbers of cigar factories in this city, although numerically Philadelphia will not suffer by comparison with any other manufacturing center. The rapid growth in the demand for Philadelphia-made cigars has necessitated the extension of business far beyond the city limits, and branch factories have, of necessity, been opened in nearby towns in the First and Ninth Internal Revenue District, everywhere expert labor can be obtained.

Notwithstanding the establishment of these branches, the nucleus of Philadelphia's cigar enterprises is still centered here, controlled by local capital and directed from this point. In the First Revenue District, wherein Philadelphia is located, there were in 1910, 1306 cigar factories manufacturing a total of 836,030,901 cigars of all descriptions. In the Ninth District, which includes many Philadelphia-owned factories, showed a total of 1947 cigar factories, having a combined output of 674,832,633 cigars of all kinds.

These figures are so large that they mean very little to the average reader, except for purposes of comparison with the humble beginnings of the industry in this city.

The First Tobacco Factory.

In searching for the real pioneer of the tobacco business in Philadelphia, the name of Frishmuth rises at once to the mind. There is no clouded title to priority claimed by this business, which was founded in 1810 by Jacob Frishmuth, at Third and Willow streets, where he began the manufacture of "Frishmuth's Original" chewing and smoking tobacco. Without interruption, this business has been in control of the Frishmuth family for more than a century. The fourth generation is today actively engaged in the firm of Frishmuth Bro. & Co., Inc.—the style of the company which perpetuates Philadelphia's first tobacco factory. It is interesting to note that the Frishmuths were also engaged in the manufacture of cigars for many years, although they have abandoned this branch of their business some time since.

Comparative Table of Tobacco Products
First District of Pennsylvania
Taken at Intervals of Five Years, 1895 to 1910, Inclusive.

CIGARS.

Year.	No. of Factories.	Cigars Produced.
1895	1990	352,819,378
1900	1790	427,700,068
1905	1874	677,241,247
1910	1306	836,030,900

CIGARETTES.

1895	..	3,450,420
1900	37	13,297,500
1905	47	52,823,255
1910	71	116,688,285

TOBACCO AND SNUFF.

		Pounds.
1895	140	4,473,726
1900	113	5,501,532
1905	140	5,993,651
1910	130	10,861,540

It is more difficult to name the real pioneer of the cigar business in Philadelphia than it is in the tobacco business, since many a small manufacturer with few hands has started up and then disappeared, leaving no impress on the historian's scroll, but in tracing back the important names, which have survived, we can find none that antedates the business founded by Samuel Cressman in 1840. Cressman's first factory was opened at Sellersville, Pa., and later branches were opened in Philadelphia. This business is perpetuated today under the firm name of Allen R. Cressman's Sons, the present members of the family being grandsons of the founder.

Following closely the founding of the Cressman business is that of Adam S. Valentine, who first began making cigars in 1848 at Womelsdorf, Pa. This business is continued today under the firm name of A. S. Valentine & Son—the legacy left by this sturdy pioneer to his son George. The third generation of Valentines, represented by Mr. LeRoy Valentine, is today quite active in the direction of the business, especially at the Philadelphia factory.

About this period John Rennert, of this city, and D. S. Erb, of Boyertown, and W. K. Gresh & Sons, of Norristown, made their humble beginnings of business which have survived today.

Birth of the Eisenlohr Business.

No one can speak of Philadelphia's early cigar history without thinking at once of William Eisenlohr, who rolled his first cigar as an individual manufacturer in 1850, having branched into that end from the leaf business. The foundation which he laid then has developed today into the firm whose reputation is national and who are regarded as the biggest single factory in the production of five-cent cigars. In 1892 the firm of Wm. Eisenlohr & Co., was succeeded by Otto Eisenlohr & Bros., the new firm being controlled by his four sons, Otto, Chas. J., Louis H. and August C. (now deceased). From an unpretentious little factory, the Eisenlohr business has grown steadily until today it embraces thirteen separate factories, eleven of which are located in the First District.

ONE OF PHILADELPHIA'S FINEST.

THE City of Philadelphia is justly proud of its many handsome cigar departments in the leading stores, as well as its exclusive retail shops, but we know of none which enjoys more popularity than the stands of the Acker Quality Shops, located in their three stores at 12th and Chestnut, 12th and Market, and 8th and Arch.

We reproduce herewith, a good illustration of the stand in the beautiful store at 12th and Chestnut streets. This department is managed by J. Durban Acker, who is capably assisted by Vance Veith. Mr. Durban Acker has the reputation of being interested in anything that is novel and good in the tobacco industry, and makes it a rule of his business life to give every salesman a chance, who has goods of any apparent merit.

This stand has been in existence for five years, since the opening of the store at 12th and Chestnut streets, and its history is one of continuous growth, last year's business exceeding that of the previous year by several thousand dollars.

The stand at 12th and Market streets, is under the direction of Leo Murray, who is also considered a capable young tobacconist, and the general management of the three departments is carefully taken care of by A. Lincoln Acker, the directing manager of the combined stores.



"ACKER QUALITY" CIGAR SHOP, 12th and Chestnut Sts., Phila.

The Acker stores have always made a specialty of fine box trade, and their private brands of "Wissahickon," "Acker Key West" and "Acker Smokers" are prime favorites with thousands of Philadelphians.

Philadelphia as Cigar Making Centre---Concluded

A few years after the establishment of the Eisenlohr firm saw the beginning of such firms as Jacob Langsdorf's Sons, Gumpert Bros., and A. H. Theobald, which firm was succeeded in 1870 by Theobald & Oppenheimer. In 1869, the famous Portuando factory was founded, and in the same year J. M. Jeitles started a business which today is known as Jeitles & Blumenthal, Ltd.

So rapidly the cigar business developed following the Civil War, that numerous new factories sprung up in all parts of the city and Philadelphia really came into its own as a cigarmaking center. It was during those days that Philadelphia cigars became nationally famous and dealers everywhere esteemed them so highly they would pay a premium willingly to get them. There were close to a thousand cigar factories in Philadelphia 50 years ago, 30 of whom employed 10 to 65 hands and the others from one to six, having a combined weekly production of 6,000,000.

It was about this time that Antonio Roig established his first cigar factory. To be exact, it was in 1871, that he laid the foundation of the "Roig" brand, which soon developed a tremendous sale in Philadelphia and elsewhere. Thirteen years later he formed a partnership with Isidor Langsdorf, son of Jacob Langsdorf, and the firm of Antonio Roig & Langsdorf came into being. Upon Mr. Roig's death, in 1907, the business passed to the sole management of Mr. Langsdorf. Four factories, employing approximately 800 hands, are today required to meet the demand for the famous Roig cigars.

In 1880, the firm of P. C. Fulweiler & Bro. Co. was founded, and two years later Vetterlein Bros. launched the business which has made such a success, on their "Saboroso" and other brands. That decade also saw the rise and growth of such factories as Boltz, Clymer & Co., and the early beginnings of Henry B. Grauley.

Rapid Growth Since 1890.

The continued success which greeted the efforts of the pioneer manufacturers drew other ambitious young men into the field, and the records of the trade reveal many new names since 1890. There was evidently room for everybody since very few of the old manufacturers seem to have suffered by the increasing competition. The conclusion is that the demand for Philadelphia-made goods has grown as fast as the new factories would spring up, and this expansion is still in progress.

Among the many new names that have been added to the roster of Philadelphia manufacturers, we find Morris D. Neumann, now the Neumann & Mayer Co.; Bayuk Bros., B. Lipschutz (44 Cigar Co.), Sulzberger & Oppenheimer, Mr. Oppenheimer being formerly with Theobald, Oppenheimer & Co.; El Draco Cigar Mfg. Co., Sig. C. Mayer & Co., Hilbronner & Jacobs, Cores-Martinez Co., and Pent Bros.

One of the most recent claimants to recognition is the firm of Luckett, Luchs & Lipscomb, which was launched by a trio of competent men, a little more than a year ago, but the real infant of cigar business is the G. H. P. Cigar Co., which is about to launch its first line on the market.

Such in brief is the chronological development of Philadelphia's cigar industry. The growth has been conservative, and not of the mushroom type, which ends in disaster. On the contrary, Philadelphia's cigar industry has derived its impetus, not from artificial sources, but rather from the demand for cigars that have made this market famous.

Built on this solid foundation, who can doubt that Philadelphia will retain its reputation as a premier manufacturing centre of five-cent cigars?

Ask any Philadelphian who smokes, his opinion on "As You Like It", the Key West cigar distributed by Godfrey S. Mahn, and then tabulate the replies, and you will find the verdict unanimous in its endorsement. This brand has been one of Mr. Mahn's greatest successes, and in addition to distributing it himself in his two local stores, he has them placed in all the leading cafés, hotels and dealers in this city. "As You Like It" is made in 33 sizes.

The Most Historic Pipe in the World.

IN Jamestown days, nearly 300 years ago, there was no more debonair figure than Sir Walter Raleigh, and it is tradition that the Indians along the eastern coast of Virginia almost worshipped the dashing young Britisher as a god. Certain it is, that when he returned to England after his sojourn to America, he went back, loaded with presents, unique and wonderful in their character. Among these was a pipe illustrated herewith.

This pipe Sir Walter Raleigh carried back to England, and used incessantly and is no doubt a souvenir of the first authentic introduction of tobacco into England. When Raleigh's fall came, simultaneous with the weakening of Queen Elizabeth's power, and he mounted the scaffold, he held the stem of this pipe in his teeth, just previous to the springing of the trap.

It is related that he handed the pipe to Bishop Andrewes, who administered the last sacraments of the church to him, and the goodly bishop passed it to the Carews of Beddington, England. From this family it came into the possession of the Glovers, of Croydon, and afterwards to the Bryants, of Reigate, England. W. A. Bryant, of this family, exhibited the relic at Guildhall Museum, London, forty-eight years ago. At that time a parchment was introduced authenticating its history.

The pipe is now the property of Horace G. Blundell, 10 Stile Hall Parade, Chiswick, London, W., England, who received it two years ago from his grandfather, who had married into the family of Bryant.

This pipe is in a splendid state of preservation and is made of Virginia maple wood and is rudely carved with two dogs' heads and four faces of Indian squaws. There is also a whistle cut in the pipe, by which it is said Sir Walter Raleigh summoned his servants. It is made in four pieces and is 2½ times larger than this photograph.



SIR WALTER RALEIGH'S PIPE

Tampa Census Figures Show Big Gain.

Fifteen Million Dollars the Worth of Its Annual Output of Cigars.

TAMPA, FLA., March 30.

OFFICIAL figures which have reached here from Washington yesterday indicate that a comparison of the results of the census of manufactures of this city for 1904 and 1909 show tremendous strides. In five years the amount of capital invested in manufactures in Tampa has increased nearly 100 per cent., while the increase in salaries and wages paid is estimated at sixty per cent., and the value of the products fifty per cent.; fifty-two per cent. is the gain in the number of establishments, and fifty-four per cent. of the average number of wage-earners employed during the year.

There are 215 establishments manufacturing goods of all sorts in Tampa, 122 of which are engaged in the cigar and tobacco industry. In 1904 there were only seventy-five cigar manufacturers in Ybor City and West Tampa, and these figures show an increase of forty-seven new plants in five years.

The value of the tobacco and cigar output of the city is nearly $15,000,000, while in 1904 it had not reached much over $9,000,000.

From the same source we obtain the figures on Key West, which would indicate that the "Island City" is not making the progress which it should in comparison with its sister city farther north in the State. In 1904 there were fifty-five cigar factories in Key West, while today there are only thirty-four, a loss of twenty-one plants. These, however, were mostly "buckeyes," for the total value of products decreased owing to the withdrawal of these twenty-one plants only about $300,000. The value of the Key West output of cigars is approximately placed at $3,800,000 for the year 1909 as against $4,100,000 for the year 1904.

These figures concerning Key West, it must be remembered, were taken at a most unfavorable time, and since 1909 there has been a notable revival in the cigar industry there. Many new and modern factories have been built within the last two years.

United's New Store in Chicago.

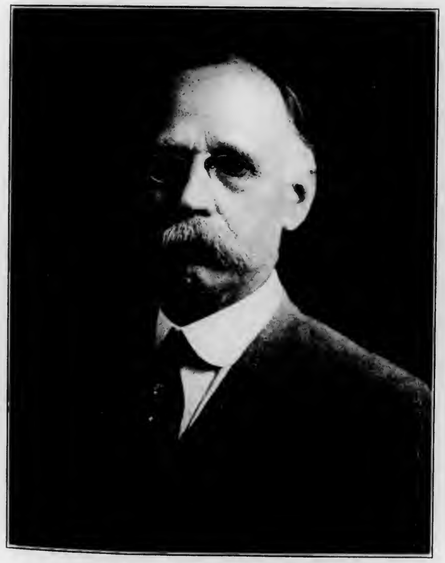
The United Cigar Stores Co. has just leased a corner store in the building at the northeast corner of Clark and Van Buren streets, Chicago, for a term of ten years, at a rental of $90,000 for the term. The store is to be entirely remodeled for the United's purposes.

Three Names Synonymous of Philadelphia's Tobacco Trade



PHOTO BY GUTEKUNST

OTTO EISENLOHR
Of the Firm of Otto Eisenlohr & Bros.
The above etching is a reproduction of a photograph taken several years ago.



JOHN C. W. FRISHMUTH
President of Frishmuth Bro. & Co.



ISIDOR LANGSDORF
Of the Firm of Antonio Roig & Langsdorf.



How Coupons Have Helped the Retail Cigar Trade.

IT is fitting that Philadelphia, the home of some of the most successful cigar manufacturers in the country, would also be the birthplace of an enterprise which has done much, and promises to do more, towards the upbuilding of the retail cigar trade. This enterprise is fathered by the Crown Stamp Co., Inc., who have within the last year, extended their profit-sharing idea into the retail cigar stores of Philadelphia and vicinity.

When this business was founded some eight years ago, it was proposed to distribute premium stamps among the purchasers, chiefly at grocery stores, and meat stores, but the plan met with such immediate success, that today more than 7000 stores in Philadelphia and vicinity are using Crown Stamps, embracing almost every branch of trade which supplies home necessities.

The main offices and premium parlors of this company, occupy an imposing six-story building at 1007-9 Arch street. Philadelphia, where are carried a line of more than 15,000 premiums, supplying every conceivable want from necessities to luxuries. This parlor is reputed to be the largest of its kind in the world, and one has only to visit it to be impressed with the immensity of the business done, and the interest shown by the public in redeeming their stamps for premiums.

In line with their policy of expansion, Manager Robert P. Hunter has this week opened a branch premium parlor at 1102 Broadway, Camden, and will open a second branch parlor at 2207 Perry street, Trenton, next week. It is likely that other premium parlors will be opened in nearby cities in the future, offering cigar dealers in these localities, the opportunity of building up their business on coupons, which can be redeemed in their home town.



HOME OF THE CROWN STAMP CO.
PHILADELPHIA

One of the strong individual features of the Crown idea, has been the fact that the coupons distributed by cigar stores are redeemable jointly with the Crown stamps distributed by grocers, meat dealers and other retail stores. In this way, every member of the family from the wife to husband is encouraged to collect stamps and pool them for a premium.

In opening up the cigar end of this business, E. J. Hawkins, who is the buyer of merchandise for the Crown Company, has taken more than six months to bring together a collection of premiums which would interest the cigar smoker. He has bought with discrimination a list of articles which are up to the usual high standard of everything that the "Crown" handles.

There is no doubt that Crown coupons have proven a very valuable asset to many retail cigar dealers, and as their use is extended, the system will prove even more helpful. An indication of this is the number of inquiries which the company is receiving from dealers who are interested in the system and want to share in its benefits.

A Bit of "Counsellor" History.

AWAY back in 1840, in Sellersville, Pa., Samuel Cressman, a sturdy pioneer of that section, commenced the manufacture of cigars in a modest way. This was long before Uncle Sam had established the Internal Revenue system and Mr. Cressman made a lot of goods in which quality predominated as far as their value is concerned, and not revenue tax.

He was succeeded in business by his son, Allen R. Cressman, who has the distinction of being the first manufacturer of cigars in the First Internal Revenue District of Pennsylvania, and he was also the first manufacturer who packed a cigar in a cedar box. Throughout these two generations the business expanded normally and healthfully, and about 25 years ago Allen R. Cressman was succeeded by his two sons, Charles and B. Frank, who still further enlarged the scope of the enterprise until when it was merged into a corporation five years since, they were proven by Internal Revenue returns to be one of the largest producers of seed and Havana goods in Pennsylvania, and among the largest in the United States, having a *bona fide* output up in the tens of millions annually.

The company of Allen R. Cressman's Sons is today officered by Charles Cressman as president and general manager, Joseph F. Gallagher, vice-president and sales manager; B. Frank Cressman as secretary and treasurer. They operate factories besides their big main one at 512-514 Pine street, Philadelphia, at Sellersville, Allentown, Tylersport, and several other small places throughout Pennsylvania.

The principal output of the house are the widely known "Counsellors," with the familiar trade-mark of the old gentleman and his upraised finger, which they denominate the "five-cent cigar of real value." Another popular five-cent brand is the "Jack London," and their most excellent ten-cent cigar "Flor de Manuel."

A slight fire occurred in the cooper shop of Massie Bros.' tobacco factory in Owensboro, Kentucky, on Thursday, March 23rd. Prompt work by the firemen prevented what might have been a very disastrous conflagration. As it was, the loss only amounted to about $500.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

ASK the world, "When has a man made good?" And the world will say, "When he has reached the top of the particular ladder he started to climb."

Taking the world's valuation of a man's success, Gerson J. Brown has made good. Although only 33 years old, he is today president of the J. B. Moos Company, of Ohio, directly responsible for the growth of that gigantic company's interests in the Buckeye State during the past three years.

The tobacco industry must be given a place near the top of Cincinnati's important enterprises, with its vast number of tobacco warehouses, where millions of pounds of tobacco are stored annually, and its numerous important manufacturing and jobbing houses. If for no other reason than the immensity of this business, it is unusual to find any other than a man of at least middle age at the helm of the city's largest jobbing house. As every one familiar with the trade knows, The Moos Company has its headquarters in Cincinnati, with branches in Cleveland, Toledo and Dayton.



GERSON J. BROWN.

And the fact that Brown is the head of the Moos Company only serves to emphasize the degree to which he has made good. Entering Mr. Brown's private office you are at once struck with his youth, as he appears to be no more than twenty-five years of age.

To use a familiar phrase, Brown is a "chip of the old block." His father, grandfather and great-grandfathers were all in the cigar manufacturing business, and it was hard to keep young Brown out. His father was a pioneer in the New York State cigar business, and many remember him, as he was one of the first manufacturers.

When President Roosevelt, in announcing the policy of the big stick, quoted, "Be sure you are right, and then go ahead," he put in a nutshell the chief characteristics which made a success of the life of Gerson J. Brown.

The synonym for Brown is WORK, and the complement of work is ACTION.

Throughout his career no man has ever had any reason to maintain a mistaken notion as to the purpose of Brown's action in a controversy. His methods are extremely direct, backed by the dynamic personal force. Having satisfied himself that he is right, Mr. Brown bends all his energies toward going ahead. He now has the broadest field he has ever had in which to apply his talents.

Twelve years ago, at which time he was just attaining his majority, he was asked by an old school mate, who was editor of the "Syracuse Courier," to enter the newspaper field. He accepted a position as a reporter. After working with this paper for a short time he was made city editor. He remained on the paper several years, when he was offered a position on the "New York Sun," and it was through his acquaintanceship with men of all sorts that he learned to study human nature.

It was not long after that he took charge of the advertising of T. J. Dunn & Co., when in Philadelphia. He was with this concern for several years, finally as their representative at Chicago. At the death of Henry Heymann, proprietor of the T. J. Dunn & Co., he became manager of the cigar department of the Steele-Wedeles Company, of Chicago, and built up that business to large proportions, and held the position until he joined the J. B. Moos Company, of Ohio, in 1908, and was elected vice-president. A year later he was made president of the company.

The activities of the J. B. Moos Company are now largely centred on "pushing" the "Permit," the new five-cent cigar. This cigar is widely handled by retailers throughout the territory. Other well-known brands handled are the "La Preferencia," "El Prince de Gales," "Portina" and the "Hoffman House Bouquet," which they are now featuring as a five-cent cigar.

Brown does not take all the credit of the Moos Company's success. He likes to see others rise, and he is always ready with a "helping hand."

And lastly concerning Brown it must be said:

His competitors speak very highly of him.

Joseph L. Lintz, senior member of the firm of J. L. Lintz & Co., died at his home in Rochester, N. Y., on Tuesday, March 21st, aged 42 years. Mr. Lintz has been in the cigar manufacturing business in Rochester since boyhood, and for the past three years has been located at 96 State street, the lower floor of which is devoted to a retail cigar business. He is survived by a widow and four children.

Michael Engel, one of the best known leaf buyers and packers in York county, died this week at his home in Winterstown, Pa. He was sixty years of age and had been ill several months.

The Kahoka Cigar Factory, at Kahoka, Mo., has been purchased by M. A. Cassel.

Larus & Bro. Co.'s Herculean Effort.

ON Friday, February 24th, at 2 P. M., a part of the big tobacco plant of Larus & Brothers Company, at 21st and Main streets, Richmond, Va., caught fire, and before the fire was under control, the big warehouse had been practically gutted by the flames above the second floor. The fire was out by Friday night, and by noon on Saturday, the day following, a contract for rebuilding had been let. Eighteen days later, the men were at work on the first, second and third floors, or in other words, from two weeks of the date of the fire, the building had been entirely rebuilt, and goods were being turned out regularly.

Larus & Brothers Company are among the exhibitors at the Tobacco Trades Show, Philadelphia, where they will display samples of their Edgeworth, Rock Castle, Winchester, Qboid and Sensible brands of chewing and smoking tobacco, and their exhibition will be in charge of their local representative, Victor R. Newman.

Ottumwa as a Strong Cigar Center.

IN an Industrial Edition of the Ottumwa (Iowa) local paper, issued on Saturday, March 25th, there is given a summary of the tobacco and cigar business of that city which indicates that Ottumwa is decidedly on the map, in a producing and distributing sense. We learn from them that McKee & Potter, manufacturers of the "Armas Del Ray" brand, employ over 200 cigarmakers, and are probably the largest manufacturers in that section of the country.

F. J. Graves & Son, also one of the fine old factories of the city, turn out some thirteen brands of goods, with a force of 40 employees. Others mentioned in this connection are Pallister Bros., who have 80 cigarmakers at work; Julius Fecht, who is the dean of Ottumwa manufacturers and employs 70 hands; McKeig & Potter, who are rated as one of the youngest and most progressive of the city manufacturers; Louis F. Stark, and the Harked Cigar Co. are mentioned as prominent retailers.

Addition to the Enterprise Cigar Factory.

PLANS have been filed in the County Clerk's Office in Trenton, and work has now started on an important addition to the cigar factory of the Enterprise Cigar Company, on Ewing street, Trenton, N. J. The contractor for the work is Ernest Klemann, of that city, and he expects to have the building ready for occupancy within sixty days. The Enterprise Cigar Co. have made a name for themselves with their high-grade, ten-cent cigar, known as the "Lord Stirling," which is a hand-made, clear Havana product.

Ware-Kramer vs. A. T. Co. Trial in May.

APRESS dispatch from the South states that the trial of the case of the Ware-Kramer Tobacco Co. against the American Tobacco Co. has been set for trial on the last Monday in May, before a jury in the United States Court at Raleigh, N. C. U. S. Judge Henry G. Connor will preside.

The Ware-Kramer Co., of Norfolk, Va., are suing for $1,200,000 for damages on the part of the defendants through alleged violation of the Sherman Anti-Trust Law.

F. L. Hanna and his brother, L. Hanna, have just bought the cigar store at 489 South Division street, Grand Rapids, Mich., which was formerly owned by Joseph McLachlan. F. L. Hanna was previously connected with the Dierdorf Cigar Co. as a local salesman, and it is his intention to entirely remodel his store and install a new stock.

Heard in Philadelphia.

A. K. Moore, the Filbert street, Philadelphia, dealer has been pushing "LaFamosa," manufactured by E. Kleiner & Co., of New York City.

John C. Decker, of John C. Decker & Sons, leaf tobacco dealers at South Deerfield, Mass., was a recent visitor in the Philadelphia trade, showing several attractive lines of Connecticut tobaccos.

The G. H. P. Cigar Co., are expecting to take possession of their new factory at 119 N. Third street next week. For the past two weeks mechanics have been busily engaged in remodeling the building.

A very striking "Havana Ribbon" display was on exhibit at 13th and Spring Garden streets recently, in which were used the new cut-out designs showing a Cuban field in the back ground and supported on either side by piles of "Havana Ribbon" boxes.

Richard Moss, sales manager for the Antillas Tobacco Company, New York, spent a few days in Philadelphia during the past week, co-operating with P. A. Bellas, the local salesman, in pushing the "Gregorio Lopez" Porto Rican cigars. This brand is having a splendid sale in Philadelphia and Mr. Moss was delighted with the outlook.

Among the popular cigars in Philadelphia, which have made good ever since their introduction has been the "Tahoma," manufactured by Pent Bros. This brand has an extensive sale throughout the city and vicinity, and is regarded as a superior piece of goods. In addition to the "Tahoma," Pent Bros. manufacture other well-known brands such as "Count Pedro," "Asphodel" and "Duke de Oro."

John J. Mahn, father of Godfrey S. Mahn, the Philadelphia and New York cigar importer, died in Philadelphia on March 15th, after a lingering illness. Mr. Mahn was ninety years old, and his death was hastened as result of an injury received in his leg many years ago. The funeral which took place on March 17th was largely attended by his relatives and friends. On the day of the funeral the various stores owned by Mr. Godfrey S. Mahn were closed as a mark of respect to the dead.

Cincinnati Trade Reported Good.

CINCINNATI, Ohio, March 28th, 1911.

BUSINESS among the retail cigar dealers during the month of March was not so very good, while the wholesale dealers report that they had exceeded that of either January or February. The large manufacturers here have been kept busy placing new brands on the market.

Strauss Brothers & Co. received its first real good shipment of goods from Tampa today, it being the largest since the strike. The consignment consisted of 35,000 cigars from E. Regensburg & Sons, of Tampa. This house placed on the market the "R. B.," five-cent cigar manufactured by the Rosenthal Brothers of New York City. "It has been a good seller in all other markets and should prove a good thing here also," said Strauss. "Our clear Havana trade during the month of March has been very good," said he.

For a while many of the retailers have been selling "Fatima" cigarettes at two boxes for 25 cents. The demand has been so great that the majority of the retailers have cut this out, and are now asking 15 cents straight.

"The stogie business is starting to pick up again," said J. Lucke, the stogie manufacturer. "Along about the first of spring the smokers take to the stogies."



WHILE standing at a prominent cigar stand in Philadelphia, the other day, conversing with the manager, a dilapidated looking old chap walked up the side of the counter, winked at the clerk, and said "Have you one today?"

The clerk seemed rather annoyed, but went over to a tray, and after digging through a large bundle of matches, finally fished out a goose quill cigar holder, with the name of the cigar store on it, which he tendered the gentleman, and which was promptly used to cover the butt of a cigar which he took out of his pocket.

Then, after carefully helping himself to a light, the stranger toddled away. The manager of the department told me that this old fellow had been coming in for several months nearly every day, to get a free quill holder, but that no one had yet discovered him buying a nickel's worth of goods from the stand.

It is probable that the old chap watched some gentleman throw away his excellent perfecto, and being a trifle fastidious in his taste, he does not desire to put the "naked" butt in his mouth, after having "shot" it from the pavement, so he comes in daily and grafts a quill holder.

I suggested to the manager that he shut off the practice, but he said no, the paupers of today are the rich men of tomorrow, and it is not worth while.

* * *

"My love," said Mr. Bliggs, "this is our wedding anniversary."

Mrs. Bliggs beamed. "So it is!" she said.

"And it has been our custom to make each other a present on this occasion," suggested Bliggs.

Mrs. Bliggs concurred.

"Now I should like to offer a suggestion," said Bliggs, in an offhand way, "and it is this: As I am not good in selecting presents, suppose I make you a present of money instead!"

Mrs. Bliggs was delighted. Bliggs gave her 2£.

Later in the day Mrs. Bliggs asked her other half what he would like best for a present.

"A box of cigars, my dear!" said Bliggs. "Those 2£ a box, you know, down at Smokem's."

Mrs. Bliggs brought them up after dinner, and it was only toward bedtime that she began missing something.

"Why!" she exclaimed. "Where's my present, my dear?"

"Truly, I don't know, my love," said Bliggs. "I gave you 2£ this morning—"

But a curtain of charity hangs over the other chapter—which, after all, is quite another story.

The subject of ministers of the church, and their right to the use of tobacco has long been a mooted one from an orthodox standpoint, but my observation has led me to believe that the really brilliant clerics were almost universally fond of their cigar or pipe, even if they use them only in the seclusion of their library.

I cannot recall a more magnificent writer or brilliant preacher than the late Dr. J. B. Hawthorne, for many years minister of the First Baptist Church in Atlanta, Ga., and known as the "Nimrod" preacher of the South, owing to his fondness for hunting and riding to the hounds. Dr. Hawthorne was the most inveterate smoker, perhaps, of any man of my acquaintanceship, and I have detected the last thin curl of smoke leaving his lips as he stepped from his private study to the rostrum of Sunday morning preparatory to launching forth on a brilliant sermon.

The late Rev. Dr. Wayland Hoyt, of Philadelphia, a member of the famous Hoyt family was noted as one of the best judges of cigars in Philadelphia, and it was a pleasure to place any smoker in your lips which he offered you.

The king of all preachers the world has ever known, Charles Haddon Spurgeon of the famous tabernacle in London, probably the most beloved man of his times was another inveterate smoker. It was related of Mr. Spurgeon that he received a letter on one occasion from a prudish gentleman who had sat under his preachings, stating that he heard he had smoked and could not believe it was true, and further, asking that Mr. Spurgeon write and tell him if be could be guilty of such a heinous practice. The answer received was a classic. It reads as follows:

Dear Sir:—I cultivate my flowers, and burn my weeds.
Yours truly,
C. H. Spurgeon.

His weeds were of Cuban growth.

* * *

I never see an oleander bush in the South, that I fail to recall my first experience as a smoker. When a child of six or seven, in Galveston, Texas, together with some youngsters, we wrapped up some dry oleander leaves in ordinary wrapping paper, and hiding in a shed commenced the first experiments in smoking. The result was that evening, our family physician had a first-class job on his hands, and had he not been skillful, this paragraph would never have been penned.

No doubt, every boy, in the smaller towns especially, has had his fling at corn silk cigarettes, but I carefully warn parents against permitting their children to experiment with oleander leaves as a filler.

* * *

"When you have money," said the Manayunk Philosopher, as he lighted his corn-cob pipe, "there are men who will shake you effusively by the hand, and when it's gone they'll shake you altogether."

THE ONLOOKER.

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EDITORIAL.

We Will Be At The Show.

The late P. T. Barnum left an estate of several million dollars by catering to the wants of the American people. He was among the first that discerned that the American folks are strong for shows.

This issue of THE TOBACCO WORLD has devoted considerable space to the promulgation of the plans for the second Tobacco Trades Show, which is to be held in Philadelphia during the week of April 10th to 15th at Horticultural Hall. While not having one penny's interest in the organization or management of this affair, we are sturdy believers in anything which will tend to upbuild the tobacco industry in all its phases, and judging from the fact that nearly a quarter million people are reported as having visited the show of 1904, we believe that if one half of this number could again be induced to visit the Show of 1911, much good will have been accomplished.

Thus far there has not been the interest manifested in the exhibition which we should like to have seen, but the present outlook would indicate a fair number of exhibitors and a commendable spirit of enterprise in providing attractions for the public to go and see what is set forth at Horticultural Hall.

THE TOBACCO WORLD has bought Booth 55, where we will have constant representation, and we shall be happy to have the members of the trade call and register, and if they are not subscribers to the "World," receive a free copy of this Special Show Number. We earnestly believe that manufacturers outside of Philadelphia, who are anxious to secure a share of the business of this territory make a mistake in not bringing their goods to the attention of the conservative citizens of this city.

The Philadelphia market is known as a hard one, but such firms as have taken the pains and thought to cultivate it along the right lines have reaped abundant harvest.

Piracy Among the Cigar Manufacturers.

Sharp competition in any business is likely to lead to sharp practices. In this respect, the cigar manufacturing trade is probably no worse or no better than other industries, wherever the race for business is as keen. Nevertheless, the cigar manufacturers, individually and collectively, owe it to themselves and their futures, to build their business on the solid rocks of honesty and fair competition.

Several flagrant cases of unfair competition have been recently brought to the attention of the trade, and THE TOBACCO WORLD, considers it a duty to point out the morals of the issue involved.

The first is the case where a cigar manufacturer, having made a remarkable success on an original five-cent brand, and having distributed these cigars nationally, awakens to find that a competitor, with factories in the same district, is bringing out a cigar similar in shape, and apparent quality, and even imitating his banding and style of label. Of course the new competitor did not have the timerity to adopt the same name, but otherwise, the imitation is very palpable.

Besides, the new competitor is going about the country, offering the goods as being "exactly like" such-and-such a brand, and selling them for $1.00 or $2.00 less per thousand. These piratical and cut-throat methods may hurt the maker of the original brand, for a short time, but they are destined to react eventually on the competitor and stamp him not only as a liar, but a sneak utterly devoid of business honor.

This piracy of brands is becoming more flagrant every day, and unless manufacturers interested, take steps to protect themselves, it is likely to grow apace. We would urge all manufacturers who are suffering from similar circumstances, to "scotch the snake" before it devours them.

Another instance of unfair methods is the pirating of help from one factory to another. In many manufacturing centers where the demand for labor always exceeds the supply, some superintendents have stooped to very petty methods to get hands from their competitors. In some instances, the manufacturer bidding for help has been known to write a series of letters to every expert worker employed in his nearby competitor's factory, and also to solicit them personally to leave their benches and come to his, offering them tempting inducements, which he has no intention of fulfilling.

While it is not a crime to engage help from another factory, it is certainly contemptible to sow the seed of dissension among any factory's employees and to cripple the competitor by such low down methods.

We must have competition, and the more the better. But let that competition be the life of the trade, and not its death.

PROBLEMS of the RETAILER

The Window Dresser's Art.

THE American woman is given the credit of bringing about the evolution in shop windows from the time when a collection of household junk was shown behind a small paned sash simply to let the public know what sort of goods the merchant had to the finest production of the window dressers' art displayed amid settings that cost a fortune in themselves.

Not long since a prominent department store displayed what was without doubt the most expensive trim ever shown. The mechanical setting alone cost $10,000, which was expended to install a background of rare woods, with hand-carving in renaissance style, which had been specially designed as an appropriate setting for a collection of handsome imported gowns.

One window dresser in a big New York establishment where he has thirty-four windows to look after, tells us that the value of merchandise used in the windows at the holiday season, at lowest estimate, amounts to $50,000, and if in expensive furs, a great deal more.

The United States leads in the perfection of the window dressers' art, but the English shopkeepers are getting busy in this respect.

"Germany's shops are gradually becoming Americanized," said a window expert recently, "and while in France there is no comparison to the sort of display American merchants make in the extent and cost of their settings, nevertheless the French shop windows are extravagant in a small way and exceedingly attractive. As a rule the shops are small, and doubtless all the stock will be placed in the window, but the taste with which it is arranged is indisputable. One gets many hints and suggestions which are adaptable to our work here."

Show windows are looked upon as among the best means of attracting the attention of women, but why not the men? Can it be that the matter of trim has not been gone into extensively enough, by some dealers that people pass it by without a notice, for if the success of the show window shall be measured by the crowd which it attracts, then many dealers are woefully lacking in their enterprise, notwithstanding the many specimens of fine exhibits by the more energetic. If no interest is manifested then there is something altogether wrong and it is our duty to set about discovering what that may be.

To attract customers window displays must not only be frequently changed—every week at least—but only the most up-to-date goods must be shown. This is an important feature. This keeps up a continual interest among consumers for even though they don't mean to buy at once many make a busines of visiting shop windows to see what is being offered, so that when they are ready to buy they will know precisely what to get and where to get it.

Simplicity is aimed at in window dressing, and to present a good background with a limited selection of articles of good value is much more to be desired than a window full of a great variety of goods. Moreover, a crowded window is bewildering to the observer, and, as some one said, is like an overdressed woman who has bedecked herself with her entire outfit of jewels and fripperies. If the idea of the show window likened to the stage of a theatre is kept in mind there is small chance for mistakes. The aim is to show an artistic ensemble by bringing into prominence the important feature and keeping the rest subsidiary.

Keep the Store Well Lighted.

SPEAKING of light, it is well to again urge every cigarman to keep his store brilliantly illuminated at night—it may cost a trifle more for gas or electric light, but you will do a lot more business. A bright, clean and attractive looking store will invite trade, while a dark, gloomy place will have just the opposite effect. A few additional lights will affect your expenses but little, and will have a most salutary effect—your evening sales will be greatly increased.

An illuminated sign in front of your store at night will also help matters wonderfully, for it will be seen blocks in each direction.

Should you allow a manufacturer to place one of his illuminated signs in front of your store, it is well for you to see to it that the word "cigars" is large and plain, that it may be read easily.

Minding One's Own Business.

THERE is probably not a better axiom for the cigar store clerk to adopt than "Mind your own business," and those who have been poking their nose into what might be called other people's business have probably experienced that it is a bad thing.

It must be admitted that some great things have been accomplished by butting into what were strictly speaking, other person affairs, grasping new ideas, but to get new ideas is one thing, and to assume the authority of others of a higher position is another thing.

No man of the right spirit will keep quiet if he believes that certain things are playing havoc with the business with which he is connected.

Apart from the good or bad results of a certain course there must always be a respectful way of showing that you are a person of observation and that you do really more than "just mind your own business."

Window Bulletin Suggestions.

COME IN
AND

TRY A GOOD CIGAR FOR 5 CTS. BETTER ONES FOR 10 CENTS AND ABOVE.

WE'LL HAND
YOU ONE

AT HOME

IF YOU
SMOKE OUR CIGARS

There's a Welcome for You

all that's new with JOBBERS and DISTRIBUTORS

Minneapolis Jobbers to Protect Credits.

BY mutual agreement cigar jobbers of Minneapolis, Minn., have established a system whereby they hope to protect themselves against bad debts. There was formerly an association of cigar manufacturers and jobbers which attempted this work in a measure, but failing to fully carry it out, it will be disbanded, by dividing the treasury balance pro rata among its members.

An attorney has been selected who has made a specialty of credit accounts and who is to be supplied at certain intervals with a list of the debtors on the books of each member of the new organization. The information obtained by him can be divulged only to members of the association and it is expected by this plan dealers will not be able to secure an unlimited credit.

Cigar Trade With Alaska Increasing.

ACCORDING to reports from Seattle, the jobbers of that city sold 3,917 cases of cigars and tobacco valued at $195,537 to Alaskan merchants during 1910. Although the past year's business was considered satisfactory, the Seattle jobbers look for bigger things this year, and are making preparations accordingly. Salesmen are now in Alaska booking their initial orders. Among the new firms who bid for Alaskan business this year are Webb & Lopez, who are featuring "Manuel Lopez" cigars.

"Bar-None" Little Cigars in Louisville.

A CONSIGNMENT of "Bar-None" little cigars, made by the Manchester Cigar Mfg. Co., of Baltimore, Md., recently reached the Zapp-Short Co., at Louisville, Ky. The "Bar-None" little cigars are package goods retailing at five for 5c. and the above consignment is the first to have reached Louisville.

Sale of Louisville Cigar House.

THE business of the Obell Cigar Co., at Fifth & Market streets, Louisville, Ky., was recently bought by Crane & Son trading as the House of Crane, Indianapolis. The new owners have retained the services of F. Wilhelm, of the old firm who will continue in charge of the store.

Granger & Co. to Distribute the "Lord Caspar."

Granger & Co., wholesale grocery house of Buffalo, N. Y., have just taken on the "Lord Caspar" brand of cigars, manufactured by H. B. Grauley of Philadelphia. Although the house of Granger has only had the brand for five weeks, the business they are doing on the "Lord Caspar" has grown surprisingly large, and they are confident that the cigar will prove a big success.

"Baron DeKalb" Cigars in Seattle.

DURING a recent visit to Seattle by Val. G. Keogh, Vice-president of John W. Merriam & Co., he opened an account with Ivers & Allsher who will now handle the "Baron DeKalb" cigar in ten sizes. They are expecting to receive the first consignment of these goods about May first.

Featuring "Lotus Inn" Cigars at St. Louis.

THE well-known cigar establishment of Moss & Lowenhaupt, of St. Louis, recently featured the "Lotus Inn" brand of cigars, made by Hilbronner & Jacobs, of Philadelphia. These goods are sold at three for twenty cents and are being strongly featured in the firm's retail department.

Reports from the different branches of the William A. Stickney Cigar Company, located in Kansas City, Salt Lake City, and Denver, show that the business for January and February and March was considerably in excess of that of the same months last year.

The Columbia Club Cigar Company, of Salt Lake City, was visited during the past fortnight by Joseph B. Wertheim, president of the Jose Lovera Company. Mr. Wertheim was accompanied by D. C. Davidson, and they were well pleased with the distribution of the goods which the Columbia Company is making in Salt Lake City.

E. M. Elam & Company, distributors of the "Giralda" Manila cigar at San Francisco, are introducing a new brand of Manila smoking tobacco on the Pacific Coast. This is the first brand of Manila tobacco for cigarettes, for the pipe or for chewing that has been featured since the Manila cigars were introduced. The new brand is sold in 3 ounce packages for 10 cents.

Will Robinson & P. McConnell, proprietors of the Stag Cigar Co., on South Walnut street, Muncie, Ind., recently purchased a building on West Main of which they will take possession on April 1st and the entire building will be occupied for their exclusive needs.

T. J. Ivers, who looks after the jobbing business of the firm of Ivers and Alshuler, Seattle, reports that the jobbing business at South Bend, Washington, and will feature the Company of Tampa, has developed so rapidly that he is unable to fill his orders.

Spring & Bridgeman, of Seattle, Wash., have completed plans for vigorously pushing the "Mamie Taylor" five-cent cigar, made by Fernandez, Lopez y Ca., of Tampa.



Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Alvarez & Garcia in New Offices.

ALVAREZ & GARCIA, the Porto Rican cigar manufacturers have moved into their new offices which occupy the first floor of the building at 81 Pine street, New York, with an entrance also at 128 Water street.

One of the features of the new quarters is a newly built humidor with a capacity for holding about one-half million cigars. The walls are covered with a thick lining of asbestos, over which is moisture proof paper making it thoroughly sanitary and moisture proof.

In the front of the building facing Pine street are the offices and in the rear of the floor is a spacious receiving and shipping room.

The house of Alvarez & Garcia began business three years ago. During that time their trade has grown steadily and today their goods are placed very generally throughout the United States.

The company's plantation is located in Caguas, with factories at Caguas and San Lorenzo, Porto Rico.

The leading house brands are "Alvagar" and "Jose Garcia," made in fifteen sizes each, and retail 3 for a quarter to 25c. each.

They are now placing upon the market their new brand "Duke of Savoy," which is made in fifteen sizes and retails at the same prices.

Their territory is covered by H. A. Zeamens, who represents them in the Northwest and Pacific Coast, while the Middle West and East is looked after by E. C. Smering.

Duys & Co. Receive New Sumatra.

HDUYS & CO., the well-known Water street Sumatra house, have received their tobaccos purchased at the first and second Inscriptions at Amsterdam, and state they have shown up even more beautifully than anticipated. The leaves are large, thin, light colors, and it has proven to be an enormous yielder.

The house is already able to report several large sales to the leading cigar manufacturers.

John H. Duys is expected home on April 14th, returning on the "Lusitania" and his place will be taken by Henry M. Duys, who leaves for Amsterdam April 17th to attend the remaining Inscriptions.

The Jackson Mercantile Co., of Manhattan, to do general mercantile business in tobacco, grain, etc., was recently incorporated with a capital of $100,000; the incorporators were J. S. Gans and Jerome Waller, both of New York City, and E. I. Alexander, Bronx. All of the above named gentlemen are members of the Water street leaf tobacco firm of Jos. S. Gans & Co.

M. Stachelberg & Co. Incorporate.

ONE of the most important movements of the past week was the filing of articles of incorporation at Trenton, N. J., by M. Stachelberg & Co., with nominal headquarters at Jersey City. The authorized capital stock of the new concern is $300,000, and the incorporators as named in the papers are undoubtedly simply organization dummies. This action on the part of the Stachelberg Company has been anticipated in consequence of the recent dissolution of the Stachelberg-Esburg-Gunst concern. E. J. Stachelberg will be managing director of the new corporation, and the concern is already actively engaged in the manufacture of cigars at Tampa, Fla. Mr. Stachelberg is at present in New York City on a quick trip incident to the organization just announced.

New Building for Benito-Rovira Co.

PRELIMINARY preparations were commenced this week for the erection of a new cigar factory at 62nd street near Second avenue, for the Benito-Rovira Co. Plans have already been adopted and a contract awarded and the work is to be pushed forth with all possible vigor.

It is only two years ago that the company took possession of its present commodious quarters which have now become inadequate owing to the rapid increase and growth of their business.

Max Schatz Will Remove.

WE learn from Mr. Max Schatz, the United States sales agent for Behrens & Co.'s "Sol" brands of Havana cigars, and also the American sales agent for F. Rodriguez y Ca.'s "Elite" factory, Havana, that he will remove within the next fortnight from his old location at 76½ Pine street, New York, to more commodious quarters, the location of which is not yet announced, where he will have much better facilities for the transaction of his growing business on both of these standard Havana brands.

The trade in Pennsylvania is being called upon by Anton Kleiner, representing E. Kleiner & Co. in the interest of their "Famosa" and "Lord Macaulay" nickel cigars and we learn that some very desirable new accounts resulted. Their "Aurora" brand of clear Havana goods were also heartily received and will no doubt find an increased sale from that time on.

The cigar factory of J. Kraus & Co., at 126 5th avenue, was damaged by fire on March 21st. One of the upper floors of the building was occupied by the National Cap Co., and it is there that the fire originated. The flames were not subdued until a damage of about $4,000 was inflicted upon the Kraus concern.

New York Notes

Geo. L. Symons, of the Symons-Kraussman Co., is expected home about April 15th after a whirlwind tour through the Middle West and Pacific Coast States.

After concluding the packing season at Warehouse, Conn., Bernard and Waldorf Meyer, of Isaac Meyer & Co., have returned to the New York office of the firm.

Maurice Wertheim, secretary of the United Cigar Mfgrs. Co., recently visited the trade in St. Louis and other Western points.

Manuel Alverez & Co., this week removed into 178 Water street which is next door to their former establishment.

Morris Rosenberg, of Morris Rosenberg & Co., is at present on a tour of inspection in Havana.

Mr. H. Levitin, the New York retailer, who is located at 551 East 138th street, has recently added a distributing branch to his business and has secured the agency of what promises to be a prominent brand of smoking tobacco, and also one or two brands of cigars, and it is his intention to branch out into this field as heavily as possible.

Norristown Cigar Man in New Company.

ANEWS dispatch from Wilmington, Del., indicates that on March 22d, a charter was granted at Dover, Del., to the Standard Cigar Co., of Norristown, which has been incorporated with a capital of $100,000. Among the incorporators are B. F. Rittenhouse, of Norristown, Pa., who has been in the cigar business for some years, William H. Reynolds, of Philadelphia, and Sylvester D. Townsend, Jr., of Wilmington, Del.

Portuondo Company Increasing Facilities.

PLANS have been prepared for the enlargement of the factory of the Juan F. Portuando Cigar Manufacturing Company at Perkasie. Business has been coming in strongly since New Year's, and the firm has every prospect of doing a largely increased volume of trade during 1911.

A Philadelphia-Made Havana Cigar.

AMONG the comparatively few clear Havana cigar manufacturing establishments is the factory of I. M. Hernandez, at 1714 Columbia avenue, one of whose leading brands is the "El Purito" cigar, which is now being made up in thirteen sizes.



The Hernandez factory is operated strictly on the Cuban handwork system, the proprietor being himself a native of Cuba, and having had a thorough experience in all the departments of manufacture before coming to the United States. He has been in this city for a number of years, and his goods are constantly becoming more widely known and appreciated. He is regarded as a thorough and competent judge of tobacco qualities.

February's Tobacco Output.

THE report of the collections of Internal Revenue during February, 1911, recently made public, show a substantial gain in the production of all kinds of manufactured tobaccos.

Following are the official figures:

	Feb., 1910.	Feb., 1911.
Cigars weighing over three pounds per thousand.....	$1,446,104.29	$1,569,246.11
Cigars weighing not over three pounds per thousand.....	44,283.78	72,839.15
Cigarettes weighing over three pounds per thousand.....	5,168.70	5,377.68
Cigarettes weighing not over three pounds per thousand	601,587.51	837,197.37
Snuff of all descriptions.....	174,263.64	200,829.51
Tobacco, manufactured, of all descriptions	2,020,235.02	2,412,431.35
Total	$4,291,642.94	$5,097,921.17

The San Francisco branch of Boltz, Clymer & Company, in charge of Manager Starr, has been doing a tremendous business the past fortnight. Mr. Starr's salesmen were out covering the big coast towns, and booking big business on the "Palencia" brand, which is now being made exclusively at their Tampa factory.

Dearstine Bros. Tobacco Co., of Albany, N. Y., recently engaged Allen Acker, of Valley Falls, N. Y., as traveling salesman. The trade on the Dearstine product is being expanded rapidly, and it is now one of the more important factories at Albany.

Fendrich Acquires Land at Evansville.

HFENDRICH, the Evansville, Ind., cigar manufacturer, has taken deed to Carpenter's Field from the Willard Library trustees at Evansville, and this transaction gives him the additional ground which he has been needing for his factory purposes.

The new Fendrich factory will be a model institution. Mr. Fendrich has been visiting the East, in company with an architect, in order to embody the best ideas that he can obtain from his visit in the erection of his new building. One of the attractions for employees in the new factory will be a restaurant, rest and recreation rooms and shower baths.

Manuel Lopez Clear Havana Cigars.

AREMARKABLE change has been brought about in the business of Fernandez Lopez y Ca. at Tampa, since J. J. Fernandez, the present secretary and treasurer of the company, became active in the management. The infusion of this enterprising spirit has resulted in the expansion of their operation by the successful introduction of their goods in territories heretofore undeveloped. Every clear Havana market has been a good field for their product, but the Pacific Coast has been particularly responsive and a large volume of business is now being done there.



PHILADELPHIA.



Pushing the "El-Roi-Tan" in the East.

DUNCAN & MOORHEAD, Inc., of Philadelphia, manufacturers and distributors of the well-known "Marcello" cigar, have taken on the distribution of the "El-Roi-Tan" brand of cigars manufactured by Seidenberg & Co., and following their first introductory orders, they have been receiving duplicates which seem to assure the success of the brand in this territory. They will control the distribution of this brand in Pennsylvania, east of Altoona; all of Maryland, outside of Baltimore; New Jersey, south of Trenton; and the entire State of Delaware. Speaking of the "El-Roi-Tan," Mr. Moorhead states that it is having a tremendous sale for a new brand in his territory, and he is confident that the cigar will make good in every respect.

Hilbronner to Visit the Pacific Coast.

AFTER an extended tour through the Middle Western States covering a period of several weeks, Henry Hilbronner, of Hilbronner & Jacobs, is still pursuing his western trip and is now scheduled to go as far as the Pacific Coast.

In the Middle Western States he opened a goodly number of desirable new accounts, and he is looking forward in anticipation of a good trade on the Coast.

The firm will move into their new factory building at 11th & Christian streets about May 15th before which time Mr. Hilbronner is expected to return to the Philadelphia Office. They will take possession of the new building about May 1st, but it is expected that about two weeks will be required to thoroughly renovate and remodel the premises.

Sam Bayuk to Visit Europe.

ON Saturday last Samuel Bayuk, head of the cigar firm of Bayuk Bros. sailed from New York for a three months' tour through Europe. He is accompanied by his father M. Bayuk and expects to visit many points of interest in the old country and before his return he will also attend several inscriptions of Sumatra tobacco at Amsterdam.

L. G. Haeussermann, Third street leaf dealer who was reported injured in our last issue has fully regained his health and is again visiting his office daily. After the mishap at his home, it was thought by some of his friends that he was seriously hurt, but fortunately the accident caused him only a temporary suffering.

Exhibition of "Leda" Cigars.

SO FAR as is known T. H. Hart & Co., of this city, will be the only exhibitors of a clear Havana Tampa-made cigar at the second tobacco trade show to be held in Horticultural Hall, April 10th to 15th.

This firm will, of course, feature their "Leda" cigars stronger than any other brand because it has been for many years their leader, a clear Havana product of the highest class, made in numerous sizes, they have well nigh become a password with the dealers catering to high-class trade.

T. H. Hart & Co., which consists of T. H. Hart and I. A. Mitchell have been in business for nearly a quarter of a century and have obtained an enviable reputation as handlers of high-grade goods.

They have the selling agency of the "Rameses" Eygptian cigarettes made in this city and also control a number of other important lines.

Recently this firm engaged in cigar manufacturing in the first district of Pennsylvania, where they will make a line of high-grade seed and Havana nickel goods, about which further announcements will be made in due course.

Pushing Bobrow's "Bold" Cigars.

THREE years is the record of Bobrow Bros., Second and Arch streets, Philadelphia, in placing their "Bold" brand of nickel cigars successfully and permanently on sale in fifteen hundred good retail establishments in this city.

In 1908 this firm consisting of Harry and Charles Brobow began business down town in a very modest way and by persistent efforts in placing with the trade meretorious goods their business grew in volume and some time ago they were compelled to take their present more comodious quarters at Second and Arch streets where four floors of a double building are at their command. They are now employing three city salesmen and have adopted a policy of expansion which means that their goods will be introduced in a more extensive territory.

In addition to the "Bold" brand they have also made quite a hit with their "Thirty-Days" brand of five-cent cigars which is now being exploited in this market.

The Blu-J Tobacco Co., which has a stogy factory at 152 North Third street has now gotten its product fairly launched among the jobbing trade of this city. The factory is under the management of S. S. Shivers, and their goods are being put upon the market under the slogan of "Just a little bit better."

One of Philadelphia's Oldest Cigar Firms.

AMONG the very old cigar establishments of this city is that of A. Ulrich & Co., at 100 Market street. This house in addition to handling a general line of cigars and tobaccos specializes of course on its own product which includes the "Radnor" cigar, a 5c. cigar which is extensively sold in this city and contiguous territory. Since the death of the late A. Ulrich, the business is being continued along the same successful lines by George Ulrich, a son.

The selling agency of the E. A. Condax Cigarettes, made in New York, was recently placed in the hands of E. B. Bowen & Co., at 230 Arch street, Philadelphia. Mr. Bowen has entered upon an active campaign in the interest of the Condax cigarettes and does not propose to cease until they are on sale in every prominent store in this city. He is placing some new and attractive advertising matter at every advantageous point.

Minnie Dorothy Jacobs, only daughter of Sam Jacobs, of Hilbronner & Jacobs, will be married on April 19th to Herbert Elmer, a real estate dealer of this city. The wedding will take place at Ascher's on South Broad street and the young couple will make their permanent home at 1918 Diamond street.

L. Balistocky, a manufacturer at Eighth and Noble streets, is seeking larger quarters, the business having outgrown present facilities. The product of this factory has a good general sale throughout town and a policy of expansion is about to be adopted. The firm name will probably be changed to L. Balistocky & Son.

Wm. F. Nolan, who has since February first, conducted a fine store at the S. E. corner of 28th & Lehigh avenue, has recently bought another store at 2415 Germantown avenue. The new store will be equipped in a thoroughly modern way and will cater to the best trade on that prominent thoroughfare.

W. H. Dohan, of Dohan & Taitt, removed his family to Atlantic City on Thursday last for the season. Mr. Dohan and his family are probably among the earliest pilgrims to the seashore, and Mr. Dohan is looking forward with a degree of much pleasure to making frequent trips to the shore during the season.

Harry W. Watson, head of the firm of Harry W. Watson Co., jobbers and distributors at Flint, Mich., stopped off in Philadelphia last week, for a few hours en route from New York to his home. Mr. Watson is having marked success in the distribution of a number of prominent eastern brands among them being the lines of Luckett, Luchs and Lipscomb.

M. J. Dalton, Philadelphia cigar dealer, who was recently called from a trip in Cuba by the death of his mother, sailed on March 16th for Havana, accompanied by his wife and children. W. R. Taylor and wife, friends of the family, also accompanied them. Mr. Dalton expects to return to Philadelphia early this week.

H. B. Grauley, cigar manufacturer, returned from a pleasure trip through the Middle West, during which he called on Berdan Co., of Toledo, distributors of his "Orange Flower" cigars and Hengen & Co., Detroit distributors of the "Lord Caspar" cigar.

Mr. Albert A. Gumpert, of Gumpert Bros., recently returned from a successful western trip. The Gumpert product is meeting with much favor in that territory.

The Steady Rise of a Tobacco Man.

THE many friends of J. Harvey McHenry, manufacturer's agent who is known to practically every dealer in this city and surrounding territory will probably be surprised to learn that a man of his youthful appearance could possibly have had eighteen years experience in the tobacco trade and yet it is a fact, for at that time he entered the employ of a tobacco house, who were the representatives of the S. W. Venable Tobacco Co., and by strict attention to his duties he soon advanced himself to the position of shipping clerk, then city salesman and finally traveling representative for the product of the above named manufacturing firm.



MR. J. HARVEY McHENRY

It was part of his mission to exploit "Ideal Cut-plug" which became at that time one of the biggest sellers in the city, and subsequently he became a road salesman for the Harry Weissinger Tobacco Co., of Louisville, Ky., in the Middle Atlantic States.

In 1905 Mr. McHenry found himself in charge of the business of one of the best known Philadelphia houses, handling the products of some of the largest and best known manufacturers in the country.

Some few months ago, he engaged in the business on his own account with offices and salesrooms at 152 N. Third street, Philadelphia, and at this writing represents a number of firms among whom are the following.

Strater Bros. Tobacco Co., Louisville, Ky., plug and smoking tobaccos; Vaughan-Ware Tobacco Co., Richmond, Va., and Royal Ascot Cigarette Co., New York, Cigarette manufacturers; Marcus Feeder Cigar Co., Cleveland, O., Independent Tobacco Co., Pittsburgh, Pa., and Blu-J Tobacco Co., Philadelphia, Pa., stogy manufacturers; S. Monday & Sons, Brooklyn, N. Y., special package goods; M. Kinports Cigar Mfg. Co., Manheim, Pa., cigar manufacturers; Illinois Match Co., Joliet, Ill., and Queens Match Co., Passaic, N. J., match manufacturers.

Recently Mr. McHenry has specialized somewhat in job lots of manufactured tobacco products, and maintains a corps of traveling representatives who cover the States of Maryland, Virginia, West Virginia, Pennsylvania, New Jersey and Delaware.

There is evidence of continued expansion in the sales of the "Luxello" in Philadelphia. The force of salesmen of Luckett, Luchs and Lipscomb have done very admirable work in placing the brand in every retail establishment of consequence and not only in placing them, but in keeping them prominently before the consuming public. Among the better class of clubs and hotels, etc., this firm's "Reynaldo" cigars are meeting with much favor.

Charles A. Krull, of 1226 Arch street, has recently purchased the "Archon" label and entire outfit and will hereafter manufacture this brand as a nickel product. These goods have been on the market for some time, but with the infusion of more enterprise such as only Mr. Krull can give it they will undoubtedly become a prominent factor in display.

Factory Notes

Co-operative Cigar Factory at Portland, Ore.

THE Portland Co-operative Cigar Co. is now being organized at Portland, Ore., and will open business at 88½ Third street. The project is being fathered by J. Isaacson, of Nebraska, who has proposed to introduce quite a unique method in interesting the local trade. The company will have a capital of $25,000.

Mr. Isaacson proposes to put up the amount of cash necessary to conduct the business and to deposit the stock as security, and to then sell to local cigar dealers two or three shares of stock each in addition and upon which is to be guaranteed a 15 per cent. dividend annually; but no dealer shall be allowed more than three shares of stock, and if any dealer has any doubts as to the profit or security of his investment, Mr. Isaacson agrees to deposit a certificate of deposit in any good bank of Portland sufficient to cover the investment and to make it payable to the dealer, if he did not meet the conditions of the guarantee. He says he wants these dealers in the concern, so as to make their interests mutual, and has adopted this method of enlisting their aid on a co-operative basis.

New Cigar Factory Building for Cincinnati.

PLANS are now being prepared for a new cigar factory building for Arnold Tietig & Son of Cincinnati, which will be located at Fifth and McAllister Streets, and will have a dimension by 35x100 feet. It will be built of concrete and contain four stories and basement. The first floor of the building will be used for offices and shipping rooms, and the special feature of this floor will be a humidor 40 feet long, which is an unusual size for the average cigar factory.

The second and third floors will be used for manufacturing purposes, while the fourth floor will be used largely for drying and re-sweating tobacco. A smaller humidor will also be installed in the second and third floors of the building. Every modern improvement will be utilized in the construction of the new building, and when completed it will be one of the most up-to-date factories in the country.

Expansion at Compeer Factory.

ANNOUNCEMENT was recently made by Lawrence M. Crump, president and general manager of the Compeer Cigar Co., Indianapolis, that there was in contemplation the erection of a new six-story building in the downtown district for the general headquarters of the company.

Plans have now been completed and the new building is to cost in the neighborhood of $80,000. It is intended to accommodate the employment of 1200 people and after its completion the company expects to abandon its several warehouses in tobacco growing States and to centralize their business to the new building, which will be of concrete construction.

New Factory at Helena, Mont.

THE Helena Cigar Mfg. Co. is just being established at Helena, Mont., by two young men from the East, both of whom have had an extensive experience in the business, who visited the town recently, and deemed it admirably located for the success of such an enterprise. It is within easy access of a large distributing territory and good goods made in that locality will no doubt find a ready sale.

Dockstader Cigar Co. to Move.

IT is reported that Lew Dockstader the popular minstrel and A. H. Schlange, principals of the Lew Dockstader Cigar Co., have taken quarters on North Main street, East St. Louis, and will remove their business from Springfield, Ill. It is expected that they will shortly be able to increase their former force of about forty cigarmakers.

The B. F. Brown Cigar Co., which began business at Bucyrus, Ohio, on February 1, now have five cigarmakers at work and are hopeful of doubling the number before the end of the first half of the present year.

A new cigar manufacturing establishment was recently opened at Pontiac, Ill., by Dolan & Holman, at 115 West Water street, which is in the Holman Block. Both are young men, and are experienced in the manufacturing line.

The Joaquin Martinez Co. has opened a cigar factory at 209 East Intendencia street, Pensacola, Fla., where they will manufacture a line of clear Havana cigars. Pensacola people are much elated over the acquisition of this new industry.

A cigar factory is being organized at Grand Island, Neb., by Gimpel & Leightner, in the Windnagel Building. Both of these men had formerly been connected with the Voss factory for some years and the enterprise is being well regarded by Grand Islanders.

The Colonial Cigar Co. in Massillon, Ohio, recently filed a deed of assignment. The Company had been conducting a cigar business in that town and the assets are placed at $1500, but no estimate of its liabilities has yet been announced.

A new cigar factory is in contemplation at Colby, Wis., by J. T. Mertig & Son, and have procured quarters in the Cole Building. The factory will be in charge of Frank J. Mertig.

The John Loeffert Cigar Company has been incorporated under Ohio laws to transact business in Cardington, Ohio. The capital is given at $5000, and John Loeffert is the moving spirit of the enterprise.

Work is now in progress on a brick extension to the factory of the Union Cigar Co., at Twenty-eighth and Smallman streets, in Pittsburgh, which will cost, when completed, $17,000. The Union Cigar Co. have been much in need of increased space for some months, and this addition will give them the needed relief.

W. E. Riggs is about opening a new factory at Hastings, Neb., with one of the best equipped establishments in the State, and a considerable time was spent in working out all the details of construction before the building was erected so as to make it thoroughly modern in every respect.

Advice has just been received from E. I. Wood, 709 E. 7th street, Ellinsburg, Wash., that he has purchased the Ellinsburg Cigar Co., heretofore conducted by King & Tietjen, makers of clear Havana and domestic cigars. Mr. Wood will continue the business and will use the brands which had been adopted by his predecessors.



Key West Factories are Rushed.

More Cigarmakers Employed than Ever Before---Help Still Wanted---Notes of the Manufacturers.

KEY WEST, Fla., March 25, 1911.

THE great rush of orders continues at all of the factories and at every shop, reports are made of unprecedented business so far this year. In accounting for the great advance in trade, one of the manufacturers stated that it was his opinion that more people are smoking cigars now than ever before and high quality of the Key West product is rapidly becoming appreciated.

Another reason assigned is that the aggressive warfare which is being made by the Key West Cigar Manufacturers' Association against the illegal use of the name of Key West, has brought Key West cigars into prominence and the manufacturers' stamp has become a guarantee of extra fine goods.

There are more cigarmakers at work at the present time than at any period in the history of the trade, but many more could be used. Every man who comes here is immediately put to work at good wages. Many of the factories are compelled to work on Sunday in order to keep up with their orders. There is not an idle cigarmaker in the city through lack of work.

A general clean up campaign has been started throughout the city with the cigar manufacturers in the lead. The ornamental iron tence around the Martinez-Havana factory has been completed and landscape gardeners have started the work of laying out the grounds with flower beds, palms, etc. The other factories are also actively at work on the beautifying scheme.

President Luis Martinez, of the Martinez-Havana factory left for Havana last night after a few days' visit to Key West.

Manager W. J. Lightbourn and J. H. Fort, foreman of the pickers and packers of the Cortez Cigar Company, spent a few days in Havana this week on business. The force at this factory has been increased materially in the last week.

Charles Tracey, mayor of Benson, Neb., a prominent leaf dealer in that city, was a visitor here last week. He left for Havana where he will spend several days.

At the Gwynn, Martin and Strauss factory, carpenters are busy installing new windows for the use of the pickers and packers. An extensive addition to the present building is contemplated in the near future.

A. Aurelio Torres, president of the Principe de Golfo Factory, accompanied by his family, left for Havana last night, where he will remain for several days looking over the tobacco situation.

President J. M. Batterton, of the Ferdinand Hirsch Company, arrived in Key West this week for a short visit on business. Mr. Batterton came here from Havana, to which point he went direct from New York and was met by Manager A. W. Arnold, of the Key West factory.

E. H. Gato, Jr., of the E. H. Gato Cigar Company, who has been in Cuba with his family for several weeks, writes that he expects to return here about April 1. President E. H. Gato has not found time to get here to look after the starting of the new factory as yet, but he is expected any time.

Charles Wolf, of S. Wolf's Sons, who has been on an extended trip through the southern and middle western states, returned home last week and reports a growing demand for the "Lukos" brands. Large shipments of cigars are being sent from this factory by every steamer.

R. Fernandez, of the R. Fernandez Havana Cigar Company, is in Memphis, Tenn., and sending in orders in such quantities that Mrs. Fernandez, who is looking after the affairs of the factory, is spending most of her time at the shop, getting out the goods.

Mortimer Regensberg, of E. Regensberg & Sons, Tampa, accompanied by Mrs. Regensberg, stopped off a few hours on his way home from Tampa this week.

Alejandro Nistal, of Gonzalez, Fisher & Co., was a visitor here this week.

Emilio Ponz, en route from Tampa to Havana stopped off for a few hours this week and called on some of the manufacturers.

Raymon Fernandez, of Fernandez Lopez y Ca., who has been in Tampa for several days, returned to Key West this week.

Jose Arango, of the Havana-American Company, was a through passenger on one of the P. & O. steamers this week.

Edgar J. Stachelberg, of M. Stachelberg & Co., spent a few hours in Key West this week.

Jose Lovera, of the Jose Lovera Company, was a visitor here during the week.

Among the passengers to Tampa this week was F. Diaz, of Guera Diaz & Co. Mr. Diaz was en route from Cuba.

N. B. RHOADS.



Tampa Cigar Factory Destroyed by Fire.

Old O'Halloran Building Burned---Shipments are Increasing---What the Manufacturers are Doing.

TAMPA, Fla., March 27th, 1911.

FIRE destroyed the old three-story wooden factory building, formerly occupied by the O'Halloran Cigar Company, in West Tampa Saturday evening at 8 o'clock. The building has not been occupied for sometime and just how the blaze originated is not known. The building was probably worth $5000. The blaze spread from the factory building to a row of rental cottages nearby, destroyed around a dozen of them before the department could check the flames. Losses will probably reach $15,000, most of which was covered by insurance.

Cigar shipments from this city continue over the million the working day mark, while customs receipts, due to heavy withdrawals of tobacco from the bonded warehouses, and receipts of leaf from Cuba, are smashing all records in the local customs house. For the week ending Saturday, March 25, receipts of customs totalled $61,487.08, the largest receipts for a week on record here. Tobacco receipts from the the island of Cuba so far this month, total 3842 bales. Shipments for the week ending March 25, totalled 6,250,000 cigars.

Mr. Diaz, of the Fisher, Yglesia Company, Brooklyn, N. Y., has been in the city during the past two weeks looking for a location for a factory. Mr. Diaz is well known in this city where he has many friends.

Charles Just, of the "El Sidelo" factory (Samuel I. Davis & Co.), has returned to the factory here after being in New York for the past several months.

David Morris, managing editor of the "Havana Post," passed through Tampa last week, en route to Washington, where he will urge the postal department to establish better mail service between this city and Havana. Mr. Morris declares that the large cigar industry here, closely allied with Cuba, by virtue of the fact that the island is the source of tobacco supply for the Tampa factories, together with the fact that an immense amount of mail matter comes through Tampa en route to Havana from other sections of the country, entitles this city and Havana to better connections. The mail service now is confined to three sailings the week, and in the summer time this is reduced to two sailings the week.

Manuel Sanchez, of Berriman Brothers, has returned from Cuba, where he was interested in the leaf market and the tobacco fields. He declares that while conditions are not the most desirable, from the buyers' standpoint, there is good tobaccos to be secured at the proper price.

George Meigs, traveling representative of the Sanchez y Haya firm, with headquarters in Chicago and Kansas City, has returned to the former city after a two weeks' visit here. He will go to his home in Detroit for a short vacation. Mrs. Meigs accompanied her husband on his trip South.

Manuel Garcia, of Perfecto Garcia & Brothers, left for Cuba some ten days ago, to look over the leaf markets and inspect prior purchases. He will be on the island some little time. The firm is doing a splendid business, but they voice the complaint that is in mild circulation to the effect that cigarmakers for the smaller sizes are hard to get. However, as every boat from Cuba and Key West brings back to Tampa a complement of workmen, this shortage is expected to gradually and satisfactorily adjust itself. All of the factories here could use more workmen as the demand for Tampa cigars gives every indication of steady growth, and there will evidently be no letup when "those back orders" are filled.

Don Salvador Rodriguez, the well-known manufacturer, whose famous "Charles the Great" is known to fastidious smokers everywhere, has returned from Cuba.

The four-story brick factory formerly occupied by Samuel I. Davis & Co. in West Tampa, Fla., and which they vacated to go into their palatial new factory last year, has been purchased by Balbin Bros., who, since the strike have been occupying temporarily the factory building of M. Perez & Co., who moved from Tampa to Key West. During the recent strike, it will be recalled, Balbin Brothers' factory was entirely destroyed by fire.

Edgar J. Stachelberg, head of the firm of M. Stachelberg & Company, returned Sunday night from Cuba, where he has been looking over the leaf market for the past two weeks. Mr. Stachelberg made some desirable purchases of leaf during his sojourn on the Island. He will leave for New York in the next few days. The firm has some three hundred cigarmakers at work, every one of them a skilled workman, and this force is being steadily added to.

BLARDONE.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Trade Slow in York County.

New "Pulliam" Cigar on the Market---Store Location Changed---Local Notes.

YORK, PA., March 28th, 1911.

THE cigar manufacturers here have experienced somewhat of a slump in business, and some few complaints are being heard. It is not, however, so severely affecting the makers of standard brands, who have been able to continue operations with the usual force of cigarmakers.

The new Centre Square Cigar Stand in the Rupp Building is being put into shape for opening day.

Tony Munchell has completed the removal of his business from Water and Market streets, to the old Masonic Temple on North Beaver street, where he has a finely equipped establishment.

The "Straight Pulliam" cigar product of Herman Warner & Co., of this city, is now being exploited as their newest cigar, and which is being offered the trade as the result of continued efforts to get it to the point when it could be pronounced "just right." They say they now offer a "Pulliam" cigar that needs no apology.

Business has continued fairly brisk with H. F. Kohler, of Nashville, on the higher grade of goods, and he continues to feature the "Judge Shepard" as one of his leading nickel brands. It is expected that his new "El Sayon" 10-cent cigar will create quite a stir when its exploitation is begun here. He has assured the trade that this will be the finest product in the ten-cent variety that has come from his factory, and his word is universally accepted.

A few of the Dallastown factories have been taking some orders of late, but business in that town, upon the whole, is not satisfactory.

Trade seems quiet at Red Lion, too. T. E. Brooks & Co. are at present among the more active firms there who have been the recipients of a good number of mail orders.

With the union factories at McSherrystown business is reported as just moderate, but they are all hopeful that with the beginning of real spring weather, the conditions will rapidly improve.

Fair progress is being made at the new factory of the Ajax Cigar Co., which is located near Hellam, and the former number of cigarmakers employed there has been retained.

W. U. Blessing & Co., at Hellam, have been getting a very fair measure of business through their several brokers and representatives.

The Dallastown factory of Myers, Adams & Co., is now in full operation. There had been only a temporary suspension of business at this factory.

Leaf Trade Convention Interests Lancaster.

Entertainment Committee Does Fine Work---New Leaf Office Opened---Eisenlohr Employees Form Beneficial Association.

LANCASTER, PA., March 28th, 1911.

THE entire trade here is now deeply interested in the convention of the National Leaf Tobacco Association, which will convene here on May 8th. Hotel Wheatland is regarded as the headquarters for tobacco men.

The Entertainment Committee of the Lancaster Leaf Tobacco Board of Trade, consisting of eight of the more prominent of the younger members of the trade, have done very excellent work in making preparations for taking care of the host of visitors who are expected here.

A new leaf tobacco warehouse is in contemplation by Mr. Levy, representing the leaf department of the United States Cigar Mfrs. Co., of New York, who is seriously thinking of locating such a building in Ephrata. His plans, however, are not yet fully matured.

The employees of Otto Eisenlohr & Bros. recently formed a relief association and have elected the following officers: President, M. B. Fasnacht; vice-president, Samuel Showalter; financial secretary, Jeannette Stauffer; recording secretary, Jacob Spoo; treasurer, Charles Beck; shop collectors, Walter Miller and David Montgomery; trustees, Sherman Eshleman and William H. Waitz.

Manager Charles H. Young, of the Upmann cigar factory at Manheim, Pa., has been confined to his home with a severe attack of rheumatism.

I. H. Weaver, leaf dealer, has just returned from a visit to the leaf centers of Ohio.

The Hoffman Leaf Tobacco Co., whose general headquarters are at Marietta, have opend an office and sample room on North Queen street, near Pennsylvania Railroad depot. The son of Mr. R. Hoffman, head of the house, will be in charge of the Lancaster branch.

Owing to the proposed raising of Grant Hall opposite the Courthouse, A. H. Hoober has been obliged to remove his cigar business to temporary headquarters on South Christian street. An annex is being erected to the Woolworth Building, in which Mr. Hoober will have final headquarters when it is completed.

The Ruppin cigar factory at Akron, which has been idle for some weeks, is again in operation. The Krull Cigar Co., in the same town, is working steadily with a moderate force.

Planning to Revive Anti-Coupon Bill.

Tobacco Measure Likely to be Re-introduced in Special Session of Congress.

(Special Correspondence.)

WASHINGTON, March 31.

INDEPENDENT tobacco and cigar men, who have visited the Capital recently, have expressed some curiosity concerning the future of the legislation to prohibit the use of the United States mails as a medium for the furtherance of a gift enterprise.

This legislation, known as the anti-coupon bill, was fathered during the last session of Congress in the Senate by Mr. Beveridge, of Indiana, and in the House by Mr. Tawney, of Minnesota, but went down with a mass of other proposed legislation in the rush of the short session. Both of these statesmen met defeat at the elections last fall, and their legislative careers were ended, temporarily at least, with the close of the session on March 4.

Talk is heard among the representatives of the tobacco industry, who come and go here, of re-introducing the measure at the extra session of Congress, which will be convened on April 4, if President Taft does not succeed in winning the Democratic majority in the House to his view that nothing but the reciprocity agreement with Canada should be considered at the special session. If it is decided to open the session to the consideration of legislation of a general character, there is a strong probability that the anti-coupon bill will be re-introduced.

Who will be selected to present the bills and push them through the respective Houses of Congress has not developed here, but there are a number of the lawmakers who favor the measure, and the tobacco men anticipate little trouble in finding champions for their bills.

Illustrative of the attitude of the independent manufacturers and dealers generally toward the anti-coupon measure, was the hearing on the Beveridge bill held before the sub-committee of the Senate Finance Committee shortly before the adjournment of the recent session. Attorney John W. Yerkes, representing a number of the independents, stated that the coupons are not used for the legitimate purposes of advertising, but "to strike down and break down the business of small competitors."

Mr. Yerkes asserted that the requirement that the name of the manufacturer should be on the package was a just one, because the same requirement is now made, by reason of Congressional enactment, in the case of other products, such as distilled spirits and beer, paying an Internal Revenue tax. It is also in line with the requirements of the pure food law, he argued.

The attorney proposed a new section for that prohibiting the exchange of a part of a package for a coupon. He argued that the section, as framed in the bill, would not prevent the redemption of coupons for parts of packages by a subsidiary company, and his amendment was to prevent such an evasion of the spirit of the law.

Henry M. Russell, representing the Bloch Brothers' Company, of Wheeling, an independent tobacco manufacturing concern, opposed the legislation. The company he represents, he said, found the best way to meet competition was with coupons.

James M. O'Grady, representing an independent company, of Rochester, N. Y., argued that the provision against the redemption of a package or any part of a package was unconstitutional, because the Government could not follow the paper and other substances used for the packages into the byways after the contents had been used.

The F. P. Brown Cigar Co. recently opened business at Bucyrus, O., and will manufacture the "Higginic" cigar This is a new factory for that town.

A new cigar factory was recently opened at De Kalb, Ill., by Fred Dayton, whose leading brand will be the "El Dayto."

Gabril Feisey recently opened a new cigar store at his home on North street, Williamstown, Mass.

Green Brothers have succeeded to the cigar business of the late T. Calman, at North Adams, Mass. They expect to enlarge the business materially.

DETROIT DOINGS

DETROIT, March 27, 1911.

OFFICIALLY spring arrived on the 21st inst., accompanied by somewhat more agreeable weather than had been ours just previously. Quinine, phenacitine and cough syrups are relegated to the medicine chest, the smoker's appetite has returned and retail business is better. There is no abatement in manufacturing circles, while in the leaf trade there appears to be more action than hitherto, though nothing of a brisk nature.

Cigarmakers are always in demand here. It is the perennial problem of our big factories. From time to time schools have been operated here, which usually failed for want of proper management. It is held by some that a cigarmakers' school, in capable hands, would prove a profitable venture. What's the matter with a school of retail salesmanship, also? Half the prominent dealers about town are lamenting the want of competent help. What's the trouble? "They're just a lot of machines," declared one chap. "A man comes in and asks for a cigar and they give it to him and ring up his nickel. That's about all they're good for."

Now, I happen to know that this particular chap is not himself overly well posted as a cigar man, nor is he himself a good retail man, although he has been successful in business. His clerks get little or nothing from him in an educational way, know nothing of the brands they sell, are ignorant of any distinctions between clear Havana, Seed and Havana Broadleaf and Havana, have no appreciation of the difference between skilled and poor workmanship, know nothing whatever of the leaf in its raw state; in short, are totally deficient in information regarding the growth, development, process of manufacture and finish of the leading item in their every-day business. Their leading accomplishment is shaking dice. Neither had ever read a trade paper. I suggested a subscription to "Tobacco World" to the proprietor as a medium for the education of his clerks. This is his reply: "What is the use of blowing a dollar for them? If they thought they were learning anything they'd hit me for higher wages and I'd be money out." Would he?

I am glad to say quite a few of the boys behind the counter are beginning to appreciate the value of a live trade paper to the extent of investing a dollar on their own account if the proprietor will not do so.

Profound sorrow is felt on all sides over the sudden death of circuit judge Morse Rohnert at Rochester, Minn., on the 26th inst. Judge Rohnert was president of the Michigan Cigar Box Company, and Manager Charles C. Carr had received word only the day before that the judge was making a fine recovery from his recent operation for cancer, which was performed at the famous Mayo Brothers institute. Judge Rohnert came from fine old German stock. He has been on the Wayne County Circuit bench since 1900 and was a Republican candidate for re-election at the forthcoming spring election.

Charles La Fond, after quite a siege at home and at a Sanitarium, is on the job again at 162 Jefferson avenue, but still decidedly weak. He hopes to get away shortly for a couple weeks' rest and relaxation.

J. P. Hementer leaves this week with Mrs. Hementer for an outing of a fortnight or more.

Mr. S. Frant, general manager of the local branch of American Cigar Company, got onto his job in short order and soon was in it up to the neck. Mr. Frant fills the place made vacant by William Lichtig when that gentleman left to help organize Surety Cigar Company. Mr. Frant impresses one as a person full of determination and dynamic force. He comes from the Hummel & Vogt branch at Louisville, Ky., where he has been stationed about two years. Just prior to this connection he was for a few months at the Hilson plant at Elizabethtown, N. J. Before that Mr. Frant had been for nine years factory superintendent of the Hernsheim branch of the A. C. Co. at New Orleans.

"Van Ruyter" is the title of a new seed and Havana cigar which William Tegge & Co. will introduce in about one month. It will be shown in seventeen sizes at the time of its introduction, some of which will later probably be dispensed with. The leading trade of the Tegge factory is in nickel brands, but this will be a high grade ten-cent cigar. Allan Bricker, of the firm, is West now pushing "Sol Smith Russell," "Mark Hopkins" and "T. & B." The firm caters to jobbing trade only, and, by the way, Mr. Tegge tells me they have no missionaries, and thus avoid one of the greatest abuses of the cigar trade. Furthermore, he states their business never has shown such satisfactory results as since they got away from the missionary idea.

A bill of sale passed March 13th from J. E. Graham to R. M. Furnas for the former's interest in the San-Etta Cigar Manufacturing Company. There was some friction between the two parties, Furnas alleging gross mismanagement. The business is now under the style of Furnas & Laney and the factory will be continued at 801 Hastings street. It is expected to incorporate later. At present Mr. Laney is in Oklahoma, where he is interested in the oil fields.

Ike Goldberg was in New York several days last week and during same time Sam T. Goldberg made a flying trip to Pittsburgh. Messrs. Siller, Narten & Barnes Co. are "La Azora" distributors for that district. Frank H. Forrest, "La Azora" general sales agent, left Friday for a six weeks' trip to Minneapolis and the Northwest.

Benjamin Cutting has just completed a four weeks' successful tour of the jobbing trade of Chicago, Minneapolis, Denver, Kansas City and other Western points in the interests of Sedorah Cigar Company.

Joseph Muer makes only one cigar, in one size, and they are all sold in Detroit. Thirty-five hand workmen labor daily on "Swift" and at night there is never a cigar in the house. That speaks for the selling quality of the cigar.

If Havana holds its flavor for over twelve years is it good Havana? Well I guess! A few days ago Abe Davis, of The Davis Cigar Manufacturing Company, discovered two boxes of his old "Abe" brand, which he made when he first started in Flint, Mich., fifteen years ago and which he ceased to manufacture in 1899. He invited me to take one from the box. To my surprise it was as sweet and fine as though made yesterday. In fact it was so excellent I smoked it to the very tip. Mr. Davis recalled that the filler used was a fine Vuelta, purchased of Messrs. Rossin & Sons, and the Sumatra wrapper was from one of the fine marks imported by Rothschild & Bro., of Detroit.

The Detroit Motor Boat Club will hold an important meeting tonight to determine on the proposed $90,000 purchase of Klenk's Lighthouse Inn for a club house. Somebody get busy with a label if the deal goes through, as it will mean a membership of about eight hundred yachtsmen, motorists and automobilists, most of whom smoke pretty good tobacco and cigars.

Hotel Pontchartrain stand is carrying ten sizes of "Redencion," made by M. Perez factory, Havana, formerly the Redencion factory. They are in but a couple months and are selling well.

John P. Lieberman & Co., 84 Gratiod, showed a full window display last week of "Globe Hand-Made," a popular tobacco here.

"Ology" displays are shown about town extensively. Payette-Walsh Company are distributors. Emmett Walsh has been out in the State for two weeks. I understand from Henry Payette, a local campaign on Sig. C. Mayer's "El Wadora" is imminent. Their recent campaign on "Sans Souci," made by Luckett, Luchs & Lipscomb, got them many orders.

The United Cigar Manufacturers Company, through C. J. Holton, are introducing "General Arthur," a former ten-cent favorite, in five-cent guise. Howd'y, General!

Dear reader, do not confound Charles F. Higgins, the able manager of the cigar department of Lee & Cady, with Charles C. Higgins, reported to be the name of the cashier of the much-talked-about-but-not-yet-going Metropolitan State Bank. Charles F., I scarcely believe would swap jobs.

Harvey Coates, a gentlemanly young man, who for five years past has been working under Burt Johnson at Hotel Metropole, leaves on April 1st to take the Surbrug agency for the State of Colorado. He leaves many warm friends here. Russell Coates, a brother, formerly in charge of O'Brien's cigar department and who was also at one time with Burt Johnson, has been with the Milo people for some time, in Denver, where he removed from Detroit two years ago, owing to ill health.

J. L. Marcero & Co., jobbers, have just constructed a new sample room and have economized space by building an additional room for the accounting department above the sample room. J. L. Marcero & Co. Pontiac branch is now known as Marcero Merc. Co.

Harry Farbstein, of San Telmo Company, recently made a flying trip to Cleveland and Akron, Ohio, returning (as ordered) with orders.

C. Olsen, who recently sold to "Jack" Ablard, is again in business, having acquired the stock of Leo A. Dunnis, 215 Grand River avenue.

The corner store of the Rothman Block, just built, at the corner of Jefferson and Hilger avenues, will be occupied April 15th by Meloche Drug Company, who will carry among other merchandise a choice line of tobacco and cigars.

The latest in town is "Howell's Howl," a scream. It is an excellent nickel cigar and some good advertising is being done. I learn from Harry Tyler, one of Claude Howell's sales force, that you can hear the "Howl" all over town, but it's a howl of delight.

The article about Oscar Rosenberger in your last issue, with the accompanying portrait, awakened a lot of interest and comment here. That gentleman has been blushing with becoming modesty ever since. One enthusiastic retailer who thinks pretty well of Mr. Rosenberger and the "Pastora" hung his copy of "The Tobacco World" in the window for the benefit of the passing public, many of whom recognized Mr. Rosenberger's portrait and paused to read the article.

Mose Eisenberg was most agreeably surprised a few days ago

New Orleans Occurrences of Importance.

New Headquarters for Valloft & Dreux, Ltd.---New Orleans Cigar Stores Co. a New Enterprise---Notes of Local Distributors.

NEW ORLEANS, March 27.

JOBBERS and retailers alike here have no complaint to make regarding their spring sales, claiming that while business has not been the best, a satisfactory volume of trade has been enjoyed. Several jobbing houses state that had their stocks of Tampa brands been larger, business would doubtless have been more brisk.

Mardi Gras festivities this year were on a larger and grander scale than ever before, eclipsing all prior efforts. Numberless tourists sojourned here during the celebration to participate in the revelry, and incidentally to enjoy "the Winter Capital of America."

Valloft & Dreux, Ltd., have removed their wholesale department from Poydras street to their more commodious and convenient stand on Camp near Natchez. L. E. Valloft, the genial manager of this highly successful concern, states that their winter trade has been a large one. He remarked that "Ruy Lopez" cigars, in many shapes, are continuing to please his trade in this section.

A comparatively new concern in this city is the New Orleans Cigar Stores Co., of which company Lazard Michel is president and Harry S. Mayer, vice-president. They feature Gato's Key West cigars in their three local stores, in addition to working the city trade.

U. Koen & Co. are doing splendid work with a line of clear Havanas, made under their "Flor de Vega" brand in New Orleans. Leon L. Paty, their affable vice-president, tells your correspondent that duplicate orders on the several sizes are demonstrative of the favor which this brand has established. They also feature "Websters" and "Principe de Gales."

"Business is good," is the remark of H. E. Woodward, office manager of the Augustus Block Cigar Co., who are successfully distributing in this section many sizes of the Boltz-Clymer & Co.'s "El Palencia." Gus Block is not doing road work for the present, being obliged to remain in the city on account of his wife's illness.

Certainly there is an array of sizes on the counters of Chas. Meyers & Co., local distributors of "Tademas," who also feature "Julia Marlowe," "El Sidelo" and "Van Dyck," in fine goods. Charlie Meyers is just back from a short trip through the State, bringing several nice orders with him.

Smith Bros. & Co., whose cigar department has been capably managed for the past six years by E. P. Meric, report a keen shortage of "Optimos" and "Henry the Fourths," for which they are distributors in this section. They report having accomplished very good results with Rey Straus & Co.'s "Mi Rey," also a big run on their nickel leader, "El Trado."

Max Guiraud, the popular tobacconist, at 826 Canal street, speaks well of his sales on "Lozanos," which he is featuring as his leader in clear Havanas. He has a good run also on "El Genio," of Menendez Bros. & Verplanck, and "Juan y Julia," a Porto Rican cigar that has taken on nicely here.

At Camp and Poydras streets, Manuel Villa holds forth with a full stock of "Raphaels," on which he has customers who would have no other.

Behind the well-stocked cigar counters of the Grunewald, the smiling face of Joe Tortorich radiates, due to favorable sales on the many brands of clear Havanas he handles. This stand has the distinction of carrying several sizes of the well-known Beck y Ca. imported Havana cigars, one size of which retails at a dollar and a half.

A. M. Goehring, sales manager of the Exchange Cigar Co., of Tampa, has been here for several days and landed some neat orders on their popular grades. The Exchange Co. are believers in a quality product, and this is winning a big place for them in the trade's esteem.

REX.

Cleveland Factories are Busy.

Baer-Wolf Company Will Move to New and Larger Quarters.

CLEVELAND, Ohio, March 27, 1911.

PLANS have recently been completed for the erection of a sixteen story fireproof building at the corner of Superior avenue and East 6th street. This is to be one of the finest buildings that Cleveland can boast of. The buildings that are now on this site will be torn down very shortly, which will mean that three retail cigar stores will have to go out of business, as there are now that number of stores in the buildings. However, they will doubtless have space in the new stores.

The Baer-Wolf Company, distributors, who are now located on Prospect avenue, will move, on the first of the month, to new quarters in the Elks' Building, on Huron road, near East 9th street. The building itself is beautiful, and their store will be proportionately so. A few of the lines that this well-known concern handle are the "El Sidelo," manufactured by Samuel I. Davis; the "Rigoletto," by E. A. Kline & Co.; "Pastora," by San Telmo Cigar Manufacturing Company; the "Ruy Lopez," by R. Lopez y Ca.; the "Sarzedas," by I. Teitelbaum, and the "Flor de Mendel," by Mendel & Co. A few of their popular nickel brands are the "El Symphonie," "Judge Howe," "El Sidelo Segundos," "Decision," "United States," "Manila Smoker," "Mi Avana" and the "Amorife." Mr. Wolf reports very good business on all of these lines.

J. B. Shields, of the Shields-Wertheim Company, manufacturers, has just returned from a trip to Indianapolis and the Middle West, and reports that "La Saramitas" and "Little Saras" are going very strong. Mr. Burt Smith is campaigning on "Little Saras" in Cincinnati with great success.

J. C. Leverance is leaving on his western trip. He will spend most of his time in Kansas, Missouri, Nebraska, Arkansas, Oklahoma, Colorado and Wyoming, and will be gone the better part of the summer. Sig. S. Stein is showing great results on "La Saramitas" in Illinois and Wisconsin. Sol. S. Jacobs, their Coast man, is doing missionary work through Klauber-Wangenheim, of Los Angeles, and has shown fine results so far. Mr. F. B. Shields just returned from the East, where he reports "La Saramitas" and "Little Saras" are taking good hold. L. B. Shields and Jerry Wertheim, the city men, are very much pleased with conditions in the city proper. The factory shows signs of great activity, and Abe C. Wertheim is kept on the jump, filling orders.

The London Whiffs Cigar Factory is also showing signs of prosperity. Mr. Louis Feder, the factory superintendent, stating that they can hardly keep up with their orders. Mr. Marcus Feder is at present away on a western trip, and Mr. Louis Reinheimer, their Ohio man, is continually sending in large batches of orders.

A few of the men who have been in town this past week are: John W. Merriam, with the "Baron de Kalb" line; Angel Garcia, representing Perfecto Garcia Company, with "Perfecto Garcia" line; Charles L. Weaver, with the "El Verso" line. Fred Singer, representing S. Rossin & Sons, has been spending a few days with the manufacturers. Leon Kemper, of M. Kemper & Sons, Baltimore, spent last week in Cleveland.

WEIL.

Sale of Wilmington Cigar Store.

THE Hawkins Cigar Store, at 724 Market street, Wilmington, Del., heretofore conducted by Samuel Hawkins, Jr., has been sold to Charles Bruer. A manufacturing establishment is also conducted in conjunction with the store, but many of the more popular brands such as the "44", etc, are being carried in stock, and which are not of local manufacture.

Detroit Doings, Continued.

at finding on his desk a very handsome and elaborate desk set, a gift from his children.

Paul Bagley, in butcher's frock, was busily engaged about the machinery of the big plant up to a late hour Thursday. He had just returned from a trip of several days to Louisville and the burley district. He reports a big crop, with the market falling away. The tobacco is light but good.

"What a bunch of cigar names!" said Turner Stanton, manager of the Hotel Gorman stand. He had just been reading the news from Mexico.

Charles Dammrose, Alpena manufacturer, was in town last week.

Mr. A. Kummerfeld, a tobacco grower of the Philippine Islands, spent several days here last week.

The following salesmen have been here recently: A. Siegel, A. Siegel & Sons, New York; Ed. Vanderlip, "Portuondo;" M. C. Berrien, Porto Rican American Company; Jas. Wright, S. S. Pierce Co., importers, Boston; Harry Weller, Geo. W. Nichols & Co.; Henry G. Alces, Simon Batt & Co.; Nat. Rosenheim, La Sinceridad Co.; Jno. Alvarez, Y. Pendez & Alvarez; "Jack" Merriam and Ed. Kline, of Ye Bull Dog Sign; Wm. Gorman, Church, McConnel & Co., Toledo; M. Pando, Jr., Garcia, Pando & Co.; Ben Lesser, F. Lozano, Son & Co., New York.

Also the following leaf men: Stanley Krohn, Miami Valley Leaf Company; Ray Sutter, L. P. Sutter & Bros.; Fred Singer, Rossin & Co.; Jacob Labe, Benj. Labe & Son; Nestor Schloss, G. Falk & Bro.; H. C. Mercerean, The H. C. Mercerean Co., Miamisburg, O.

Mr. Paul Pierson, Western representative of Heywood, Strasser & Voight Litho. Co., of New York, was in the city several days.

Permits have been issued to the following by the Collector of Internal Revenue, First District, Michigan, since February 1st:

Manufacturers of cigars—Geo. Austin Reed, Atlanta; Geo. H. Snyder, Pt. Huron; Jake Litzkus, Grayling; Jos. Hayes, Bronson; Chas. W. Stephens, Swartz Creek; MacKinnon & Co., Pt. Huron; Julius Dooley, Onaway; Harry C. Deacon, Lansing; Frank Wardowski, 34 Winter street, Detroit; Wm. G. Meldrum, 256 Catherine street, Detroit; Oscar J. Crowe, 373 Baker street, Detroit; Moses Rubenstein, 463 Hastings street, Detroit; Surety Cigar Company, Southeast corner Third and Porter streets, Detroit; Pleasure Camp Cigar Company, Jacob Gaffke, 1167 Chene street, Detroit.

Manufacturer of job, snuff, etc.—Moses Rubenstein, 463 Hastings street, Detroit.

Peddler's job, snuff, cigars, etc.—Phillip A. Strehler, 942 Baldwin avenue, Detroit; Jas. Brown, 304 Second street, Detroit.

S. F. HEAVENRICH.

'Frisco Trade Improving; Prospects Bright.

Revival of Demand for Manila Cigars Encourages Big Importers---Improvements Being Made.

SAN FRANCISCO, March 20th, 1911.

TWO weeks of fine spring weather have followed the storm with which the month opened, and there is a much more cheerful feeling in the trade. A few travelers still report some difficulty in getting about in the country, and say that in one or two places the storm damage will have a lasting effect, but, on the whole, find conditions highly favorable. In anticipation of a brisk business for the next month or two, country dealers are buying on a fairly large scale, and are very glad to be able to get in supplies of the Tampa lines, which they have handled in the past. The local jobbers are having a very busy run, and anticipate continued activity until the warm weather begins. In fact, it is expected that the summer trade will be considerably better than last year.

Apparently some time is likely to elapse before actual work is started in preparation for the Panama-Pacific Exposition, but the trade is looking for considerable benefit from that event in the near future, and is anxiously awaiting the definite selection of the site. This, it is believed, will be immediately followed by a rush of work which will bring large numbers of men to the city. While retail trade has been greatly helped by the spring weather, a good many men were out of work during the winter, and are still rather short of cigar money, though stands in the business and financial districts are doing decidedly well.

The Manila business is gradually recovering from its recent depression, and dealers handling these goods are much better satisfied with the results than last year. Several brands have by this time become pretty well established, and are being handled on much the same basis as any other class of staple goods. The gradual development of new territory is increasing the total volume of sales, without giving any one section more than it can handle. Castle Brothers-Wolf & Son are still among the most important factors in this line, and are well satisfied with the increasing distribution of their goods. The Manila Cigar Company also reports a very promising beginning of the year's trade.

Major F. S. Burrows, coast representative of the Jose Lovera Company, met with a painful accident last week, when he fell on a slippery sidewalk near his home and injured his knee. He is now back at work, however. He says all the various lines of the Lovera factory are now coming in freely, and the distributors are well satisfied with the quality of the goods. Wellman, Peck & Co. have the "Lovera" line in this territory, other brands being the "Jan Kubelik," handled by James L. Jerichau, and the "Adelina Patti," by Haas Brothers.

Frankel, Gerdts & Co. are making further improvements in their factory, Mr. Frankel having brought a number of Cuban cigar makers with him on his return from Havana. While in Cuba he made a large purchase of Vuelta filler tobacco, which he thinks will be sufficient to last for many months. This company's business has increased so rapidly in the last year, however, that it will be necessary to make frequent visits to the primary market.

Glaser Brothers are having a number of improvements made in their new store at Montgomery and Merchant streets, but expect to occupy the place within a few days. While the location was chosen mainly for jobbing purposes, a retail stand will also be maintained, and with the Hall of Justice only a block away they consider the location a good one.

Harry Bercovich, jobber and retailer has returned from the East after an absence of several weeks.

Louis Graf, a prominent local dealer, is an officer in the State Militia, and is taking advantage of the maneuvers on the Mexican border to pick up a few points on tactics and strategy.

Manuel Lopez returned a few days ago from a long visit at the factory, and expects to remain at the San Francisco office for some time. He is well pleased with the outlook here, and believes the prospect of the exposition will open an opportunity for great expansion. Since he has been in a position to fill orders he finds that the demand for his goods in this territory is about as great as ever.

Maurice Wertheim, of the United Cigar Manufacturers' Company, is spending a few days in San Francisco.

L. A. Sawyer, agent for P. San Martin & Co. and factory representative of the Las Dos Naciones Mexican cigar, has just returned form a short visit to Nevada, where he finds business still interrupted by winter weather. He reports a heavy movement of both lines in California.

The store of the United Cigar Stores Company at Pine and Montgomery streets was slightly damaged last week by a fire in the Russ Building. M. Ascheim's stand in the same building was completely destroyed.

George Carrington, of the Carrington-Teller Company, agents for Filogamo & Alvarez's "Gonzalo de Guzman" brand, has returned from a long stay in the East.

H. D. Miller, of Frishmuth & Brothers Company, tobacco manufacturers, of Philadelphia, who has been calling on W. J. Pixley, the local representative, has returned East. Mr. Pixley has purchased a new automobile, which he finds a great help in visiting the trade around the Bay.

The stand of Sam Newmark, one of the best-known retailers of the local financial district, was closed a few days ago owing to the death of his mother.

Increased Business for Twin Cities' Jobbers.

Spring Trade Opening in Satisfactory Shape---Anti-Cigarette Law to Remain Dormant.

ST. PAUL, MINN., March 22, '11.

SPRING is opening up splendidly for the cigar and tobacco trade. Roadmen are sending in good orders and the volume of jobbing business for March has been about fifteen per cent. ahead of a year ago. Retailers report a good box trade and a healthy interest is shown in all new lines.

One of the features of the week is the announced intention of the State Legislature not to tamper with the anti-cigarette law. Law enforcement leagues and other civic bodies have been bringing pressure on the legislators for some time to either repeal the present law or attach penalties such as will assure its enforcement. Larger retailers of the Twin Cities report that the January and February sales of cigarettes were considerably in excess of two years ago, prior to the enactment of the law. Admittedly a dead letter on the statute books, the Legislature says there is a chance of its being enforced as it stands and none whatever if repealed. Therefore they will allow the law to stand.

The right of cigar stands to concessions in public buildings is being questioned in St. Paul. Twenty applications have been received for ground floor location of a cigar stand in the Commerce Building, a new twelve-story structure to be erected for the Commercial Club. All have been turned down unless a provision is inserted in the lease prohibiting dice throwing. The owners of the building claim that clusters of men and boys about a cigar counter throwing dice is not the proper introduction to a high grade office building. This is the first time in St. Paul a concession has been refused on this ground.

The Minnesota Agricultural College will have a department this spring devoted to tobacco culture in Minnesota. Experiments so far seem to prove that Central Minnesota soil is capable of producing tobacco equal in grade to that raised in Southern Wisconsin and of the same marketable value. Minnesota has paid little attention to this industry in the past except in desultory sections where farmers have set a few acres in tobacco.

Early reports from tobacco salesmen throughout the Northwest, received by the St. Paul and Minneapolis jobbing houses, are encouraging. The building of new towns through South Dakota in particular, following the line of the Puget Sound extension of the St. Paul Road, is felt in increasing jobbing shipments of tobacco in that direction.

The effect of President Taft's order opening up the saloons in the ceded Indian territory of Minnesota, closed by the enforcement of an old treaty, is being felt in the Twin Cities. The closing order affected an immense area in Northern Minnesota and resulted in putting out of business about 200 saloons. All of these dealt in cigars and tobacco. With the enforcement of the "lid" order, jobbing shipments to that section fell off about 85 per cent. The immediate effect of the President's proclamation that the treaties do not apply in certain parts, has been to force about 75 per cent. of this trade back to its natural channels. St. Paul, Minneapolis and Duluth furnish practically all of the tobacco and cigars sold through Northern Minnesota.

Miss Ida M. Shork, who has for five years conducted the cigar stand at the West Hotel, Minneapolis, has now resigned her lease, and the stand will hereafter be managed by the hotel owners.

Mrs. A. M. Heffen has sold her cigar and confectionery business at 2654 Emerson avenue, North Minneapolis, to C. R. Connors.

J. Ast has purchased the cigar business of A. Nicodyne, Minneapolis, and will enlarge the stock.

Recent trade visitors to the Twin Cities have included: W. C. Bondy, Bondy & Lederer; C. E. Gilman, H. C. Martim, George H. Crain, of Kraus & Co.; C. B. Cameron, of the Waldorf-Astoria Segar Co.; A. H. Carom, of Bustillo Bros. & Diaz; Benjamin Lesser, John Mandel, of the Chicago Commercial and Specialty Co.; John H. Boltz, of Boltz, Clymer & Co., and Sol. Rosener, of Rosener & Arnold.

H. H. Chapman, proprietor of the New York Life Building cigar stand, St. Paul, has renewed his lease and enlarged his space and will carry more goods this coming year.

The North State Cigar Company is a new St. Paul concern, being a continuation of the business of Hugo Steinmueller, with the same management.

M. A. DILLON.

J. Bamberger, the local jobber, has returned from a short vacation in Southern California.

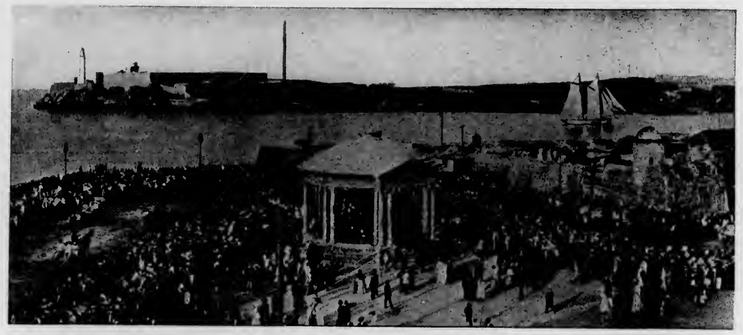
Arthur Meyer, Coast representative of Bustillo Brothers & Diaz, has just returned from his regular tour of the Northwest, having stopped for several days in Seattle, Wash.

George I. Wheeler, president of the United Cigar Stores Company, spent last week in San Francisco.

The Red Seal Cigar Company has taken a five-year lease on the entire third floor of the Fleishhacker Building, at 113 Ellis street.

ALLEN.

John A. Downard, Sr., father of John A. Downard, who is a prominent tobacco merchant in Cincinnati, died recently at the age of eighty-six.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

Havana Received First Lot of New Partido.

HABANA, CUBA, March 21st, 1911.

THE first new tobacco in bundles arrived today from the farms Lovilla and San Antonio, of Don José Maria Guerra, and has been put in "Pilon" at Zanza No. 76. Thanks to his partner, Don Eduardo Garcia, a "Tobacco World" correspondent, had the pleasure to inspect same as it arrived, and therefore can judge intelligently about the excellent texture and silkiness of the leaves, as well as of the perfect burn of same. This tobacco is all of the early planted seedlings right after the October cyclones, as the owner had managed to find some which had been saved. Naturally, he had to pay exorbitant prices for them, but he has a real "Temprano" growth of the highly prized "Seco" variety and had two rain showers in December just when needed.

All of the tobacco has been raised under cheese cloth, or where palms and other trees gave a natural shade.

The later planted tobacco is not so fine in quality, as all Vegueros, if they are truthful, must admit, however, this does not mean that it will not be serviceable, but that the so-called "fino" styles may predominate.

In all 10,000 matules have arrived, and it is calculated that in about three weeks the fermentation process will be over and that the Escojida can commence not later than April 15th, so after that date buyers can come here and find new Partido leaf in bales. All of the piles are provided with thermometers, which register the degrees of heat and are carefully watched by the planter during the sweating process.

Tremendous Activity in Havana Market.

Some Rains Have Fallen, But Too Late for Material Good to the Coming Crop.

DURING the past fortnight phenomenal activity has ruled in our leaf market, in the vernacular of the racing man, the buyers have taken the bit in their mouths and purchased large blocks of Vuelta Abajo and Remedios.

Fortunately for them our sellers showed a disposition to part with their holdings without asking too much of an advance, but for the remaining stocks of Vuelta Abajo and Remedios, future buyers in our market will have to pay a substantially higher figure, owing to the shortness of the coming crop for both of these different styles of tobacco. While it is to be regretted that conditions are not otherwise, and that we should have a good and large supply of leaf of the new growth this year; high prices are acting as a detriment to a large consumption.

Actual facts cannot be controverted and the manufacturers will have to take their medicine by paying more for their fillers, provided they intend to keep up the quality of their cigars. To raise prices for the latter is one of the hardest problems to solve, but unfortunately there are always some fakers, who use seedleaf, or Porto Rico, and palm off such a product as clear Havana, or seed and Havana cigars, without having more than a sprig of Cuban tobacco, if any. This ought to be the time for the honest manufacturers to band themselves together and insist upon the strict enforcement of the pure food law by punishing the fakers through the laws.

Possibly the clear Havana cigar manufacturers may have one consolation, which is that wrappers, in all probability, may be cheaper in price later on, provided that the talked of abundance of such leaves in the Partido crop materializes.

The stocks of Remedios tobacco in first hands, of the 1909 and 1910 crops, are estimated to amount to only 3500 or 4000 bales, and which consisting of good, medium and poor styles of first and second Capaduras, but as there are still some buyers in our market, they may further reduce the stock if they make up their minds to pay the asking figures of our dealers. Of Vuelta Abajo and Semi Vuelta the supply to suit future purchasers is larger, and while prices have advanced for good Vegas, they can find factory fillers, as well as heavy quality goods to suit their requirements at fairly moderate figures. Colas of Vuelta Abajo have, however, nearly disappeared as the sales amounted to 9000 bales, and it is said, that the good ones have commanded as high as $22 per quintal, which is an advance of over 100 per cent. since last summer or early fall. The small cigarette manufacturers have bought very little, and if they have no stocks on hand, may as well shut up their establishments or use rolled stems, as it was the fashion here during the late war. This, however, would kill their brands as long as their competitors can supply the public with the pure leaf.

According to our press reports rains have fallen in the Vuelta Abajo, as well as in the Havana and Santa Clara provinces. For the first region it is entirely useless, as far as tobacco is concerned, although it may give the Vegueros a chance to raise a corn crop and other vegetable products to keep them from starving. Opinions differ about the Santa Clara province, some people claim that the farmers might get some Capaduras, provided the months of April and May form an exception to the rule and are dry, while others say that the Vegueros will also plow over their fields and raise a corn crop, which is surer to produce better results.

The sales in our leaf market during the past fortnight sum up 25,587 bales, and divided, represent: Vuelta Abajo, 15,478; Partido, 560; Remedios, 9449, and Mayari, 100 bales.

Buyers were: American manufacturers, dealers and resident exporters, 14,712; shippers to Europe, 706; to Buenos Aires and Montevideo, 674, and our local cigarette and cigar manufacturers, 9495 bales.

Business in our factories has not changed materially, the larger ones reporting good orders on hand, and that new ones are coming forward in the same good shape, with some improvement from the United States. On the other hand, the small factories are dull, having very few or no orders to speak of. It really causes a very painful sensation to enter such factories and see the empty benches of the cigarmakers, or only a corporal's guard, which is all that can find work in them.

Those factories which have an outlet for dark colors and which are working principally for home consumption are not so badly off, as it seems the consumption in the island has not decreased. However, the bulk of these orders is mostly for cheaper sizes, therefore while a manufacturer may eke out a scant living, it is almost all, which he can expect from this trade.

During the second half of February the exports have fallen off again to the extent of 2,146,416 cigars, as compared with the same period of last year; the two chief countries of which showing decreases are: England, with 1,595,679, and the United States, with 559,459, while only France is remarkable for an increase of 143,354 cigars. The variations in the exports to other countries are of a less extent.

The total exports from January 1 to February 28, 1911, were	26,992,986 cigars
The total exports from January 1 to February 28, 1910, were	22,045,016 "
Thus reducing the surplus in our favor this year to	4,947,970 cigars

H. Upmann & Co. are fully occupied in their celebrated H. Upmann factory and business is better than at the same period of last year. Charles Landau shows he is hustling as much as ever.

Partagas is making 55,000 cigars per day and the owners, Cifuentes, Fernandez & Co., expect to reach 100,000 daily when the busy season commences. Robert E. Lane deserves much credit for the way he has increased the sales in the United States. Don Eustaquio Alonso expects to leave on a trip to Europe on April 8th.

Henry Clay and Bock & Co. are very busy in their principal factories with no falling off in orders.

La Diligencia is working steadily and regularly on good orders from all the principal consuming countries. Don Bernardo Moreda has been purchasing several of the finest Vegas from the Vuelta Abajo, in order to keep up the accustomed excellent quality of "La Diligencia."

Sol continues to receive repeat orders from Africa, Australia, England and Germany, and Behrens & Co., the owners, state, that the United States is beginning to order more heavily. Evidently the stocks in retailers hands must be low, and that therefore the importers see the wisdom of stocking up more freely.

Mr. Max Schatz is again on one of his periodical trips over the different states, gathering in orders right and left.

Por Larrañaga reports a good business from the United States and Europe to the entire satisfaction of its managers.

Castañeda is doing well, as Mr. Dave Echemendia leaves no stone unturned to place "Castañedas" wherever fine cigars are smoked, and success has crowned his efforts. The House of Lords has nominated the Castañeda factory its purveyor at London.

The "Elite" factory (La Flor de P. A. Estanillo of F. Rodriguez & Co.) is making progress steadily and each year shows an advance over the previous one. Good tobacco and perfect workmanship are bound to tell and a sure road to lead to success. The owners have a large stock of choice leaf on hand and are always in the market to increase the same when an opportunity offers to acquire such goods.

Hija de José Gener reports no change in the perfect working of its "La Escepcion" and "Hoyo de Monterey" factory.

Romeo y Julieta is as busy as ever. Don Ramon Arguelles will leave on his honeymoon trip on March 25th, 1911, per steamship Havana, via New York, for Europe, and expects to be gone six months, visiting Spain, France, England and Germany.

Exports of leaf tobacco from the port of Havana from March 6th to March 18th, 1911, were:

To all ports of the United States	9,692	bales
To Europe (Bremen)	794	"
To Canary Islands	32	"
To Buenos Aires and Montevideo	674	"
To Australia	30	"
Total	11,222	bales

Principal buyers of leaf tobacco and cigars that come and go:

ARRIVALS.

James M. Batterton, A. W. Arnold, of the Ferinand Hirsch Company, Key West.
H. E. Korn, of Key West Cigar Factory, Key West.
William J. Lightbourne, James H. Fort, of Cortez Cigar Factory, Key West.
Salvador Rodriguez, of "Charles the Great" fame, Tampa.
José Escalante, of José Escalante & Co., Tampa.
Mortimer Regensberg, of E. Regensberg & Sons, Tampa.
Emilio Rosal, of Tampa.
Sevando Azcani, of Tampa.
George Milligan, of George Milligan, Toronto.
Delphin Llanesca, of Llanesca y Ybañez, Toronto.
Henry Straus, of Henry Straus, Cincinnati.
T. A. Alford, of A. Keifer Drug Company, Indianapolis.
Leon Schwab, of Schwab Brothers, New York.
H. Anton Bock, of H. Anton Bock & Co., New York.
S. Ruppin, of S. Ruppin, New York.
J. Welcher, of Welcher Brothers, New York.
Dionisio Hevia, of D. Hevia & Co., New York.
Aleck Goldschmidt, of A. Blumlein & Co., New York.
A. Wallach, of G. Falk & Bro., New York.
Henry Fisher, of A. Cohn & Co., New York.

DEPARTURES.

Fred Davis, for Tampa.
Mortimer Regensberg, for Tampa.
Walter C. Sutter, for Chicago.
W. E. Waterman, for Boston.
T. A. Alford, for Indianapolis.
Henry Straus, for Cincinnati.
Francisco Diaz, for Spain.
Ernest Ellinger, for New York.
Ed. Smith, for New York.
José Maceras, for New York.
H. Anton Bock, for New York.
Leon Schwab, for New York.
S. Ruppin, for New York.
Aleck Goldschmidt, for New York.
Rudolph Waldner, for New York.
Godfrey S. Mahn, for New York.
Stewart Moorhead, for Philadelphia.
Alfred P. Hedges, for London.
James M. Batterton, for Key West.
A. W. Arnold, for Key West.
George Milligan, for Toronto.
Delphin Llanesca, for Toronto.

BUYING, SELLING AND OTHER NOTES OF INTEREST.

Sylvester & Stern have bought 12,000 bales of Vuelta Abajo and Remedios during the past fortnight, phenomenal purchases, but easily enough explained as they have the most powerful clientage.

Antonio Suarez was a seller of 3000 bales of Vuelta Abajo.

The Cuban Land and Leaf Tobacco Company bought 3000 bales of Vuelta Abajo Vegas in the country.

José C. Puente sold 2100 bales of Remedios, Vuelta Abajo and Partido, and while he has closed out all of his Remedios packings and holdings, he still has some choice Vuelta Abajo and a little of Partido left.

S. Ruppin is surely the biggest handler of Havana tobacco in the New York market, as on this last trip he has acquired 2000 bales of all kinds of leaf again, repeating the same quantity of purchases of about two months ago.

Cardenas & Co. disposed of 2000 bales of Vuelta Abajo Colas, while they bought in the country 2500 bales of Vuelta Abajo, Semi Vuelta and a little of Partido.

Sobrinos de A. Gonzalez closed out 1800 bales of Vuelta Abajo and Remedios, although as they were in treaty on several Vegas more, they may have sold even a larger number of bales. They were also heavy buyers in the Vuelta Abajo of last year's crop.

I. Kaffenburgh & Sons secured 2500 bales of the best packings and Vegas of Remedios tobacco in our market for their customers.

Muniz Hnos & Co. closed out their Remedios escopidas, first Capaduras, amounting to 500 bales, besides several hundred bales of Vuelta Abajo.

Mortimer Regensberg was a buyer of 2000 bales of Vuelta Abajo for their Tampa factory.

Rodriguez Bautista & Co. turned over their Remedios escojidas of 550 bales.

Fred Davis left with 900 bales to the good for "El Sidelo" factory at Tampa.

Camejo y La Paz sold 1455 bales of Vuelta Abajo.

George Mulligan, of Toronto bought 1000 bales of leaf tobacco from Sylvester & Stern.

Perez y Obeso made several transactions during the last two weeks, but did not wish to state the quantity. They are still large holders of choice Vuelta Abajo Vegas.

J. F. Berndes & Co. bought 884 bales of tobacco for export to Germany.

José F. Rocha was a seller of 750 bales of Vuelta Abajo.

Celestino Corral was fortunate enough in buying 500 bales of choice 1909 Vuelta Abajo Vegas from Corral & Wodiska, of Tampa.

A. M. Calzada & Co. disposed of 310 bales of Vuelta Abajo and some Partido to their customers. Don Antonio Calzada is again in the Vuelta Abajo looking for some more fine Vegas.

Aleck Goldschmidt purchased 350 bales of leaf for A. Blumlein & Co. during his stay here.

Ernest Ellinger & Co. closed out 250 bales of their holdings to several customers.

Leslie Pantin operated to the extent of 300 bales of all kinds of leaf during the past fortnight with his customers in town, as well as upon cable orders direct from them.

Other sellers were: Cano y Hno, 2000; Aixala & Co., M. G. Pulido and Gonzalez y Benitez, 1000 each; Gutierrez y Zabala, 750; Miguel Gutierrez, 600; Miguel V. Perez, 673, and below 500 bales José H. Cayro é Hijo, Rodriguez Menendez & Co., José Menendez, B. Diaz & Co., Perez Hnos., Jorge y P. Castañeda and Menendez & Co.

While buyers were: Marcelino Perez, José Escalante, Walter C. Sutter, Fred Hirsch and a number of Tampa and Key West manufacturers.

There are still here in our market Henry Fisher, A. Wallach, Francisco Diaz (V. Guerra Diaz & Co.), Facundo Argüelles (Argüelles Lopez & Bro.), E. Pendas, Salvador Rodriguez, Marcelino Perez and others.

H. Anton Bock came here only on a pleasure trip with three friends to spend three days and left again with his party by the steamship Saratoga on March 18th, 1911.

Mr. Sydney Brooks, special correspondent of the "London Times" has been in Cuba for several weeks studying industrial and commercial conditions throughout the island, giving special attention to the tobacco and sugar situation. He mentions particularly the wonderful fertility of our eastern provinces and predicts a great future for capitalists who should invest in lands. He left by the steamship Saratoga on March 18th.

Receipts of tobacco from the country:
For the two weeks ending March 18th, 1911.

		Since January 1st, 1911.	
7,341	bales Vuelta Abajo	21,505	bales
125	" Semi Vuelta	1,875	"
5	" Partido	660	"
825	" Remedios	6,247	"
9	" Mayari	384	"
8,305	bales	30,671	bales

ORETANIV

The Matthew Kordick Cigar Co., of Chicago, Ill., has been incorporated with a capital of $10,000 to deal in tobacco, cigars, etc. The incorporators were Matthew Kordick, Charles M. Kordick and George W. Hoover.

Brevities of the Boston Trade.

General Review of the Tobacco Business at "The Hub"---Doings with the Local Distributors.

BOSTON, MASS., March 28, 1911.

AT THE beginning of the year, a little pessimism was expressed as to how the first three months of the year would open, but the consensus now is that the volume of cigar and tobacco business exceeds last year by a comfortable margin. Trade is not coming any easier, but a great deal more of digging is being done. Little spots are getting attention; the big cities are being put through a fine screen test and business is being developed which at one time was not sought. A deterring factor with the small trade, however, is credit. Accounts must be scrutinized most carefully, and even then, an element of chance invades the transaction. General collections still hold their title of "slow."

"Nat." Metzler has left his position with the cigar end of the Adams House Drug Store. F. E. Norris, owner, is pushing an independent brand of cigarettes called "Morisco."

George H. Greenwood is one of the "old time" dealers of the city operating a thoroughly modern cigar store at 11 Boylston street. He has been established since 1877.

"Roig" cigars, made by Antonio Roig & Langsdorf, Philadelphia, are jobbed in Boston and vicinity by L. Aaron's Sons, Cambridge. A representative of the Aaron concern says that many dealers are taking hold of "Roig" cigars and that they are having a good sale.

As predicted in THE TOBACCO WORLD, the committee on public health reported "ought not to pass" on a bill prohibiting the sale of cigarettes with pictures or printed matter.

B. A. Kaiser is, as the trade knows, one of the largest importers and packers of leaf tobacco, and not a "broker" as was published recently. Mr. Kaiser reports the upholding of a good substantial business with his various grades of fine leaf.

A. H. Hall, Boston distributor of "Owl" cigars, has an excellent window display showing a big live owl in a cage with a bunch of "Owl" cigars and cigar boxes scattered appropriately about. It holds a changing crowd four deep all day long.

The efficient manager of the cigar department of G. Frank Davenport is T. H. Smith, who has hold that position for the past fifteen years. This house has been selling cigars since 1868 and handle all well-known goods as well as several "Davenport" specials. Mr. Smith says the warmer weather is livening trade considerably.

A widely advertised out-of-town five-cent cigar is using considerable copy telling the public that it is "of New England quality" which shows that someone knows how to seize a "standard."

At the factory of the Nestor Gianaclis Co., makers of "Nestor" cigarettes, business is reported as growing on all their brands. D. G. Georgacopulos is treasurer of this concern, which ranks as one of the biggest in their class.

Henry I. Jenkins with John F. Davenport, leaf tobacco, has just returned from a trip through Ohio and intermediate territory. He reports finding business seasonable with an outlook that is decidedly encouraging. Mr. Jenkins adds that while the number of cigars manufactured is increasing, the number of manufacturers seem to diminish, which he attributes to the sharpening of modern production and distribution methods.

George E. Horrocks is the only exclusive cigar dealer in Reading (suburb of Boston) and has an up-to-date store. He is having a fine run with the "San Felice" 5c cigar, made by the Deisel-Wemmer Company, Lima, Ohio, selling remarkably large quantities the first year. His store has been in existence for a number of years.

Here's something unusual. Man was walking along the street the other day, smoking a cigarette, when a dove flew down, grabbed the white roll, and skipped. It is evident that the cigarette habit is extending through all branches of the human family.

Two of the best equipped cigar stores in the city are operated by Estabrook & Eaton, the cigar importers. In addition to handling the better class of well-known goods, they sell a number of their own brands, including the famous "Marguerite," "Lords of England," "El Deletosa," "Salerosa," "Union League Club" and others.

HENDERSON.

Trade Notes

F. B. Ruhlman recently began the manufacture of cigars at Deshler, Ohio.

The Havana-Tella Cigar Co. is a new enterprise recently organized in Cleveland, O., by Fred S. Silverback and others with a capital of $25,000.

P. J. Shaughnessy, formerly with Hayes & Bowdish of Oneonta, N. Y., is opening a cigar factory in that town on his own account.

Cigar factory was recently opened by John Bierly at West Main and North Second Streets, Meridan, Conn.

The cigar factory of Ben Holmes, Burlington, Wis., is being enlarged by the erection of a second story of the building, which afford additional facilities.

Martin J. Conlin has sold his cigar manufactory business, at Lemont, Ill., to William J. Folk. Mr. Conlin will engage in the business at Hibbing, Minn.

A cigar store of Fred Galhada, at Torrington, Conn., was recently damaged by fire to the extent of $300.

The Editor's Letter Box

FLINT, Mich., March 27th, 1911.

TOBACCO WORLD,
Philadelphia, Pa.
Gentlemen:—

Has our subscription for the TOBACCO WORLD expired? If so, let us know. We did not receive a copy of March 21st, and we can't keep house without it.

Awaiting your reply, we remain,

H. W. Watson Co.

Editors,
TOBACCO WORLD.

If you know of any one that would like to open cigar factories in the best of locations for securing good labor, kindly advise them to write me.

I have three excellent locations for cigar factories, and where a manufacturer could almost have his own way in connection with the business of the local people, and where labor is cheap.

M. A. Steinhauer.

Joseph Burianek & Son, proprietors of the Great Central Tobacco Works, whose plant has been located in Elgin, Iowa, have removed their factory from that point to West Cedar Rapids, Iowa, where they are now located at 108 South First street. This firm is one of the progressive houses of the Middle West, and have had a big run on their "110" cigars, as well as their Palda's Cigar Clippings.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

HY-CLASS:—21,929.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 13, 1911. Chicago Box Co., Chicago, Ill.

CINCINNATUS:—21,930.
For cigars, cigarettes, cheroots and stogies. March 13, 1911. Glogy Cigar Factory, Cleveland, O.

THE YORK GENTLEMAN:—21,931.
For cigars, cigarettes and cheroots. March 13, 1911. T. H. Beecher, York, Pa.

PAUL ANTHONY:—21,932.
For cigars, cigarettes, cheroots and stogies. March 13, 1911. Fairchild & Hogan, Kansas City, Mo.

DU BARRY:—21,933.
For cigars. March 14, 1911. Jose Alvarez, Philadelphia, Pa.

MONCEBO:—21,934.
For cigars. March 14, 1911. J. H. Beck & Co., Philadelphia.

PAT'S TWINS:—21,935.
For cigars, cigarettes, cheroots and stogies. March 15, 1911. H. W. Poff, Hellam, Pa.

TEDELLO:—21,936.
For cigars, cigarettes and cheroots. March 15, 1911. Jos. W. Levy & Co., Philadelphia.

LOUIS MONOGRAM:—21,937.
For cigars, cigarettes, chewing and smoking tobacco. March 15, 1911. L. H. Stieglitz, Cleveland, O.

MELCO:—21,938.
For cigars, cigarettes and cheroots. March 15, 1911. M. E. Loeb & Co., Cleveland, O.

CLADO:—21,939.
For cigars and smoking tobacco. March 15, 1911. Henry A. Fischel, Philadelphia.

MISS OKLAHOMA:—21,940.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 16, 1911. A. Lewis, Norman, Oklahoma.

OKLAHOMA STAR 46:—21,941.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 16, 1911. A. Lewis, Norman, Oklahoma.

PRIZE GAME:—21,942.
For cigars, cigarettes and cheroots. March 16, 1911. L. J. Smith & Co., Red Lion, Pa.

TRIPLE RAILS:—21,943.
For stogies. March 16, 1911. The New Scioto Valley Cigar Co., Circleville, O.

BRIDGE:—21,944.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 16, 1911. A. S. Valentine & Sons, Philadelphia.

FLOR DE SICHEL:—21,945.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 16, 1911. S. R. Moss Cigar Co., Lancaster, Pa.

MONEY'S WORTH:—21,946.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 16, 1911. Burger Bros., New York.

IMARA:—21,947.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 16, 1911. Klingenberg Bros., New York.

WINTER GARDEN:—21,948.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 16, 1911. E. G. Perez & Co., New York.

NUVOR:—21,949.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 16, 1911. Heineman Bros., Baltimore, Md.

NO. 28:—21,950.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 16, 1911. Dana, Cates, Simson Co., Ironton, O.

MONTE VISTA:—21,951.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 16, 1911. A. C. Henschel & Co., Chicago, Ill.

BRIGHT SIDE:—21,952.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 16, 1911. A. C. Henschel & Co., Chicago, Ill.

YOUR EMBLEM:—21,953.
For cigars, cigarettes, chewing and smoking tobacco. March 17, 1911. Aristotle Fernandez, New York.

PINK LADY:—21,954.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 17, 1911. American Lithographic Co., New York.

CANDON:—21,955.
For cigars, cigarettes. March 17, 1911. Moeller & Kolb, Chicago, Ill.

THE GREAT:—21,956.
For cigars, cigarettes and cheroots. March 17, 1911. W. J. Neff & Co., Red Lion, Pa.

LYTLE'S OLD PLANTATION:—21,957.
For cigars, cigarettes and tobacco. March 17, 1911. Union-American Cigar Co., New York.

KA-NO:—21,958.
For cigars, cigarettes, chewing and smoking tobacco. March 17, 1911. Henry Carr, Emporia, Kans.

TRIADORES:—21,959.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 17, 1911. Jose Lovera Co., New York.

EAGLE HALL:—21,960.
For cigars. March 17, 1911. Clinton E. Meck, Stony Creek Mills, Pa.

LA FLOR DE JEFFERSON HOTEL:—21,961.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 18, 1911. Jobst-Bethard Co., Dayton, O.

BOOST ALBANY:—21,962.
For cigars, chewing and smoking tobacco. March 20, 1911. Henry Heck & Son, Albany, N. Y.

PHILADELPHIA PARKWAY:—21,963.
For cigars, cigarettes, chewing and smoking tobacco. March 20, 1911. W. W. Stewart & Sons, Reading, Pa.

HOBBLE:—21,964.
For cigars. March 20, 1911. Quaker Cigar Co., Philadelphia.

THE SOLE AIM:—21,965.
For cigars, cigarettes and cheroots. March 20, 1911. Henry H. Beerbaum, Milwaukee, Wisc.

CONVINCE YOURSELF:—21,966.
For cigars, cigarettes and cheroots. March 20, 1911. Henry H. Beerbaum, Milwaukee, Wisc.

GO-AFTER:—21,967.
For cigars, cigarettes and cheroots. March 20, 1911. Henry H. Beerbaum, Milwaukee, Wisc.

TIP AND BUD:—21,968.
For cigars. March 20, 1911. Isaac Kohler, Yoe, Pa.

AFTER BREAKFAST:—21,969.
For cigars, cigarettes and chewing tobacco. March 20, 1911. A. S. Valentine & Son, Philadelphia.

BUCKLEY'S SPECIAL:—21,970.
For cigars. March 20, 1911. F. E. Eberly, Lancaster, Pa.

FLOR DE LOUIS ROBIE:—21,971.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 20, 1911. Goldblatt Bros., New York.

PERA MEDA:—21,972.
For cigars, cigarettes, chewing and smoking tobacco. March 20, 1911. M. Goldman, Cleveland, O.

CHICAGO FASHION:—21,973.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 20, 1911. William Boeck, Chicago, Ill.

CUBAN COMMERCIAL CIGAR:—21,974.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 20, 1911. A. C. Henschel & Co., New York.

SEVENOLA:—21,975.
For cigars, cigarettes, stogies and smoking tobacco. March 20, 1911. Kraus & Co., Baltimore, Md.

FLINT CHAMPS:—21,976.
For cigars, cigarettes, chewing and smoking tobacco. March 21, 1911. Ruy Suarez & Co., New York.

BADGER ROSE:—21,977.
For cigars, cigarettes and cheroots. March 21, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisc.

WURRA WURRA:—21,978.
For cigars, cigarettes, chewing and smoking tobacco. March 21, 1911. Chas. Stutz Co., New York.

HAUPT'S HAVANA SMOKERS:—21,979.
For cigars, cheroots, stogies, chewing and smoking tobacco. March 21, 1911. Norso Cigar Co., Dayton, O.

HARRY WISE'S HAVANA SMOKERS:—21,980.
For cigars, cheroots, stogies, chewing and smoking tobacco. March 21, 1911. Norso Cigar Co., Dayton, O.

ROBSENA:—21,981.
For cigars, cigarettes and cheroots. March 21, 1911. J. N. Thomas, Argus, Pa.

PRESUMO:—21,982.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 23, 1911. Wm. Knapp & Co., San Francisco, Cal.

YVO:—21,983.
For cigars, cigarettes, chewing and smoking tobacco. March 23, 1911. St. Louis Cigar Box. Co., St. Louis, Mo.

ADMIRAL QUALITY:—21,984.
For cigars, cigarettes and cheroots. March 25, 1911. Petre, Schmidt & Bergmann, Philadelphia, Pa.

CONOMARA:—21,985.
For cigars, cigarettes and cheroots. March 25, 1911. Petre, Schmidt & Bergmann, Philadelphia, Pa.

GREATER HOUSTON:—21,986.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 25, 1911. H. W. Finck, San Antonio, Texas.

AMERICAN NATIONAL:—21,987.
For cigars, cigarettes and cheroots. March 25, 1911. Henry Zwicker, Madison, Wis.

H. W. GRADY:—21,988.
For cigars, cigarettes and cheroots. March 25, 1911. Heywood, Ga.

MAYLISE:—21,989.
For cigars, cigarettes and cheroots. March 25, 1911. Heywood, Strasser & Voight Litho. Co., New York.

MAYRICE:—21,990.
For cigars, cigarettes and cheroots. March 25, 1911. Heywood, Strasser & Voight Litho. Co., New York.

THUMB TACK CLUB:—21,991.
For cigars, cigarettes and cheroots. March 25, 1911. Heywood, Strasser & Voight Litho. Co., New York.

MARGOT:—21,992.
For cigars, cigarettes and cheroots. March 25, 1911. Heywood Strasser & Voight Litho. Co., New York.

YOUR FORTUNE:—21,993.
For cigars, cigarettes and cheroots. March 25, 1911. Reliable Cigar Factory, M. Brilliant, Prop., Chicago, Ill.

THE KARPEN:—21,994.
For cigars, cigarettes and cheroots. March 25, 1911. The Fromherz-Berlizheimer Co., Chicago, Ill.

THE LADY OF LYONS:—21,995.
For cigars, cigarettes and cheroots. March 25, 1911. Epstein & Lyons, Richland Centre, Pa.



BRISTOL:—21,996. (With illustration as per design.)
For cigars, cigarettes and cheroots. March 27, 1911. Jno. B. Milleysack, Lancaster, Pa.

PERO:—21,997.
For cigars, cigarettes and cheroots. March 27, 1911. Pent Bros., Philadelphia, Pa. (Re-registration.)

EL SANITA:—21,998.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 28, 1911. St. Louis Cigar Box. Co., St. Louis, Mo. (Re-registration.)

JOHN MARSHALL:—21,999.
For cigars, cigarettes and cheroots. March 28, 1911. Sherts Cigar Co., Lancaster, Pa.

CURTIS FLYER:—22,000.
For cigars, cigarettes, chewing and smoking tobacco. March 28, 1911. Wertheimer Bros., Baltimore, Md.

LA MINKA:—22,001.
For cigars, cigarettes and cheroots. March 28, 1911. C. E. Howar & Co., Oskaloosa, Iowa.

LOYAL ORDER:—22,002.
For cigars, cigarettes, chewing and smoking tobacco. March 28, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

TWO BULLIES:—22,003.
For cigars, cigarettes and cheroots. March 28, 1911. W. J. Neff & Co., Red Lion, Pa.

GARRISON:—22,005.
For cigars, cigarettes and cheroots. March 28, 1911. Chas. E. Bentley, Dayton, O.

SKYLO:—22,006.
For cigars, cigarettes and cheroots. March 28, 1911. Chas. E. Bentley, Dayton, O.

SQUARE TABLE:—22,007.
For cigars, cigarettes and cheroots. March 28, 1911. H. A. Slomberg, Pittsburgh, Pa.

PENLO:—22,008.
For cigars, cigarettes and cheroots. March 28, 1911. Pent Bros., Philadelphia.

LARADIO:—22,009.
For cigars, cigarettes and cheroots. March 28, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

BUNTIVI:—22,010.
For cigars, cigarettes and cheroots. March 28, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

PHAEDRA:—22,011.
For cigars, cigarettes and cheroots. March 28, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

HIPPOLYTUS:—22,012.
For cigars, cigarettes and cheroots. March 28, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

POLYDORUS:—22,013.
For cigars, cigarettes and cheroots. March 28, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

THENIXETES:—22,014.
For cigars, cigarettes and cheroots. March 28, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

GOLDEN EAST:—22,015.
For cigars, cigarettes and cheroots. March 28, 1911. Jos. Kraus, New York.

BONA VILLA:—22,016.
For cigars, cigarettes and cheroots. March 28, 1911. Jos. Kraus, New York.

EL WEEZO:—22,017.
For cigars, cigarettes and cheroots. March 28, 1911. Jos. Kraus, New York.

COUNT DE 'ALBO:—22,018.
For cigars, cigarettes and cheroots. March 28, 1911. Pent Bros., Phila.

COUNT ORDEP:—22,019
For cigars, cigarettes and cheroots. March 28, 1911. Pent Bros., Phila.

AIM:—22,020.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 28, 1911. T. A. Wadsworth, Detroit, Mich.

SELONA:—22,021.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 29, 1911. Calvert Litho. Co., Detroit, Mich.

POLO PUFF:—22,022.
For cigars, cigarettes and cheroots March 29, 1911. James S. Kline, Red Hill, Pa.

STEEL CITY CADETS:—22,023.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 29, 1911. H. Friedberg, Pittsburg, Pa.

MARTIN RICO:—22,024.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 29, 1911. American Lithographic Co., New York.

KUNIGUNDE:—22,025.
For cigars, cigarettes. March 29, 1911. Moeller & Kolb, Chicago, Ill.

SQUARE SCRAP:—22,026.
For manufactured tobacco. March 29, 1911. Frank A. Bronson, Binghamton, N. Y.

TRANSFER.

ARCHON:—10,951.
For cigars. Registered April 12, 1904, by F. V. Eshleman, Philadelphia. Was transferred May 10, 1906, to William Auck, Philadelphia. Was re-transferred on March 17, 1911, to Chas. A. Krull, Philadelphia.

CORRECTION.

WM. FREDERICK'S COMMERCIAL CLUB:—21,383.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. January 12, 1911. Wm. Frederick, Kansas City, Mo., should be Monett, Mo.

CANCELLATIONS.

MI LEDA:—21,911.
For cigars, cigarettes and cheroots. March 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis., has been cancelled.

HIS POINT OF VIEW.



She—"I understand that Mr. Jones has the tobacco heart."
He—"Is that so; how many coupons did he have to save?"



NEW YORK.

NEW YORK CITY.

THE leaf tobacco market during the entire month has been in a lethargic condition, and the volume of business done was far from satisfactory. Goods needed for immediate use only were purchased, and the market conditions were such that speculation would have found little to encourage it, because the stocks of leaf tobacco remaining on hand are by no means abundant.

The quietness of the trade is probably due more to the moderate supplies available than it is to inactivity in the cigar trade, because it is shown by the internal revenue reports that the output of tobacco products during the month of February showed a wholesome gain.

A routine business has been done in several varieties of domestic leaf, particularly in Connecticut tobacco, and the buying movement in Ohio is again emphasized.

The new samples of Sumatra tobacco have attracted wide attention. New York importing houses were thronged with trade visitors, all of whom were anxious to get a glimpse of the new goods. The leaf this year appears to be exceptionally free from holes, and of good elasticity, and this being the case, the goods are not likely to remain long in first hands, and therefore the Sumatra market promises to become a very fair one, even should prices rule a little higher.

Withdrawals of Havana tobacco from bonded warehouses indicate increasing activity among the clear Havana factories. The reports from Cuba are still lacking an encouraging feature. Notwithstanding this, sales have been rather small.

PENNSYLVANIA.

PHILADELPHIA.

MERELY the ordinary business is being done, but prices have been firmly maintained. The offerings have not been large and sales have been correspondingly small. Manufacturers are generally believed to be holding small stocks, they seem to adhere to a policy of buying only in a hand to mouth way at present.

Some little business has been done in Connecticut tobaccos, while other types have been moving off in a manner that would hardly warrant special notice.

Local importing houses were not very strongly represented at the earlier inscription of Sumatra tobacco. The new goods will therefore be a little late in appearing in this market.

The Havana market shows little change, and no encouragement coming from the island. There are fair quantities of stocks held by local importers, who could readily dispose of their holdings with the least concession in price.

LANCASTER.

The leaf tobacco market is devoid of animation so far as old goods are concerned, yet there have been some inquiries chiefly about 1909 tobacco, and several transactions were recently consummated. Sales to local manufacturers have been limited owing to a dullness prevailing among them.

Indications at present are that this year there will be an increase in tobacco acreage in this county. Prices realized for last year's crops were encouragingly good, and already growers are beginning to get their seed beds into shape. In a few instances seed has been sown.

YORK.

Some heavy shipments of leaf have been made from this county lately, and not a small proportion of the goods have been sent to Lancaster where they will be packed. Purchases have been made on account of Pennsylvania manufacturers and also several western packing firms, some of the goods being shipped to Cincinnati. On the other hand, local tobacco men have been receiving tobaccos in Lancaster County and brought here for packing.

WISCONSIN.

EDGERTON.

THE buying sason as now practically over, because there is nothing left worth mentioning in the growing districts to trade on. For the most part there have been fairly good roads which accelerated the delivery of the new crops and enabled packers to make shorter work of handling the crops. The State is said to be more throughly cleaned up than ever before, and it is only the larger operators who still have some crops to receive.

STOUGHTON.

The secretary of the Tobacco Growers Association states that practically all crops of the society have been sold, and that nearly all changed hands without having been assorted, the average price paid was between 7 and 8 cents a pound.

OHIO.

MIAMISBURG.

THE packers here have become more interested in the new crops of Zimmer Spanish and Gebhardt tobaccos. The packing season is on in greater earnestness.

DAYTON.

The volume of sales of leaf has been a little light, yet Little Dutch has continued in fair demand. Considerable interest is also manifested in the 1910 Zimmer Spanish, and packer's samples have aroused greater enthusiasm in the goods.

GREENVILLE.

Farmers here have been holding meetings at which some interesting addresses have been made. The meeting of March 16th was one of the best attended of the series. They complain of being offered less for their crops than are farmers in other sections of the State, and the statements created considerable agitation.

NEW ENGLAND.

HARTFORD, Conn..

OVERTURES have been made to the Connecticut Tobacco Corporation with a view to acquiring its properties located at Tariffville, as admitted by President Charles Soby, who stated that no sale had been made, but that the matter would be considered at a meeting of the executive committee of the Board of Directors. The company has a capital stock of $172,000, and the corporation has been remarkably successful for several years.

The warehouse of I. Kaffenburg & Sons in West Hartford has been opened and considerable quantities of tobacco have already been received.

C. S. & C. A. Griswold have already packed several hundred cases at their warehouse in West Hartford, but their season is not over yet and they are likely to have in the neighborhood of 1000 cases.

WINDSOR, Conn.

Preparations are now well under way for the 1911 crop. Seed beds are being prepared and some have been sown. A more moderate temperature is now needed to start a germination of the seeds. Of course, artificial heat will be introduced into the beds, but nature's work would be the most valuable assistant.

SOUTH DEERFIELD, Mass.

John C. Decker & Sons have practically finished the packing season, having had a good force of men at work all winter in assorting and packing.

Trouble Over "Chief Horan" Brand.

THE incorporation of the Chief Horan Cigar Co., with a capitalization of $2500 at Springfield, Ill., recently met with a vigorous objection shortly thereafter from the widow of Chicago's dead fire chief after whom the cigar company was named. Mrs. Horan said she had not authorized the use of her husband's name and that she proposes to prevent it, if possible, and further declared, "I was approached by some stranger soon after my husband's death who asked my permission to use his name for a new cigar. I objected and that was the last I had heard of the subject." The incorporators of the company are Louis Silberman, Abram D. Lazarus and David Rish.

Slot Machines Barred at Kansas City, Kans.

THE chief of police in Kansas City, Kan., has issued orders that all slot machines and gambling devices must be excluded from cigar stores, etc., in that city. Following the stopping of dice games and lottery cards, some of the smaller cigar stores put in slot machines and the present order followed an investigation made by the mayor and chief of police upon complaints made to them.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

L. L. SCHLOSS,
CIGAR BROKER,
29 Randolph Street, Chicago, Ill.
Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

HARRY L. ROBY, Leaf Tobacco Broker
21 Emmet St., Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e.

N. D. ALEXANDER, Leaf Tobacco Broker
18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

ADVERTISING MANAGER—Thoroughly experienced in organizing and managing effective sales and advertising campaigns. Would connect with a manufacturer of high-grade cigars who has unwavering confidence in his product. Address Publicity, care of Tobacco World. 1-15-tf.

CIGAR MANUFACTURER'S OPPORTUNITY.
Commodious building at Ziegierville, Pa., with plenty of help. Conveniently near Philadelphia. Moderate terms to good tenant. Apply American Ice Co., 6th and Arch streets, Philadelphia. 2-1-tf.

PIPE FOR IRRIGATION PURPOSES.
We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
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WANTED—Bergfeld second-hand bunch tables, six rights and six lefts, in good condition. Address, stating prices, Box 9, Tobacco World, 102 S. 12th St., Philadelphia. 4-1-c.

WANTED—To sell one-half interest in cigar brand selling in Philadelphia. Good reason for selling. Address J. W. M., General Delivery, Lancaster, Pa.

Help Wanted.

WANTED—A salesman for the State of Pennsylvania and who has had experience in selling cigar labels; a good steady position guaranteed. Address A. B. C., Box 7, care Tobacco World. 4-1 c

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YOUNG MAN would like position about April 1st with leaf firm. Good judge of Connecticut leaf. Knowledge of bookkeeping. Address H. M. Holbrook, Warehouse Point, Conn. 4-1-c.

WANTED—Position as cigar or cigarette salesman, by energetic and well-trained young man. Philadelphia territory preferred. Address Box 4, Tobacco World, Philadelphia. 2-15-tf.

For Sale.

FOR SALE—Philadelphia cigar factory, fully equipped, all brands registered and selling well. Will sell as going business at attractive price. Inquire at once, Box 8, care Tobacco World. 4-1-c.

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FOR SALE—100 red John R. Williams suction tables, price $5 as are, f. o. b. New York; 12 short arm John R. Williams suction tables, price $10 as are, f. o. b. Philadelphia; 40 short arm John R. Williams suction tables, price $10 as are, f. o. b. Montreal, Canada; 40 Miller, DeBrul & Peters dieless, all iron, suction tables, price $10 as are, f. o. b. Philadelphia. Address Liberman Manufacturing Company, 248 N. 8th St., Philadelphia, Pa., U. S. A. 3-1-tf.

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French Government Revenues from Tobacco.

[From Consul General Frank M. Mason, Paris.]

ON December 29, 1810, a decree issued by the Emperor Napoleon Bonaparte created the Tobacco Regie and reserved to the national Government a monopoly of the importation, manufacture, and sale of tobacco in all its forms. The reasons given were that the Government needed additional revenue, and it was estimated that the monopoly of tobacco might add 80,000,000 francs ($15,440,000) to the annual receipts from taxation.

Although this prediction was not immediately fulfilled it was more than realized a few years later, and the revenues from that source have continued to increase as the practice of smoking grew more general and the consumption of high-grade cigars and cigarettes augmented with the increased luxury of living and the constantly growing contingent of foreigners who reside more or less permanently in France.

From 1811 to 1814 the revenue from the Regie averaged 63,000,000 francs ($12,159,000) per year. In 1840 the receipts from that source had reached 95,000,000 francs ($18,335,000); in 1860 they had risen to 195,000,000 francs ($37,635,000); in 1880, to 346,000,000 francs ($66,778,000); and in 1900 to 449,000,000 ($86,657,000). The receipts of 1909 were $487,064,400 ($940,003,429). The statistics for 1910 are not yet available, but from the fact that the tax on cigars, cigarettes, and the better qualities of tobacco was increased during the past summer by about twenty per cent., it is to be expected that the year recently ended will make a still more opulent showing.

How much of the gross receipts of the Regie are net profit—the excess over cost of raw material, manufacture, and maintenance—is not made public, but it is authoritatively stated that the aggregate net profits derived by the French Government from the tobacco monopoly during 100 years, viz. 1811 to 1910, amounted to 15,179,255,534 francs, or $2,929,596,000.

Add to this the annual profit of $7,387,200 derived from the monopoly of the manufacture and sale of matches, and it becomes evident that the revenues which are derived literally from smoke are among the solid and reliable assets of the French Government.

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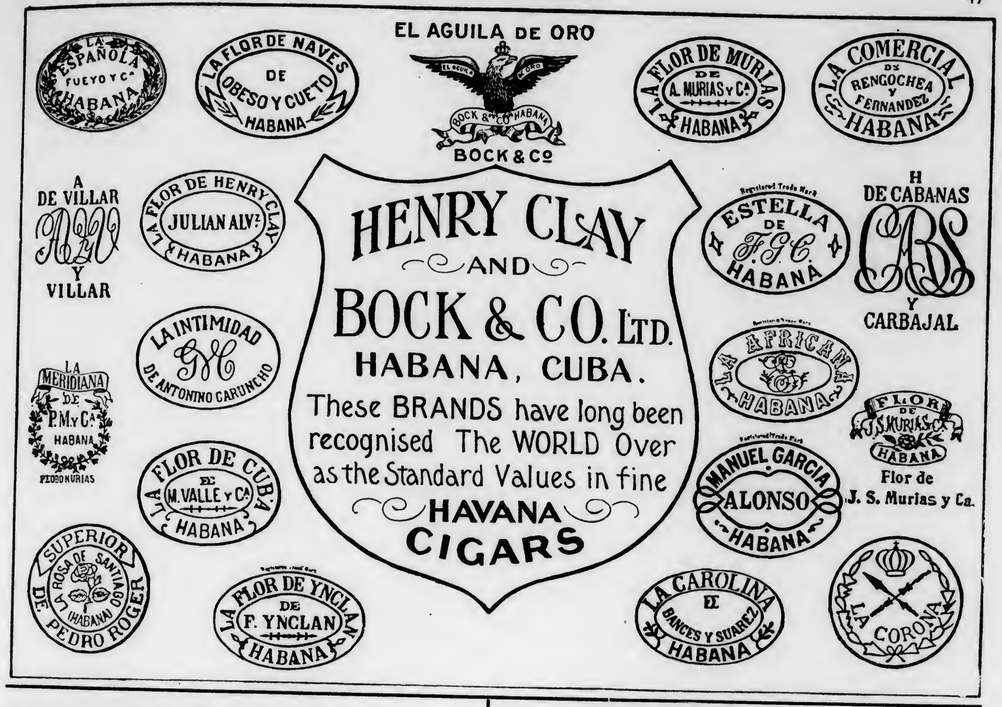
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R. F. D. No. 8, YORK, PA.
A specialty of Private Brands for the Wholesale and Jobbing Trades.
Correspondence Solicited
Samples on Application
SPECIAL BRANDS: ESSIE AND MATTHEW CAREY



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And other brands. All are made of pure Turkish Tobacco of superior quality. Union made. Samples and Price List sent on request.

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¶ It is worth something to know that you are the only one who has handled your piece of tobacco.

Drummond Natural Leaf Thick

in a 10 cent Metal Box

retains its good condition and delicate flavor indefinitely.

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NEW YORK

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Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer
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LA ALTOONA, Perfecto
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Are standards of high quality. They will interest progressive houses.
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1931-1935 Western Ave., and
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¶ Our 30 years of experience catering to the CIGAR BOX TRADE insures this

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No Better Goods Made
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J. J. Fernandez, Sec'y & Treas.



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RUY LOPEZ TRADE MARK KEY WEST CIGARS

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RUY LOPEZ CA.

MAKERS OF

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1911

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Reports from Leading Trade Centers.

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXI No. 8

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
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For One Hundred Years the Old Reliable

Nothing as good for Pipe or Cigarette.
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Quality speaks for itself. **Quality** in your offerings means **success** in your **business:** you get it in the superlative degree when you handle our products and the numerous letters of commendation we receive from satisfied distributors attest this fact beyond argument.

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"THE MASTERPIECE OF ALL BROADLEAF WRAPPED
HAVANA CIGARS"

Made by

SAN TELMO
CIGAR MFG. CO.
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"QUALITY CREATORS"

For Gentlemen of Good Taste



San Felice
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The Deisel-Wemmer Company
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Manufactured by

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Manufacturer - - DAYTON, OHIO

CENTRAL UNION



No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.





For One Hundred Years the Old Reliable

Nothing as good for Pipe or Cigarette.
Sells for 5 Cents

Frishmuth Bro. & Co., Inc., Philadelphia

In Production

Experience + Brains = Quality

Quality speaks for itself. **Quality** in your offerings means **success** in your **business:** you get it in the superlative degree when you handle our products and the numerous letters of commendation we receive from satisfied distributors attest this fact beyond argument.

Study This List

Stogies, 3 for 5c.
Red Demon
Our Special Dutch
Our Little Havanas

Cigars, 3 for 5c.
Ducico
Indemnity Bond
County Fair

Cigars, 2 for 5c.
Capt. Sam Brady
Pittsburg Girls
Lenawee Bouquet

These are "leaders": we are unable to enumerate many others in this limited space, but upon request will send you samples of those lines adapted to the special requirements of the trade in your particular territory.

Want Us to Do So?

"Never put off until tomorrow what you can do today."

The Duquesne Cigar Co. of Pittsburg, Pa.

COBS



A MAN WHO HAS once smoked Cobs—wants Cobs. They give him satisfaction and bring him back to your store. They are the smoke of Quality. They please the most critical and at 15c. for 9 are the most economical cigar in the country.

Vest Pocket edition 5c. for a packet of 3.

Write for particulars.

I. Lewis Cigar Mfg. Co.
Newark, N. J.

The largest Independent Cigar Factory in the World

TRADE A&G MARK
REG. U. S. PAT. OFF.

A man is known by the company he keeps.
Be sure your company smokes

Alvagar Cigars

THEY MAKE YOU RICH

Alvarez & Garcia

MANUFACTURERS OF

Finest Porto Rican Cigars

Factories:
Caguas, San Lorenzo
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Offices and Salesroom
128 Water and 81 Pine St.
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PASTORA

"THE MASTERPIECE OF ALL BROADLEAF WRAPPED
HAVANA CIGARS"

Made by

SAN TELMO
CIGAR MFG. CO.
DETROIT

"QUALITY CREATORS"

For Gentlemen of Good Taste



San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

CLEAR HAVANA CIGARS OF MERIT

Manufactured by

S. WOLF'S SONS



Factory No. 318 KEY WEST, FLORIDA
WRITE FOR QUOTATIONS

BARON~GRAY



A Five Cent Cigar "Good Till the Last Puff"

Fine Proposition for Live Wholesalers and Distributors

WRITE TO-DAY TO
W. R. WALLASTON
Manufacturer - - DAYTON, OHIO

CENTRAL UNION



No other brand of Tobacco has grown so quickly in public favor

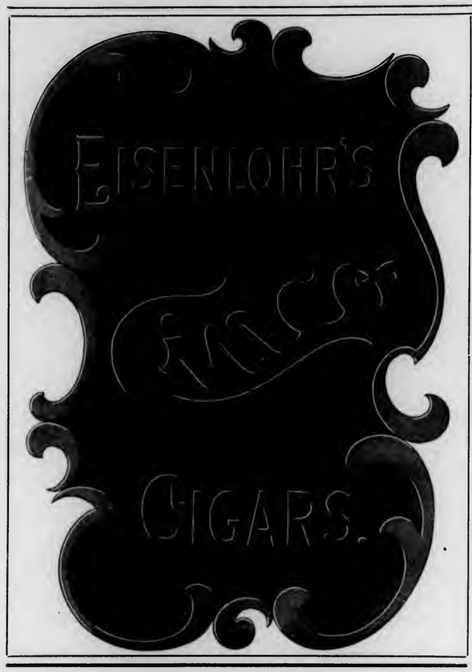
Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL 2ND EXPOSURE



Highest Grade of All Havana Cigars



Made in Thirteen Sizes of the Most Popular Shapes

For prices and other particulars address

I. M. HERNANDEZ, Maker. **1714 Columbia Ave., Philadelphia**

THE RESULT OF A HALF CENTURY



Counsellor

They Make You Friends and Bring You Repeats

The 5 Cent
Cigars of Real Value

Made by
Allen R. Cressman's Sons
Philadelphia

THE CIGAR THAT MADE PHILADELPHIA FAMOUS!

A reputation of more than forty years standing is a Guarantee that all **GENUINE**

Juan F. Portuondo

CIGARS

are maintained by their **QUALITY.**

"THEY HAVE NO EQUAL"

Established 1869
Incorporated 1893

Juan F. Portuondo Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA

The Signature is on every box

BUILD YOUR TRADE ON QUALITY

A Five-Cent Straight Cigar



Hand-Made in Five Sizes

A Live Proposition for Live Distributors

H. B. GRAULEY, Manufacturer, 6th & Chestnut Sts., Phila.

ULRICH'S
Radnor
5¢
CIGAR

A. ULRICH & CO.

100 Market Street, Philadelphia

Any product which has held the highest quality record, continuously, for 40 years —must have proved its superiority.

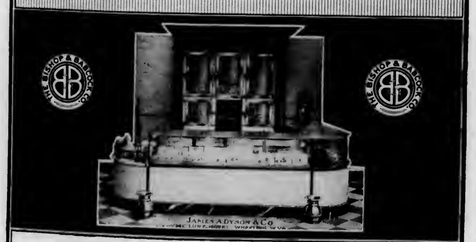
The only cigars which can make this claim are

ROIG'S
CIGARS

ANTONIO ROIG & LANGSDORF

PHILADELPHIA, PA.

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP & BABCOCK COMPANY
525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

"The Straw Shows the Way the Wind Blows"

A very old saying, but true. The way the public is taking hold of *"Crown" Coupons* is marvelous—like the straw, it tells a story just as true—it tells you Mr. Manufacturer and Mr. Retailer that the tobacco using public want *"Crown" Coupons* and *Certificates.*



Don't take our word for it—ask one of the hundreds of merchants who are giving them out. If the Public didn't take to them we couldn't hand out Ten Millions (10,000,000) in thirty days, and the smoker doesn't have to wait until he is as old as Methuselah either to get something—we give premiums for ten 25 Cent Certificates. Besides, *"Crown" Coupons* and *Certificates* are redeemable in conjunction with *"Crown" Stamps.* See the point?

The cost? Lower than any Cigar Coupon proposition in existence.

THE CROWN STAMP COMPANY

Largest Premium Parlors in the World

1007-09 Arch Street Philadelphia, Pa.

LIPSCHUTZ 44 CIGARS

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

Manufacturers of the celebrated "ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.

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BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A LA FAMOSA EQUAL TO ANY MILD 10¢ CIGAR

E. Kleiner & Co., Makers, New York

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
43 to 47 W. 33d St., New York

Are They in Your Show Window?

Five Cents PULLIAM CIGARS Five Cents

Please Particular People

A masterpiece in fine nickel goods, and a revelation in quality and excellence.

Made by
HERMAN WARNER & CO.
YORK, PA.
Write Us To-day—It'll Pay

HERE IS THE WINNING PACKAGE



EL BORITA

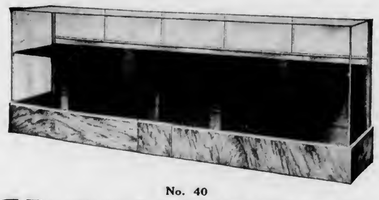
Dealers who have sold EL BORITA 5 Cent Cigars know that they *draw trade and hold it.* Are you a wise dealer. If so, order EL BORITAS and watch your business grow. . . .

Made of the best Domestic Leaf by Skillfull Hands in Clean Factories. Banded and Put up in Attractive Boxes. Tastes and Looks like a Cigar Twice the Price.

OTHER LEADING BRANDS
LAVOCA 10 to 50c.
LA TONIA 10c.

John Steigerwald & Company
Main Office, Twentieth & Tioga Sts., Philadelphia

Silent Salesman TRADE MARK Cigar Case.



No. 40

This "SILENT SALESMAN" is an all-glass frameless case, air-tight, dust-tight and moisture-proof. No holes are drilled through the glass. No metal angles or clamps are used. While made only of glass, joined with cement, and cushioned with felt (a patented process) it equals any case made for strength and rigidity. It is even possible to lift the entire case by the projecting edges at the top. All exposed edges of the glass are polished. All glass used in its construction is extra heavy polished plate. The case is equipped with moisteners. Do you want more business? This case will increase your trade.

We make Tobacco Wall Cases, too. State your wants.

Detroit Show Case Company
476-490 West Fort Street, Detroit, Michigan

THE BEAU BRUMMEL OF STOGIES

PHOEBUS

Manufactured by
Consolidated Cigar Co., Pittsburg

Distributed by
MITCHELL, FLETCHER & CO.
Philadelphia

A Free Deal on London Trophies
The New 2 for 5c. Cigar

Mr. Dealer:—Save the profit sharing certificate found in each box, they are worth money to you. A fine proposition. We also make a line of 3 for 5c. stogies. Correspondence with wideawake dealers invited.

WABASH CIGAR COMPANY, PITTSBURGH, PA.

London Trophies ARISTOCRATS

Quinones Cabezudo Co.
MANUFACTURERS OF
High Grade Porto Rico Cigars

OUR BRANDS: "Mejorana" "Nabisco" "Tonina" "El Resumen" "Bella Cadiz" "Hanabanilla" "Quicaco" "Flor de Quizada"

Factory and Warehouse: CAGUAS, PORTO RICO
New York Office: 130-132 PEARL STREET



This Is A Mutual Proposition

We have put up the best Tobacco we know how—and we think we know a great deal.

Every Cigarette, every can of Tobacco, everything under our name is produced, "Guaranteed Under The Pure Food Law"—and we all profit.

Our policy has always been "Remember the consumer"—stocking the trade is short gain. Spring and Summer will find Literary Digest, Review of Reviews, Current Literature, Life, Outing, Field and Stream, Theatre, Town and Country, and so on, telling the consumer of

PHILIP MORRIS English Mixture
and PHILIP MORRIS Cut Plug

Both retail $2.00 the lb. in 25c, 50c and $1.00 tins.

As to success, you may take all our predictions. The man who "hits the pipe for joy" will pay the price—will smoke Philip Morris—if you give him a chance. Write your jobber.

PHILIP MORRIS & CO. - - 402 W. Broadway, New York City
FACTORIES: New York Montreal London Cairo

Wax Papers

Is it necessary that your wax paper—your tissue—your sealing twine—measure up to a certain standard of quality and efficiency?

Do you insist that the worth and value of these things are in keeping with the worth and value of your product?

Do you want to get all this—at an economical cost price?

Then send us samples of the goods you are now using. We'll send you samples and prices by return mail.

Better do this to-day.

Sealing Twine

The J. L. N. Smythe Co., 509 Ludlow St., Philadelphia

OLOGY
CIGAR OF QUALITY
5¢
BEST BRAND FOR BIG BUSINESS
CASPER ROSENBERG, MAKER
CLEVELAND OHIO

Graham Courtney
HAVANA CIGARS
They Lead the Leaders
26 SIZES
Acker, Merrall & Condit Company
135 West 42nd Street, New York

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York
DIRECT IMPORTERS of the highest grades of Cigars manufactured by the
Independent Factories of Havana
all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.
Price List Mailed Upon Request.

Havana's Kingly Product
MARCA INDEPENDIENTE POR LARRAÑAGA DE TABACOS DE VUELTA ABAJO MANUFACTURADOS EN HABANA DESDE EL AÑO 1834
Oldest Independent Factory in Cuba
Established over 75 Years
The Cigar of QUALITY & RENOWN

HAVANA CUBA CIGARS
CASTAÑEDA TRADE MARK HABANA
We Suggest CASTANEDA
- Highest Class Materials
- Best Workmanship
- Perfect Colors
- Delightful Aroma

New York Office: 3 Park Row
Dave Echemendia, U. S. Rep.
Telephone Connection
London Office: 14 Gracechurch Street
Castaneda (Havana) Cigar Factories, Ltd.
129 Virtudes, Havana.
Cable Address, Havana, London and New York: CIGARESTAS

Kings Club, Made in Tampa
HAND MADE Guaranteed FINEST HAVANA TOBACCO



FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY
3 PARK ROW, NEW YORK

EL AGUILA DE ORO
BOCK & Co HABANA
BOCK & Co

HENRY CLAY AND BOCK & CO. LTD.
HABANA, CUBA.
These BRANDS have long been recognised The WORLD Over as the Standard Values in fine
HAVANA CIGARS

LA ESPAÑOLA FUEYO Y Cª HABANA
LA FLOR DE NAVES DE OBESO Y CUETO HABANA
LA FLOR DE MURIAS DE A. MURIAS Y Cª HABANA
LA COMERCIAL DE RENGOCHEA Y FERNANDEZ HABANA
A DE VILLAR Y VILLAR
LA FLOR DE HENRY CLAY JULIAN ALVAREZ HABANA
Registered Trade Mark ESTELLA DE F.J.C. HABANA
H DE CABANAS Y CARBAJAL
LA MERIDIANA DE P.M.Y Cª HABANA FEDON URIAS
LA INTIMIDAD GH DE ANTONINO CAPUNCHO
Registered Trade Mark AFRICAN HABANA
FLOR DE J.S. MURIAS Y Cª HABANA
Flor de J. S. Murias y Ca.
LA FLOR DE CUBA EL M. VALLE Y Cª HABANA
Registered Trade Mark MANUEL GARCIA ALONSO HABANA
SUPERIOR LA ROSA DE SANTA ROSA HABANA DE PEDRO ROGER
FLOR DE YNCLAN DE F. YNCLAN HABANA
LA CAROLINA DE BANCES Y SUAREZ HABANA
LA CORONA

We are offering the best of the pick from the crops, in our

Packing of 1909 Penna. Tobacco

The samples represent the goods accurately and show that our stock is well handled and constitute exceptional values.

The market is really becoming stronger because good 1909 tobacco has the desired quality.

We aim to be always able to show a fine general line of cigar leaf tobacco, and stand ready to back up the quality of all our offerings.

Let us also send you our quotations.

A. B. HESS

Packer and Dealer in

CIGAR LEAF TOBACCO

Warehouses and Offices:

LANCASTER, PA.

GEORGE W. PARR

Manufacturer of **FINE CIGARS**



MAKER OF

Fernside and Lord Wharton

Five Cent Goods

Sold to the Jobbing Trade Only

Correspondence Invited

LITTLESTOWN, PENNA.

The SPECIAL NOTICE Announcements in Want Ad Columns of

The Tobacco World

are business bringers. Try them. Special rates for time orders.

Address:
THE TOBACCO WORLD
102 S. 12th St., Phila.
41 Union Square, New York

El Fahico Cigars

Are Recommended as a High Grade Five Cent Product.



Fac Simile of Package

Quality and price are the two essentials to which up-to-date dealers look. El Fahico cigars possess both these essentials. They will please alike the dealer and consumer. **Now is the time to order.**

Write the Manufacturer.

H. N. HEUSNER, Hanover, Pa.



The Judge Shepard 5 Cent Cigars

It is a pyramid of value that makes The **Judge Shepard** Cigar what it is to the dealers. There is an ever rising, increasing value and worth in **Judge Shepard** cigars which carries them even higher in the estimation of the thinking, careful, enterprising dealer, large or small. Write to the maker for more particulars.

Quality Value and Workmanship

H. F. KOHLER
NASHVILLE, PENNA.

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

.:. Cigar Box Labels .:.

Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office--Paul Pierson, Mgr., 160 Washington St., Chicago, Ill.

ESTABLISHED 1887

LOUIS C. WAGNER & CO.

43 EAST 20th STREET NEW YORK

ORIGINAL PRIVATE DESIGNS IN STOCK

IMPORTERS OF **FINE CIGAR LABELS AND BANDS**

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.

CHICAGO 56 5TH AVE E. E. THATCHER, Mgr.

SAN FRANCISCO. 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

HAVANA STICK

A Panatela Size That Sells For

5c.



Unrivalled as a Seller

Standard in Quality

Perfection in Workmanship

A Craftmanlike Package

We Caution the Trade Against Imitations. Ours Is the Only HAVANA STICK on the Market.

EITEL & CASSEBOHM COMPANY, (Inc.), Louisville, Kentucky.

Finest Imported Cigar Labels and Bands

Manufactured by

Gebrüder Weigang, Bautzen, Germany

American Representatives

Möller, Kökeritz & Co.

25 Astor Place, New York.

World Famous
Gold Medal Brands
"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA
Havana, Cuba

T&O COMPANY MAKERS

Wm Penn
10c. Cigar
Good Thru' & Thru'



THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

A NEW FEATURE
OF ALL
PROMINENT STORES
VERY MILD
CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY
E. A. CONDAX & CO.
NEW YORK
The Originators of the
CONDAX STRAW TIPS

Pittsburg Stogies and Cheroots

Made by *Experienced Hands*, in *Daylight Workrooms*, under *Sanitary Conditions*.



"Workmanship, Cleanliness and Quality," our Motto.
"PURO SPECIALS" our Leaders
Write for Prices. Territory Open for Distributors

W. D. SHARPE CIGAR CO.
Pittsburg, Pa.

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, APRIL 15, 1911. No. 8.

War Fund Being Raised To Stop Key West Frauds

Committee of Bankers and Manufacturers Organizing to Prosecute Illegal Use of City's Name

KEY WEST, April 13, 1911.

FOLLOWING a meeting of the Chamber of Commerce, held here last week, the committee of representative citizens, including bankers and cigarmakers who were appointed at that time to go into the matter of prosecuting foreign manufacturers who were using the name of Key West illegally, have been actively canvassing the situation and calling upon our various makers with the view of learning what co-operation the committee might expect.

The plan as now outlined is that the committee shall receive from cigar manufacturers and the civic organizations interested, an annual appropriation of not less than $5000, which amount will be used solely for the purpose of prosecuting and punishing name pirates.

With this amount of money at hand, the defenders of Key West's interests can engage forthwith good counsel wherever necessary and put a stop to a practice which THE TOBACCO WORLD has long since pledged itself to assist in stamping out, and has already proved an aggressive and helpful factor in accomplishing.

It looks as though this is the most serious effort that has materialized in several years to follow up the warfare on the illegal use of the name Key West on cigars, and further developments are awaited with interest.

Largest Havana Leaf Deal on Record Closed

Sylvester & Stern Get 8,832 Bales of Tobacco from Sobrinas de A. Gonzalez.

HAVANA, CUBA, April 7, 1911.

DON ANTERO PRIETO, senior member of the leaf house of Sobrinos de A. Gonzalez, told your correspondent today that his firm had just completed the delivery of 8832 bales of tobacco, which included all the different vegas and styles of leaf constituting their sale to Messrs. Sylvester & Stern. This transaction goes on record as the largest sale of any individual house ever made in Havana to another individual firm. The deal involved nearly one million dollars, and was a cash sale as is the general custom here.

This operation stands as unique in the city of Havana, and perhaps it may be among the largest in the world, so far as sales of leaf tobacco go, with the exception possibly of Sumatra sales in Amsterdam.

The Dutch Maatschappij may realize more money in one "Einschreivung," but it is doubtful whether they sell in one sale and to one buyer, as much or more than is represented in the above transaction. The French, Austrian, Italian and Spanish Regies are all heavy purchasers, and all kinds of leaf tobacco, which will amount to millions of dollars in the aggregate during a buying season, but it is, at least uncertain, whether they can find enough leaf at one time in the hands of one seller.

ORETANIV.

Two New Factories for Tampa.

TAMPA, April 14, 1911.

WITHIN the past few days, two new companies have been organized in this city to engage in the manufacture of clear Havana cigars, and this is one of the most encouraging signs of an absolute settlement of all labor difficulties and the readiness of capitalists to embark in the cigar manufacturing business in this city.

The two new firms who will enter the field are Ybor & P. Castaneda and the Ron-MacDonald Cigar Company.

Ynacio P. Castaneda, of Havana; Salvador V. M. Ybor, of Tampa, and C. Fred Thompson, also of this city, have filed notice of their intention to apply for letters patent, incorporating Ybor & P. Castaneda, with a capital stock of $150,000, of which the three mentioned subscribe to 1000 shares of the stock at a par value of $100 the share.

Mr. Castaneda will be president and general manager of the new company, and will assume active charge of the manufacturing branch. His long experience in the manufacture of high-grade Havana cigars foretells success for the new concern. Mr. Ybor is one of the best known business men in Tampa, being actively identified with the Florida Brewing Company as its treasurer. He is a brother of the Cuban Consul Rafael Ybor. Mr. Thompson is one of the leading members of the Tampa bar.

The Ron-MacDonald Cigar Company, another new firm, has filed notice of their intention to apply for letters patent, incorporating them under the laws of Florida, with capital stock of $50,000. Francisco A. Ron, of Tampa; Scott MacDonald and Albert C. Wandrie, both of St. Paul, Minn., are the incorporators. Mr. Ron is well known here and will be the guiding spirit of the firm in his manufacturing department.

A New Sanitary Cigar Tip.

MILWAUKEE inventors have devised a coating composition for cigars which, it is said, will effectively prevent the smoker coming in contact with any dirt or contracting any disease which the cigarmaker may have communicated to the cigar. The men behind the invention are Conrad Schroeder, Louis E. Levi and Alfred J. H. Lasche. The invention provides a waterproof coating for the tip of a cigar, non-brittle and possessing a desirable quality of preventing, to a large extent, the oils from the tobacco passing into the mouth, the disagreeable taste of the tobacco and the discoloration of the teeth. The coating will also prevent the wrapper of the cigar from unraveling.

William Hanna Dead.

HOSTS of friends will be shocked to learn of the sudden death of William Hanna which occurred at his home, Third and Vine streets, Camden, N. J., on Friday morning, April 14th. Mr. Hanna has been covering South Jersey for some years for Frings Brothers Co., and previous to that time was associated with Geo. T. Browning, the veteran tobacconist, who was his brother-in-law.

Mr. Hanna, although 53 years old, was a most active salesman and was calling on the trade the night before his death. He had suffered for several years from heart disease and this eventually killed him.

The Steiner & Steiner Co., of Indianapolis, has filed a notice that it has ceased to transact business and will liquidate its affairs.

Tobacco Trades Show Exhibits Pleased Visiting Crowds

Manufacturers' Booths Lavishly Decorated---Attendance Less than at Former Exhibition--- A Review of the Lines Shown.

DESPITE the handicaps which marked its progress from its very inception, the Second Tobacco Trades Show, which has been held this past week in Horticultural Hall, Philadelphia, proved to be a very interesting and helpful exhibition. The exhibitors numbered only twenty, but those who did display their wares spared no effort or expense to make a creditable showing. Many of the booths were lavishly decorated, and certainly worthy of a more liberal attendance and appreciation.

Although the attendance for the week fell far below that of the Show of 1904, the character of the crowd was of a much better class. It is estimated that more than 50 per cent. who attended the show were directly interested in the cigar or tobacco business, either as retailers, jobbers or manufacturers, and that the balance were an intelligent class of consumers. Therefore the exhibitors felt that what the crowd lacked in numbers they more than counterbalanced in intelligence.

Many of the exhibitors opened new accounts, and many good sized orders were booked. The show attracted representative dealers, not only from Philadelphia, but from nearby towns such as Chester, Wilmington, Trenton, Reading and Lancaster. New York and Chicago and other important points were represented by distinguished visitors.

Although the show was scheduled to open April 10th, it was found impossible to have all the booths ready by that time. This was due to the fact that there were several exhibitors who took their space less than forty-eight hours before the scheduled opening. By extraordinary efforts, the booths were gotten into first-class shape on the evening of April 11th, when the doors were thrown open. The attendance on the first night exceeded 2000, and each night saw a substantial increase. Owing to his absence from the city, Mayor Reyburn was unable to formally open the show.

One of the most interesting features of the show week which promises greater things, was the meeting of the retail cigar dealers held on the first floor of the Hall, on Thursday evening, April 13th. Nathaniel W. Mead, manager of the show, presided as chairman, and a movement was started for the formal organization of retailers in this city. The full details of this meeting are treated elsewhere in this issue.

The show closed on Saturday night. While those who did exhibit made a dignified and commendable showing, many prominent firms were conspicuous by their absence, and the show could not be called a truly representative Philadelphia exhibition.

It is hoped that when the next show is held, if such there be, that it should deserve and receive the unanimous support of the industry of Philadelphia. A trade show, if properly promoted and managed, certainly should prove helpful to all concerned.



THE TOBACCO WORLD'S HEADQUARTERS.

THE TOBACCO WORLD was the only trade paper represented by an exhibition at the Show. During the week hundreds of dealers, manufacturers and other members of the trade visited the WORLD'S booth, registered and received copies of the Souvenir Edition of this publication. The WORLD'S exhibit was a plain statement of facts, setting forth the tremendous gains made by this publication both in circulation and advertising.

The Exhibits and the Exhibitors.

THE highly artistic display made by Otto Eisenlohr & Bros. of their "Cinco" and other brands, was admired by every one entering the hall. Its location was advantageous and in the point of decorative effect it would indeed be hard to excel. Only about half a dozen boxes, including several sizes of the famous "Cinco" and "Henrietta" ten-cent cigar, were shown in a plate glass case. The brilliant electric "Cinco" sign which was overhanging the main exhibit about the centre was readily noticeable from every point. Unlike other exhibits, it was not constantly attended by representatives of the firm, but at intervals members of the Eisenlohr house mingled among the visitors and extended a hand of good fellowship to them. There was no gratuitous distribution of samples because it was not necessary. The Eisenlohr booth was thoroughly in keeping with the dignity and prestige of the firm and a credit to their decorators, Strawbridge & Clothier.

"Saboroso" on Display.

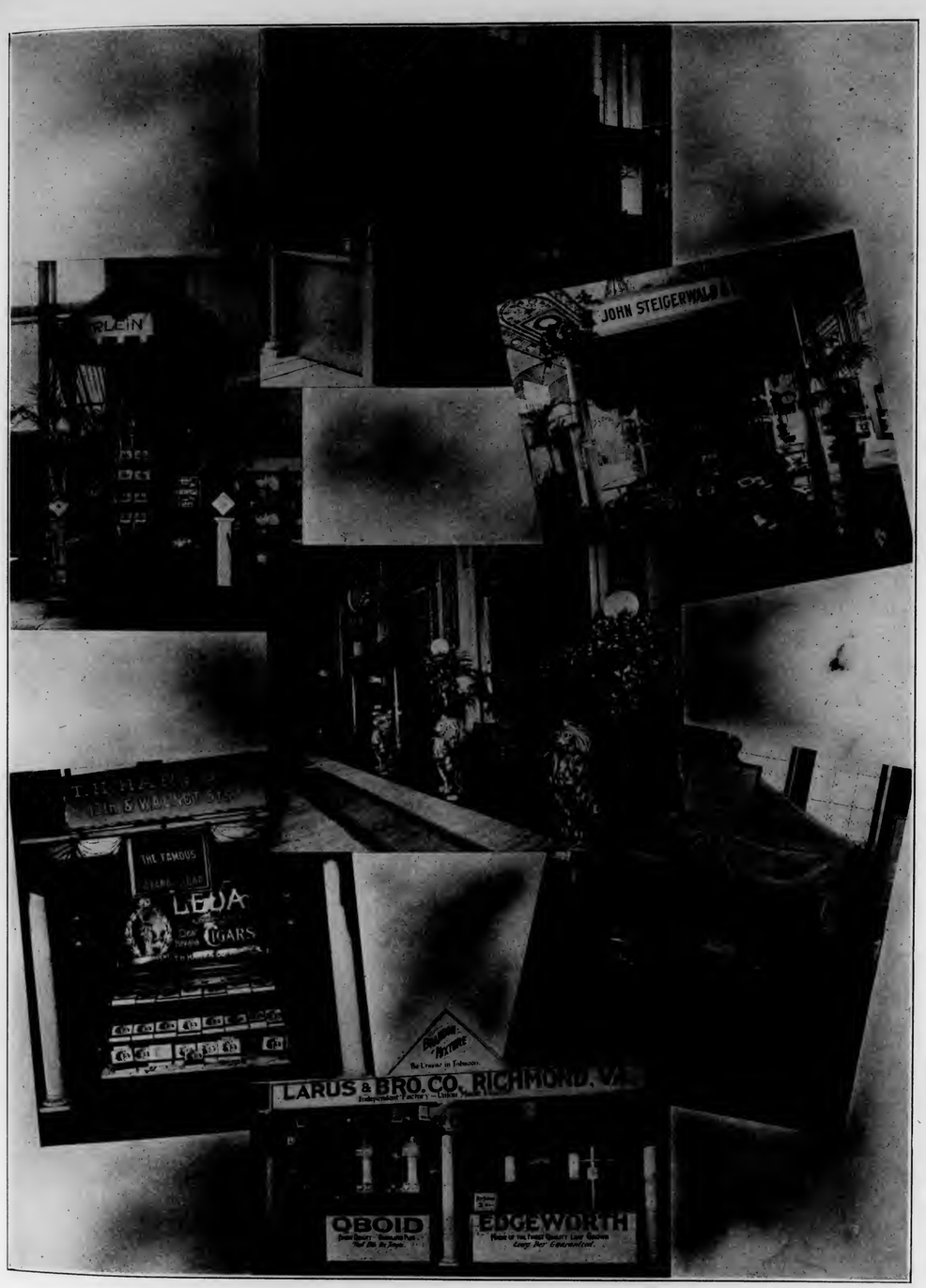
If a balloting contest had been taken to decide who had the most attractive exhibit, Vetterlein Bros. would have polled a very heavy vote. Tastily arranged in the octagonal mahogany case which has been used in various exhibitions since the Centennial, were several leading brands, which of course included the "Saboroso," "Prince Herald," and others. Over the case was draped a canopy of tobacco-colored draperies set off with real tobacco leaves. The booth was brilliantly illuminated at all times and during the evenings both Messrs. Jos. S. and Roy Vetterlein, of the firm, were in attendance.

Steigerwald Goods in Beautiful Array.

The large dome shaped tri-colored booth of John Steigerwald & Co. deserves special mention for its elegance and good taste. A fine sample line of the firm's well-known product, which included "La Tonia" and "La Voca" in ten-cent cigars, and the "El Borita," a prominent nickel leader. H. H. Carver, a genial young representative of the firm, was constantly in attendance. The Steigerwald line could not but benefit from their display of enterprise, and as a result that the trade will have a better and more intimate knowledge of the merits of their goods.

Gregorio Lopez Cigars Get a Boost.

With the strong representation which the Antillas Tobacco Co., of New York, Porto Rico cigar firm, had at the show, the "Gregorio Lopez" cigar was given a most substantial boost. Honors for this display are divided equally between the Antillas Tobacco Co. and Hentz & Co., Philadelphia agents. Don



A Collation of Exhibits at the Tobacco Show

Ricardo Struller, president of the Antillas Tobacco Co., came over from New York on the evening that the show opened to see the show and meet the visiting trade. He had the pleasure of meeting a number of Philadelphia dealers, some of whom are already using the "Gregorio Lopez" brand, and found a highly favorable sentiment existing among them. Henry Weiss, general representative of the firm, remained throughout the week. Hentz & Co., the Philadelphia agents, were represented by W. A. Hentz, who was assisted by W. G. Worthington and K. R. Worthington. The goods are being now handled by such prominent houses as Finley-Acker & Co., and is rapidly making other staunch friends. The goods are being at present made up in fifteen sizes, ranging in price from $2.25 to $4 per box of fifty, and from $2 to $3.75 per box of twenty-five at retail.

They have the distinction of being the only exhibitors of Porto Rico goods.

Hart & Co. Display the "Leda."

Those who inspected the exhibit of T. H. Hart & Co. will not soon forget "Leda" clear Havana cigars. The number of visitors whose attention was attracted by Hart's display is but an evidence of the growing popularity of Tampa-made cigars. The artistically arranged booth of this firm was in charge of B. M. Clapp, who made a number of new friends for himself, for the house and for the "Leda." There was probably not another exhibit in the list which had more callers from out of town than had Mr. Clapp. Friends in the trade had come in from Reading, Lancaster, Harrisburg and other points to pay him a friendly visit.

The El Draco Co. Line in the Show.

One of the winning cards of the tobacco show were the "Stratford" and "Rutherford" brands of the El Draco Cigar Manufacturing Co. Their booth was ornamented with a large facsimile of their "Stratford" label in its original colors of white and gold. The arrangement of the entire display was tasteful and impressive. C. J. Lynch, one of the factory representative, was there to show the goods. Their "Conisor" five-cent cigar was given a prominent position.

Exhibit of the United States Tobacco Co.

The fine display made by the United States Tobacco Co. under the personal direction of "Jack" Fowler, was evidently not the work of a novice, although Jack is too modest to admit that he is a past master in decorative art. Interest was almost constantly centered upon this booth, drawn by the magnetism of "Jack" and his wares. It is needless to enumerate that "Central Union" was the great attraction of cut-plug offerings, "Epicure" a shredded plug, "Saratoga Chips" and "Alumni" in sliced plug. A full line of the various sizes of all the different packages was shown on large pyramids built at each corner of a double booth. Mr. Fowler's assistants, Howard Loughlin and L. H. Bartman, saw that the United States factory's lines were impressed on all visiting dealers.

Exhibit of Frishmuth Bro. & Co.

Few visitors who called at the exhibit of Frishmuth Bro. & Co. realized the significance of the sign which adorned the top of their booth, "1810-1911." This sign symbolized the establishment of Philadelphia's first factory 101 years ago. The Frishmuth goods are today more largely sold throughout the United States than ever before. Of course, they were featuring their "Orchid," "Green Goose," "Beauty Bright," "Whittle Cut" and a number of others of their more popular brands. D. G. Sellers was in charge of the exhibit and entertained a large number of visitors.

"Qboid," "Edgeworth" and "Brandon Mixture" Display.

By holding an hourly drawing of a prize of special package of tobacco, Victor Newman, in charge of the display of Larus & Bro. Co., of Richmond, kept an interested throng at his booth. Coupons were issued upon which the recipient was asked to write his name, all were numbered and dropped into a box. At the end of each hour, a drawing was made and the winner was presented with a box of tobacco. The booth was well arranged and his showing of goods was most creditable. "Qboid," which is among the more popular brands in this market, was kept well to the front at all times.

J. Harvey McHenry's Lines on View.

The combination exhibit of the factories represented by J. Harvey McHenry, manufacturer's agent, was one of striking beauty. Credit for the arrangement should be given largely to F. W. Hoch, one of the best decorators in this city. To make a well-balanced and harmonious showing of the products of the following firms required considerable judgment and taste. The exhibits included the Vaughan-Ware Tobacco Co., of Richmond, showing a line of "Nazma," "Southland" and "Lynnhaven Cigarette"; Stratter Bros. Tobacco Co., Louisville, Ky., with a line of "Penny Post" cut plug, "On the Square" and "Kismet" plug tobaccos, and "Hindoo Granulated"; S. Monday & Sons, Broolyn, N. Y., "Brand M.," "Imperialette," "Hunter," "Three Mates," "Pretty Peggy" and "Solomonda." Besides these were cigar lines from the factory of M. Kinsports Cigar Mfg. Co., of Manheim, Pa.; Marcus Fedder Cigar Co., Blu-J Tobacco Co., Philadelphia, and independent Tobacco Co., Pittsburg stogie, together with specimens of premiums of the Liberty Coupon Co. Mr. McHenry was very ably assisted by Louis Walters, J. F. Rohrbach, W. W. Ridenour and C. J. White.

Babayan's New Cigarette Line.

Reflecting the spirit of the Orient, M. Babayan showed a booth trimmed to good effect with Turkish rugs and draperies. In view of the fact that his new packages were not yet on the market, he had prepared a supply for temporary use, thus showing his enterprise in exhibiting his "Deran" Turkish cigarettes.

He will be fully prepared to supply his goods to the trade by May first, and has already booked a number of advance orders. He has always been connected with the industry and has a wide acquaintance.



If you happened to spy this individual at the Tobacco Show and hailed him as Colonel Roosevelt, you would be only one of the many thousands who made this slip. "Teddy" was at the Show, impersonated by his double, Frank F. Turley, of Hagerstown, Md. Attired in khaki uniform, rough rider hat and a whole breastful of war medals, Turley strolled about the hall, advertising the United States Tobacco Company, J. Harvey McHenry, Antillas Tobacco Company and other exhibitors. Turley has been doing this impersonation stunt ever since his distinguished prototype has been in the public eye.

Philadelphia Retailers Start Movement for Independent Organization

IN response to an invitation sent out by the management of the Tobacco Trades Show, several hundred retailers of cigars and tobacco assembled in the Auditorium of Horticultural Hall, on Thursday evening, April 13th, to discuss plans for organizing an active association.

N. W. Meade presided as chairman, and briefly outlined the purposes of the meeting, after which he introduced Col. C. Fred Crosby, editor of *Tobacco*.

Mr. Crosby told of the attempts made in other cities to organize the retail cigarrists, and pointed out the fact that there were probably only two active organizations in the country and they were both on the Pacific Coast. He urged all present to unite for their mutual interests, and pointed out that such action was absolutely necessary for the preservation of the independent retail stores. "If you retailers would organize," said Mr. Crosby, "you could obtain legislation which would help you, and at the same time suppress many of the trade evils. With a solid organization you could go to your legislature or to congress, and demand the passage of such laws as the anti-coupon bill and other helpful legislation."

Mr. Crosby was followed by J. Lawton Kendrick, managing editor of THE TOBACCO WORLD, who gave a straight-from-the-shoulder talk. He said it was folly to discuss organization unless the retailers really wanted such a thing, and that if they did want it, the first step necessary would be the raising of a subscription fund to start a high-class organizer at work getting the trade together into an active body. He said he felt sure that if the retailers would do this, they would find the manufacturers willing and ready to help them financially and morally.

Mr. Kendrick's remarks seemed to touch a responsive chord, and there followed an informal discussion in which Joseph E. Tuck and J. Harvey McHenry gave their views on the possibility of organizing the Philadelphia trade.

Several retailers who spoke thought that had the trade been properly notified of the meeting, that there would have been a much larger attendance, and suggested that for the next meeting a committee be appointed to bring the matter before the attention of every retailer in the city, and that the salesmen for the different manufacturers and jobbers be enlisted to spread the information among all their customers.

Mr. McHenry, speaking as a distributor, volunteered the services of every member of his selling staff to foster such a movement.

The sentiment of all the speakers was strongly in favor of the formation of an organization, but none of the retailers present could suggest a plan for bringing these ideas to fruition; therefore a committee of three representative dealers was appointed to devise plans for the enlistment of the support of every dealer in the city. This committee consists of J. Durban Acker, of Finley Finley Acker Co., J. G. Atherholt, and W. H. Coupe.

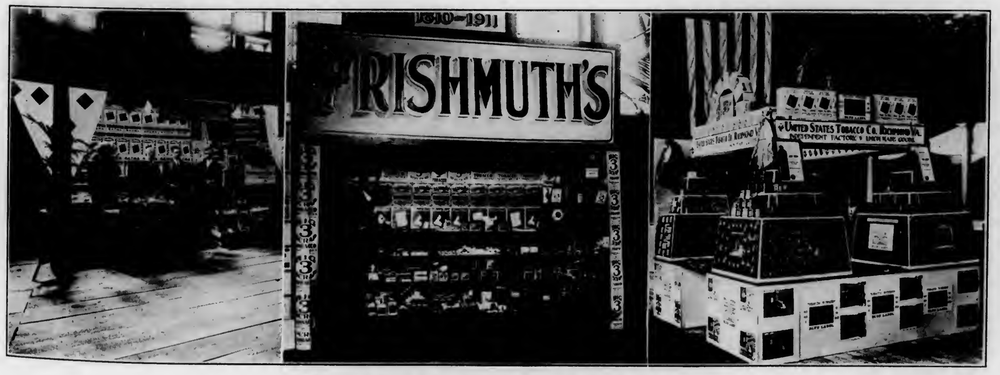
It is the intention of this committee to meet shortly and lay their plans for a rousing convention, which would bring hundreds of retailers together and start the organization on a permanent basis.

Margolies Featuring "Margolo" Cigars.

Ph. Margolies, maker of Clear Havana and other cigars was a little late in getting his exhibit in at the Tobacco Show, but he made it count once he did get there, and exhibited a very artistic showing on his "El Margo" "Margolo," "711" and "La flor de Lafayette" Havana cigars. He remained in constant attendance himself during the latter part of the week, and it is safe to say that Margolies' product is better known to the trade here now that it ever was before. His product has been on sale at some time at such prominent stores as Geo. B. Evans, and his trade is improving steadily.

New House at St. Louis, Mo.

THE Parker-Gordon Cigar Company, capitalized at $10,000, has filed articles of incorporation with the county recorder at St. Joseph, Mo. J. H. and W. W. Perker, of St. Joseph, Mo., hold 600 and 100 shares of stock respectively, and Powhaton G. Gordon, of St. Louis, holds 300 shares. The company has formed to manufacture and deal in cigars, tobacco, cigarettes, pipes and smokers' articles.



THREE TOBACCO EXHIBITS AT THE SHOW.

Tobacco Show Notes

AMONG the interested spectators was W. A. Weisert, with John Weisert Tobacco Co., of St. Louis, who related to a WORLD reporter his interesting experience in Philadelphia. According to Weisert, he arrived in Philadelphia on Friday, January 13th, and in calling upon some of his friends he was reminded of the ominous date, and it happened that at the close of the day he had booked just thirteen orders for thirty pound cases of his firm's product, of which the leading brands are "Pike," "Granulated," "54," "Orphan Boy" granulated, "Harp," "Big John" plug cut, two-ounce package, and "93" cigar clippings, together with Weisert's famous twist

At the United States Tobacco Co.'s booth, "Jack" Fowler took great pride in exhibiting a pipe which was once smoked and owned by Geronimo, an Indian chief, who was regarded as an everlasting enemy of the white race. This pipe is the property of Col. Crosby, who obtained it from Geronimo at the Pan-American Exposition.

A newly patented showcase for cigars, pipes and novelties, was exhibited by A. Lange, inventor and manufacturer, of 3901 Arcadia street, Philadelphia. The new case was very critically examined by a number of dealers. The case he was showing was the first one made.

Henry Weiss, general representative of the Antillas Tobacco Co., was on the job all week, booming the "Gregorio Lopez" cigars. Weiss can talk nothing else, so enthusiastic is he about these Porto Rican smokes.

A representative of the Mehler Garden Tool Co., of Ambler, Pa., was showing the "Handy Gardener," which is a combined hoe, weeder and cultivator, to the spectators at the exhibits.

Wm. G. Fisher, with F. & E. Cranz, of New York, made it a point to meet a number of his old customers at the show, among whom was Jos. S. Vetterlein, of Vetterlein Bros.

Henry Ottenberg, of 1059 Third avenue, New York, one of that city's oldest importers and wholesale dealers, was among the visitors at THE TOBACCO WORLD booth.

J. G. Shirk, of Lancaster, one of the best known jobbers in Pennsylvania, met many old friends at the show who entertained him royally.

The music furnished by the orchestra on the stage kept the crowds in good humor. The official anthem was "Casey Jones."

Dave Echemendia, of the Castaneda factories, Havana, came over from New York and was agreeably surprised to find so many of his old friends at the show.

F. A. La Fond, prominent Detroit Tobacconist, spent an hour at the show on Saturday evening.

W. M. Bowen, manufacturer and dealer, of Chester, Pa., was seen among Wednesday's visitors.

Robert M. Henly, the exclusive cigar dealer, of Audubon, N. J., thoroughly enjoyed a two hours' visit at the show.

J. C. Clayton, one of the oldest cigar dealers of Trenton, N. J., was circulating among the exhibitors on Thursday.

There was a commendable absence of grafting free samples of cigars and tobacco.

The moving picture show in the front of the hall didn't seem to move very lively.

Obituary

Death of Columbus, O., Cigar Merchant.

AFTER an illness of several weeks, Luther S. Hugentugler, a member of the E. M. Schoenborn Cigar Co., operating stands in the Neil House and other places in Columbus, O., died last week of a complication of diseases which culminated in pneumonia.

Deceased was born in Columbia, Pa., and removed to Columbus seventeen years ago and became interested in the cigar business with E. M. Schoenborn. Besides, he was also treasurer of the Heil Hotel Co., and several other enterprises. He was forty-nine years of age and is survived by a widow and one daughter.

Charles W. McWain, for the last thirty-five years a cigar dealer at 8 Elm street, Waltham, Mass., died on April 2nd, at the age of 76 years. He is survived by his mother, who is now 96 years of age, and a sister.

Henry Behrendt, head of the cigar manufacturing firm of Hy. Behrendt & Co., of Chicago, Ill., died last week at his home 2345 South Millard avenue. He is survived by a widow. The interment was made in Forest Home Cemetery.

Elijah Griswold, well known cigar manufacturer at Riverhead, L. I., died recently at his home, and was buried on April 3rd. The funeral was largely attended by members of Riverhead Lodge, F. and A. M., of which he was a prominent member.

David Whitestone, a wholesale tobacco merchant of Bradford, Pa., died suddenly on March 31st last, while visiting Kane, Pa., heart disease being the cause of his death.

Meeting of New York Leaf Board.

AT a meeting of the New York Tobacco Board of Trade, held at its headquarters in Maiden Lane, New York, this week, much interest was manifested in the forthcoming National Convention of Leaf Men, to be held in Lancaster, Pa., in May.

It was the annual meeting of the board and the following trustees were elected: F. M. Arguimbau, L. A. Cohn, Ferdinand Cranz, Frazer M. Dolbeer, Chas. Fox, E. A. Kraussman, John H. Duys, Joseph Mendelsohn, Benno Neuberger, Chas. Vogt, Carl Wobbe, Jerome Waller, F. R. Hoisington, John H. Goetze and Joseph F. Cullman, Sr.

Some interesting committee reports were presented, among which was a report by Mr. Dolbeer for the insurance committee and also a paper suggesting the establishment of a complaints committee, presented by Mr. Dolbeer at the request of Benno Neuberger who is at present in Europe.

Jerome Waller reported for the membership committee and in the absence of Treasurer Cranz his report was read by Secretary Fox. It showed the organization to be in a flourishing position notwithstanding some extraordinary expenditures made during the past year.

The following delegates and alternates were elected to attend the National Cigar Leaf Association in May.

Delegates.	Alternates.
Carl Wobbe,	Henry Fisher,
F. M. Dolbeer,	Edmund H. Smith,
Joseph Mendelsohn,	Ernest Ellinger,
Jerome Waller,	Fred Block,
Geo. W. Spitzner,	H. Anton Bock,
Julius Lichtenstein,	Isaac Meyer,
F. M. Arguimbau,	Frank Bach,
Moritz Neuberger,	Chas. Vogt,
Julius Marquisee,	Morris Rosenberg,
Max Mendelsohn,	Henry Oppenheimer,
Joseph Hoffman,	Percival Levy,
E. A. Kraussman.	F. R. Hoisington.

After the close of the meeting the Board organized and elected the following officers for the ensuing year: Leonard A. Cohn, president; F. M. Dolbeer, vice president; Chas. Fox, secretary; and Ferd. Cranz, treasurer.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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A. M. JENKINSON, Pittsburgh, Pa. . . . . Vice President
JOS. B. WERTHEIM, 2d Ave. and 73rd St. New York . . . . . Treasurer
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EDITORIAL.

Lessons of the Tobacco Show.

The Tobacco Trade Show which has been in session this week in Philadelphia, it must be admitted fell short of the ambitious plans that had been made for it. Unfortunately, the exhibition was not broadly representative of Philadelphia's importance as a cigar manufacturing center. Nevertheless, it proved both interesting and instructive to all who attended. There was a commendable absence of grafting and promiscuous attendance such as swamped the first show held here in 1904. Whether this absence of riff raff was by design or accident, we are not prepared to say, but certainly the spectators who did attend were representative men of the trade and a consuming public far above the average.

The twenty exhibitors who backed their confidence in the show by exhibiting their wares deserve praise for their enterprise and cleverness in their displays. The good they reaped should repay all their efforts and make them feel that the week was well spent.

The show did not enlist the unanimous support and endorsement of the trade for various reasons. In the first place, the management seemed unable to inspire the confidence among the prospective exhibitors and then failed utterly to give the exhibition the advance publicity it should have had.

There is no reason why a tobacco trade show, if it be held in response to the desire and needs of those directly interested, and managed properly in their behalf, should not prove a profitable method of publicity.

The Evils of Price Cutting.

Retailers of cigars and tobaccos who have indulged in price cutting wars need not be reminded of the futility of their warfare, but those dealers who have refrained from it, although tempted to do so, will find something of interest to them in the present instalment of the "Confessions and Suggestions of a Retailer" by Dan Duit.

The writer, who is a practical retailer himself, draws a very strong picture of the evils, and points out definite examples of the disasters which have followed the slashing of retail prices.

Enlightened retailers, who have gone through the mill of experience, have long since abandoned the "Cheap John" methods and in these days of progressive merchandising, we note that the practice is becoming less general. Like the smoldering flame, the price cutter occasionally flares up in various sections of the country, illumines the sky for a time, and then burns himself out, a moral and financial wreck.

To those dealers who would appreciate a close personal view of the question, we commend a careful reading of the price cutting article in the magazine pages of this issue.

And more——

We would be pleased to hear expressions from our readers on this question.

Make an Example of Key West Fakirs

The movement, announced exclusively in this issue of THE TOBACCO WORLD, for the formation of a new War Fund for the prosecution of Key West frauds is deserving of the unanimous support of the cigar industry, not only of that city, but of the country at large.

Readers of THE TOBACCO WORLD know how in the past we have taken up the cudgel against manufacturers who have masqueraded under the name of Key West, and endeavored to disguise brands, made elsewhere, as coming from that city.

In one instance the publicity thrown on a fraud of this kind drove the men behind the fake brand to run to cover before they got into legal difficulties. Needless to say these fakers will not attempt this again.

In the present era of prosperity which Key West manufacturers are enjoying, it would be well for them, individually and collectively, to lay aside a percentage of their earnings to protect the name of their city against impostors and help to maintain its integrity.

If the Key West manufacturers are really serious in their efforts to stamp out frauds, they can do so, not by merely threatening the fakers, but by singling out several and making examples of them. One or two prosecutions, carried out to a successful conclusions, will be worth more than a dozen threats.

Action is needed, and THE TOBACCO WORLD hereby renews its pledge to stand back of the Manufacturers in stamping out the frauds.

CONFESSIONS and SUGGESTIONS of a RETAILER

By DAN DUIT.

Article III.---EVILS OF PRICE CUTTING.

SO much damage and loss can be attributed to price cutting that I fear it is a subject beyond my ability to do justice to, and secondly, if even a brief elucidation was attempted on the causes and effects, THE TOBACCO WORLD would be compelled to double its capacity, and then fall short. But I shall endeavor to do my best to illustrate a few of the many calamities that can be charged up to price cutting, an evil that probably has more illusioned followers in the tobacco business than in all others combined.

I do not know of a more pronounced class of rainbow chasers than these dyed-in-the-wool price cutters. Their hallucination generally extends to a period of sudden awakening, as from a nightmare, which either spells irreparable damage or a complete rout from the commercial field. The reason of this is that the bulk of the business done by these misguided merchants are on widely advertised brands of cigars, cigarettes and tobaccos on which the margin of profit is not any more than what the investment and distribution of the goods would warrant; in fact, on some of these goods, if sold at their regular prices, the profit is not commensurate with the money invested, the cost of maintenance and the time and labor involved.

Then why does any merchant sell his time, labor, brains and money so cheaply?

He certainly puts a very low estimate on all these when he cuts the prices on goods whose regular prices are as well known by the consumers as they are by the merchant, and the profit is not exorbitant. Does he imagine that to become known as a cheap merchant is a good advertisement? Does he believe that if he lowers his prices his competitor across the street will fold his arms and permit his customers on such goods to pass him by? Does he imagine that five to twelve and fifteen per cent. profit is sufficient to guarantee him success? Does he regard his wisdom superior to successful merchants who have achieved big things by being consistent; or, in other words, by exacting a profit commensurate with the value given and in accord with safe business principles?

The Rainbow Chasers.

There are many such senseless creatures and every one is a reminder of the fool skater, who, enshrouded by false bravado, glides back and forth over the thin ice until there is a crack and a crash, a miraculous escape or a dead skater.

Several years ago an acquaintance conducted a most prosperous tobacco shop in one of the prominent thoroughfares of Philadelphia. He was popular and so were his goods, and for years he was able to lay aside annually several thousand dollars as substantial nest eggs for the proverbial rainy days. However, he had no deep thought of rainy days, because, as he told me "I was making so much money and my investments were proving so profitable that I regarded myself as a rapidly coming rich man."

But how soon there came a change!

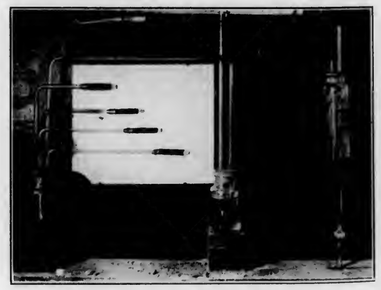
A Price-Cutting War's Disaster.

A competitor sprang up close by and with glittering signs and displays announced his wares, laying special stress upon cut prices on many widely used brands. My acquaintance regarded it as effrontery, and he immediately bowed his will to the altar of recklessness, locked arms with Miss Foolish and began to start about displaying by his personal actions the big ass that a man can make of himself. He was resolved to force this impostor from the street, and he would spend his last penny to do it. He slaughtered prices and covered his windows, shelves, doors and every available space with signs to that effect. He showed to his old reliable customers, who had favored him for years, that he held them cheaply. He made them feel like some bargain hunters who were too grasping to accord him an honest profit. Many of these began to leave. Others, the bargain fiends and cheap welchers, took their places and, although the receipts kept up to nearly former amounts, he soon found that his stock was dwindling, that he was putting more money into the business, and he personally had to put forth more time and labor, as well as employ more help. At the same time he was certain that his total earnings were not up to the standard, as his bank account was gradually diminishing.

I remember that some time after this he came to me in a state of despair. He couldn't exactly understand conditions and he wanted some one to give him an explanation. I took paper and pencil, and the result of my figuring was startling! In former days, when he conducted business along sane methods and having been able to buy goods direct from the manufacturers at the lowest cash prices, he could count on a profit of 30 per cent. on the gross sales. He did a business of over $400 a week, which gave him $120 profits, out of which he paid on an average of $65 for expenses, leaving a net profit of $55. The changed conditions—selling 15 cent cigarettes at 10 cts., 11 cts. and 12 cts., and $35 cigars at 6, 7 and 8 for a quarter—reduced his profits to an average less than 10 per cent., or about $40 on the weekly business. As his expenses had increased to over $70, he was heading for the hole at the rate of nearly $30 per week. He stood this for a year, the loss then, counting in his living expenses, reaching nearly $3000. He then came to the belief that he never could recover and in utter despair he offered his place for sale; but prospective buyers, who had sized up the situation, passed it by, and finally he got what he could for his stock and fine fixtures through an auction house and retired from the game. His total loss exceeded $5000, and that man, once a prosperous, confident merchant, ended his days as a $50 a month clerk and a discouraged and defeated man.

The Man Who Learned.

And to make his remorse more cutting, he saw his competitor succeed. Why? Because the newcomer displayed superior judgment. He noted the discomfiture of the other, recognized that slashing prices was not good competition and before many days had elapsed he changed his tactics. He pushed forward goods which gave him a fair margin of profit, catered for reliable trade that is always willing to pay a proper price for good goods, and all in all brought into play those essential things necessary for success.



AN INVETERATE SMOKER

This apparatus is used in some of the large cigar factories to test the burning qualities of tobacco. Cigars made of the sample tobaccos are placed in the machine, lighted and then watched closely, so as to observe the ash.

This illustration is only one of many trade battles for supremacy that are daily being waged, and like most battles on the field, some one generally gets hard hit. It reminds me of a game of the great American poker, in which a player raised a jackpot on a bluff, he holding five cards of different denominations and an ace high. There were several good hands out and a few raises before the draw, the bluffer in an attempt to grab the pot being the greatest booster. Finally cards were called for and the bluffer, first inclined to stand pat, noted that the opener had a pat hand, and suddenly realizing he was up against it did the only thing left for him, discard all his cards and call for five more. He picked them up and to his amazement, but not displaying a sign of surprise, saw in his hand a straight flush, ten high. All around the table dropped out except the opener and the supposed bluffer, and you can imagine the excitement which finally culminated in the retirement from the game of the pat hand opener and victory and gold for the man who first made a bluff, but who, noting his absurd and untenable position, did not linger at the post, but switched to more solid ground. He took the only wise and proper course.

And the same thing applies to the bluffer in business.

Temporary success may occasionally crown his bluff, but if continued sooner or later disaster befalls him.

Does the cut-price dealer realize that when he sells a recognized standard article below the regular price he is not only losing a profit that is his right, but to make up that loss he is obliged to discriminate against the customer who comes to his store and purchases such goods on which there is no cut? If he doesn't discriminate his ultimate ruin is sure as death and taxes. He must take advantage of his customers in other brands, and he knows and so do a great majority of men who can afford to use tobacco.

Is it right or just to sell a 10-cent pack of cigarettes for 7 or 8 cents, practically at or below cost, and then exact 10 cents for a cigar on which the profit is or near 100 per cent.? Such a thing is not much short of highway robbery. And there are many dealers guilty of just such things. I believe in extending to one's trade occasionally an exceptional value. For example: If a job lot of good cigars that were made to wholesale at $50, could be picked up at $35, it would be a good stroke of business to specialize this cigar at any price from 5 to 7 cents, and the discriminating customer would not only appreciate it, but it would be a good advertisement, all provided, of course, if the dealer sold the cigars on their merits and let the customers know that fact by both word of mouth and by otherwise advertising it.

The average customer, however, does not appreciate paying a regular price and witnessing another alongside of him getting a discount of 15 to 25 per cent. on his cigarettes or certain brand of cigars. It does not pay to keep these cut prices on certain goods displayed day in and out, and a careful, shrewd, conscientious and successful merchant will not do it.

The most successful merchants in all branches of business are those who do not discriminate, but who extend to every customer a fair and square deal. To my mind, the merchant who does not carry out this principle is a dishonest man, a fool, or both. The first, if he sells to one customer goods below a safe profit, and to another goods at a price enabling him to recover the loss on the other; and he is a fool, if his standard of prices on all goods does not permit of a safe profit. In fact, the latter kind is generally both, dishonest and foolish, because he almost invariably comes to ruin and disgrace, and thrusts the creditor who trusted him.

Late Retail Bulletins

John Beam, the pioneer cigar and tobacco dealer of Pendleton, Oregon, has filed a voluntary petition in bankruptcy.

C. P. Button has purchased "Smoke" cigar store at First and Main streets, Spokane, Wash., formerly conducted by DeWitt Riches.

A new tobacco and cigar store is being opened at Houlton, Me., by Joseph Varno.

W. E. Medley is opening a new cigar store at Chandlerville, Ill.

John Woolf has succeeded to the cigar store of Woolf & Kurtz, at Kendallville, Ind.

The cigar stand privilege at Hotel Gotham, Elmira, N. Y., was lately purchased by Harry Lagonegro.

Harry Sanneman has purchased the cigar store of James B. Orr on N. Second street, Vincennes, Ind.

Charles Kildea purchased a cigar store at Sherman avenue and Sond street, Spokane, Wash.

Harry W. Birney has purchased the cigar store of J. J. Sweeney on Edgemont avenue, Chester, Pa.

A new retail store will be opened by Egan Bros., Ninth and K streets, Sacramento.

Ralph Stanton has purchased the cigar store of Benedict Bros., at Cedar Rapids, Ia.

Ernest Kern has succeeded to the cigar business of Kern & Harris, at Brazil, Ind.

E. J. Snyder, of Plain City, O., has purchased the cigar store of Geo. Jackson, at Royersford, Pa.

The southeast corner of Sixth and Walnut Streets, St. Louis, Mo., was recently leased by the United Cigar Stores Co. for ten years.

Douglas & Moloney, of the Club Cigar Store, Sacramento, Cal., have begun manufacturing cigars on their own account. They will feature the "La Tama," a seed and Havana cigar.

The Downey Cigar & Tobacco Co., 914 Main street, Anderson, Ind., failed last week. The store is now in the hands of the sheriff.

PROBLEMS of the RETAILER

Have Regard for Your Competitor.

TODAY the world seems much larger than it once did. As men look about themselves, they find a large area of opportunity which has not been previously discovered. Introspection surely makes for narrowness, and the man who selects for himself a small horizon and excludes those objects which a man of broader vision would see, locks himself voluntarily into a narrow, dark prison.

In this way many a merchant fixes his gaze upon his competitor's customers and seeks his own business advancement in securing as many of them as possible for himself.

Such men should look beyond for broader fields, where they would find that their own gain need not by any means be a competitor's loss; that their own business can be expanded without injuring the trade of others—surely there is room enough for all.

It is a great country about us, and what we need is to be sure that every field has been properly tilled, and in looking at it from the broader sense, we must come to realize that our competitor's interests are largely our interests.

Why not let both gain by the growing prosperity of the town, by individuality in civic work that will make one's private life healthier and our business more modern and thriving?

Competition need not be destructive to be really the life of trade, but it should be constructive. Working for mere self does not always advance self-interest, but working for the general good invariably carries self-improvement with it. Let your competitor, instead of being your opponent, become a silent partner in a policy of upbuilding; good will and fraternity will supplant jealousy, and a greater business prosperity will come into your life and his.

The Ideas of a Clerk.

THE cigar store clerk is often expected to know almost everything, but yet he cannot be a Methuselah. He must at least know his stock most thoroughly. And then if he is a fair student of human nature, and has the acquaintance of a few hundred people in and around his town, he is fairly well equipped.

A salesman recently related to me that he had compiled an index record of all the customers to whom he had sold, what he sold them, and sales lost to a competitive store.

He worked along these lines for several years, when he was finally commissioned to buy a stock of goods which he believed suitable to the requirements of his particular list of customers.

He had the right idea of the thing, because he was able to grasp a customer's idea quickly and was consequently in a position to make satisfactory purchases, and ere long he had elevated himself to the position of general manager in charge of several establishments.

After taking charge of the several stores, he called together his force of clerks at frequent intervals, giving each one a heart to heart talk. Those of them who were of the right calibre profited materially and developed into most valuable assistants, with the result that his organization today is one of the best in that city, due primarily to the fact that they were all able to grasp a customer's idea at once and to retain his friendship and trade.

The cigar store of George Lennert, at 13 Main street, Evansville, Ind., was partially destroyed by fire recently.

Spring is Now Here.

THE open door season is now at hand, and before another fortnight shall have elapsed the cigar store will once again become the popular rendezvous.

There are hosts who delight in fixing a definite date for the arrival of spring, but they are divided into two good natured and opposing camps.

One side contends that March 1st is the date; others are pleased to insist that St. Patrick's Day, or March 17th, is the real *bona fide* inaugural of spring.

Whichever side you choose, it is a cinch spring has come, and she is welcome.

There is something exhilarating and fine in this spring period of housecleaning and poetic rhapsody. Winter is yielding to the benign influence of sunlight and warmth.

With the advent of spring, there also come the many other changes incidental to it, and which the progressive dealer will never overlook.

Of all seasons of the year, none is more apropos to a thorough housecleaning than is spring. This applies equally to the stock and the store, and neither interior nor the exterior should in the least degree be overlooked.

People do love to shop in a bright, cleanly, cheerful store. Why not make the best of it by having your place in the front ranks of the most cleanly?

Apropos a spring store cleaning, some one has pertinently remarked that a little of the spirit of the old Dutch housewife whose repeated scrubbing kept her floors and walls white as boards could be made, would be a profitable addition to the assets of every retailer, and the oppositeness of this remark should not be lost on the retail cigar dealer that is seeking to guard his trade against the encroachment of his competitors.

Price Tickets for Displays

WINDOW cards and window trims are a necessary combination to reap success from the store front. The show card in itself is a small matter, but as a mark of up-to-date store management its value is next to priceless.

It is quite natural for the mind to pass from the article displayed to the card attached, and if the article strikes the fancy, the price next comes into prominence.

A retailer once argued, "I would rather have the prospective buyer enter my store and ask the price; this gives me an opportunity to show him the good qualities of the article."

This argument would be sane enough, provided that every one that looked at the window did so with the intention of buying; but when, in passing, one notices an article of interest for the first time, he is often not ready to buy, but noticing the price card, he will probably be impressed with its value, and the more he thinks it over, the greater becomes his desire to possess the article, and probably the next day he may return to the store and buy.

On the other hand, had the article been placed in the window without the price card, he might have gone on his way without having the least impression of the bargain offering.

An association of retail cigar dealers at Chicago was recently organized under the name of Cigar Merchants Association, which claims to have a membership of more than 500 The following are the officers: President, Edward Klein; Vice-President, Julius Fernbach; Secretary, H. L. Harris; Treasurer, George C. Knight.

all that's new with JOBBERS and DISTRIBUTORS

Success of "Permit" Cigars in Chicago.

TAKING advantage of the free-election opportunity in Chicago, the J. & B. Moss Co. pulled off one of the most unique advertising campaigns that the windy city has witnessed in a long time, and much credit is given to General Sales Manager Frank E. Johnson for success of the campaign. The newspapers were made to play an important part in the campaign, and the copy writer seemed to also thoroughly understand his business. But back of it was the personnel of Mr. Johnson, who caused a canvass of the entire city to be made, and the taking of orders and the putting out of window posters will be continued until April 17th. On that date all the orders received will be filled and the goods placed on sale, all over the town simultaneously. In fact, the day is to be devoted to the delivery of "Permit" cigars only. The success of the cigar is already assured.

Visiting Birmingham, Ala., Jobbers.

JOSE DIAZ, of Bustillo Bros. & Diaz, New York and Tampa, who is now on a trip to factory headquarters in the South, visited the Seals-Carlisle Co., at Birmingham, Ala., en route to Tampa. This firm is handling the "Henry the Fourth" clear Havana product. J. D. Carlisle, of the above jobbing firm, who had for several years been the head of the cigar department of the Alabama Grocery Co., has resigned his position and will now devote his entire energies to the promotion of the business of his new company.

"Girard" Cigars in St. Paul and Minneapolis.

THE W. S. Conrad Co., of St. Paul, have just concluded arrangements with Antonio Roig & Langsdorf, Philadelphia, to distribute the "Roig" lines in St. Paul and Minneapolis. The house of Conrad is one of the oldest and best known in the Northwest, and their acquisition of the "Roig" line means that they will make a success of it.

D. K. Murphy, one of the largest retail merchants in the St. Paul market, has put in a full line of the "Flor de Girard" cigars, manufactured by Roig & Langsdorf.

Johnstown, Pa., Tobacconist Secures New Store.

LOUIS H. OPPERMAN, well-known cigar dealer at Johnstown, Pa., has secured the George Will property on Main street, and will erect an addition to the premises. It will measure when completed 24 by 115 feet. A new front will be put into the store, and the first floor will be used as a tobacco establishment, making it the third one to be operated by Mr. Opperman. It will be some time yet, however, before the building will be ready for occupancy.

Herman Moss, of the S. R. Moss Cigar Co., recently visited the jobbing trade at Portland, and created quite a stir on his firm's "El Mosico" cigars. In fact he is credited with having captured one order for 200,000, and a standing order for four cases a week.

Fine Wholesale Business at Nashville, Tenn.

AN exceptionally fine business is being reported by Moore & Jones, one of the oldest cigar firms of Nashville, Tenn., who are featuring the "Cortez" clear Havana cigars of the Cortez Cigar Co., Key West; "Webster" clear Havana leader of Y. Pendas & Alvarez, New York and Tampa, and the "Mi Rey" brand of Rey Straus & Co. In nickel goods, the "Cinco" of Otto Eisenlohr & Bros. of Philadelphia. "Plentious", a Porto Rican cigar, made by the American West Indies Trading Co., are among the firm's leaders. The house covers a large territory and business during the present year has shown a healthful increase. Just recently, the firm entertained Mr. Charles, of the Theobald Oppenheimer Co., of Philadelphia, who was developing considerable business upon the latter firm's "William Penn" and "Little William Penn".

"Smokecraft" Cigars in Portland.

AVERY helpful boost has been given the "Smokecraft" cigars, of A. L. & M. L. Kaufman, of New York, at Portland, Ore., during a recent visit to that city by Eugene Stoltz, representing the factory, and who visited the Rosenfeld-Smith Co., the factory distributors. A window display campaign has been authorized, and some new and novel features are to be introduced.

Mr. Sol. Rosenfeld, president of the Rosenfeld-Smith Co., has left for a visit to the East, and before returning will go to Europe. He is being accompanied by his wife and daughter.

'Frisco Jobbers' Success with Philadelphia Goods.

THERE is every evidence of a successful business being done on Philadelphia cigars in San Francisco by jobbers of that city. Ehrman Bros. are employing a large number of windows in that city in displays of "Havana Ribbon" cigars, made by Bayuk Bros. While Charles Matheas is also making general preparations for a window campaign on the "El Wadora" brand of Sig C. Mayer & Co., of Phila. Boltz, Clymer & Co. are also having a very extensive business on their Philadelphia made cigars.

"Pastora" Cigars at Indianapolis.

THE Daniel Stewart Drug Co., of Indianapolis, have taken the distributing agency for the "Pastora" brand of the San Telmo Cigar Mfg. Co. of Detroit. While the brand is not new in that market, the present selling arrangement is being greeted with delight, with whom the Stewart Drug Co. stands high. J. P. Brill, representing the factory, has been a visitor in Indianapolis and has rendered some very valuable assistance to the new distributors.

The Ricksecker Cigar Co., of Kansas City, Mo., have been very successful in the distribution of the "Vicar" cigar made by Justin Seubert Co., Inc., Syracuse, N. Y. Recently they have added to their stock the "Red Scar" cigar, from the factory of John G. Spatz & Co., of Reading Pa.



Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Tax on New York Tobacco Stores Proposed.

A BILL was introduced at Albany, N. Y., on March 30th, by Assemblyman Walker, which, if enacted into a law, will give the State Commissioner of Excise jurisdiction over the sale of tobacco.

The bill provides for a tax on persons engaged in the tobacco trade, the amount varying according to the population of the municipality in which the business is conducted. This would mean a tax of $50 per year in New York City, and in other first class cities of the State of a tax of $40, in cities of the second class $20, and in smaller cities $10.

Furthermore the bill provides for and requires the filing of a bond by tobacco dealers, and covers a general regulation of the traffic.

A similar effort was made once before but failed of promulgation.

United Cigar Manufacturers Company Divided.

A REGULAR quarterly dividend on the common stock of the United Cigar Manufacturers Co. was declared several days ago. The dividend for the past quarter is one per cent., a reduction of one-quarter of one per cent. from the last preceding payment.

In discussing the reduction of the dividend for this quarter, President Wertheim, of the company, declared that they were transacting an increasing volume of business as compared with the year 1910, but at a smaller net profit. The decrease has been caused entirely by an increase in the cost of raw materials, and the management decided to operate on a smaller net profit and maintain the high standard of its products, rather than reducing the quality of the company's output in order to increase the net earnings.

New Customs Appraiser Appointed.

FRANCIS BIRD, formerly Assistant United States District Attorney under Henry L. Stimson, a member of the law firm of Root, Clark & Bird, was recently appointed Appraiser of Merchandise at the port of New York, succeeding Geo. W. Wanamaker, resigned. Mr. Bird is a young man, graduate of Harvard in 1904, and of the Harvard Law School in 1906. He has been a practitioner at the Bar of New York since 1908. His appointment by President Taft came as the result of an indorsement by Senator Root, Collector Loeb and Lloyd C. Griscom, of New York.

Cigar Importers in New Quarters.

LOUIS G. SMITH & CO., Havana cigar importers, are this week moving into larger quarters on Beaver street. This house is specializing strongly on the "Hoyo de Monterrey," "La Flor de A. Fernandez Garcia," "H. Upmann," "Romeo y Julieta," "El Rey del Mundo," "Partagas," "Belinda" and "La Barcelonesa."

New Clear Havana for Waldorf-Astoria.

A NEW line of Tampa-made clear Havana cigars under the brand of "Adonis," was recently taken on by the Waldorf-Astoria Segar Co., which together with their "Waldorf" Key West clear Havana brand, "La Magnita" New York-made clear Havana, and "Boldt's Special," a Sumatra wrapped cigar, gives them an exceptionally nice line to offer. Of course, cognizance must be taken of their very extensive line of imported cigars.

They have just received the first shipment of the "Adonis" line, which is made up in fourteen distinct shapes and sizes, including Astorias, Perfectos Finas, Conchas Especial, Eminentas, Londres Excellentes, Long Fellows, Panetelas Finos, Perfectos, Puritanos, Puritanos Finas, Specials, Stubs and Triangulares. Most of the sizes are packed in twentieths, the exceptions being Perfecto Finos, Triangulares, and Long Fellows, which are packed in fortieths, while Specials are packed both in fortieths and twentieths.

Fourth Inscription of Sumatra Tobacco.

AT the fourth inscription of Sumatra tobacco held at Amsterdam on April 17th, American buyers bought more largely and paid higher prices than at any of the previous inscriptions of this year. Consoling themselves apparently with the fact that the tobacco possessed the same attractive qualities as earlier offerings. It is universally claimed that this year's Sumatra is among the finest that has ever been raised on the islands. Among the heaviest buyers were A. Cohn & Co., of New York, who secured a total of more than 900 bales; Otto Eisenlohr & Bros., of Philadelphia, who bought nearly 800 bales; H. Duys & Co., of New York, with over 500 bales; E. Rosenwald & Bro., nearly 600 bales; G. Falk & Bro., 350 bales; S. Rossin & Sons, 277 bales; United Cigar Manufacturers' Company, taking part of the purchases of A. Cohn & Co., 500 bales; American Cigar Co., 230 bales; W. K. Gresh & Sons, Norristown, Pa., 150 bales; Louis P. Sutter & Bros., New York, 100 bales; Theobald & Oppenheimer Co., Philadelphia, 220 bales, and M. F. Schneider, of New York, 100 bales.

Knights Templar Honor Mr. Condit.

STEPHEN G. CONDIT, well-known clear Havana cigar manufacturer, on East Tenth street, has been signally honored by Damascus Commandery, Knights Templar, of Brooklyn, with which body he has been affiliated for more than thirty-five years. The Commandery showed its high appreciation of his connection with them during a reception of visiting officials of the order in the State, which was given some days ago, when he was presented with a very handsome silver dinner set. He had been kept in perfect ignorance of their real intentions and his surprise was therefore truly genuine.

New York's March Output.

THE production of tobacco products during March in the First, Second and Third Districts, comprising practically all of greater New York, showed encouraging results, as indicated by the following figures:

	First District.	Second District.	Third District.	Total.
Cigars	1,867,070	15,246,660	45,178,620	62,293,350
Little Cigars	8,005,000	1,564,000	1,463,000	11,032,000
Cigarettes	183,460,480	156,778,920	176,946,200	517,185,600
Snuff	400	3,139	6,073	9,612
Tobacco	41,848	646,951	20,386	709,185

Robert E. Lane's Success.

ROBERT E. LANE, the general representative in the United States and Canada for the famous "Partagas" brand of Havana cigars, recently returned from Canada with orders aggregating more than one million "Partagas" cigars. Mr. Lane has been making steady progress in placing the "Partagas" line, but his last trip was the most successful of any he has yet made. He has a force of several very able assistants, one of whom remained in Canada some time after Mr. Lane left, to continue a further exploitation of the "Partagas" at Montreal, etc.

George Prentiss Butler Dies in London.

GEORGE PRENTISS BUTLER, a New York millionaire tobacco man and banker, who resided at 9 West Twenty-ninth street, died suddenly in the Grosvenor Hotel, London, of heart failure on the 8th inst.

In 1902, Mr. Butler purchased in England for an American syndicate control of the Henry Clay and Bock & Co., Ltd., which controls cigar and cigarette factories throughout Europe. The amount involved was placed at approximately $2,000,000.

Park & Tilford's Display of "Romeo y Julieta" Cigars.

ONE of the finest displays of "Romeo y Julieta" cigars ever shown in New York was recently on exhibit at Park & Tilford's Fifth avenue store, where the Boite Nature packings were shown to great advantage. Specially constructed glass cases had been installed and added very greatly to the effectiveness of the exhibit.

Duys & Co.'s Latest Sumatra Purchases.

JOHN H. DUYS, of H. Duys & Co., returned this week from his visit to Amsterdam, where he attended the first four inscriptions of Sumatra tobacco. Harry M. Duys, of the firm, is expecting to sail next week and will attend the remainder of the inscription.

At the third inscription, held on March 31st, this house secured two running lots amounting to 1000 bales, consisting of Amsterdam Deli/co/A., and Amsterdam Deli/co/J H, of which amount 600 bales were exported to America. In addition to the above, they also secured 150 bales of Bindjey Tabak My/G E/Langkat.

These purchases give them a goodly supply of the light greenish color so much in demand, and as a result the house has been quite busy with correspondence from their numerous out-of-town customers.

Max Schatz Locates in Wall Street.

The contemplated change of address by Max Schatz, sole representative in the United States and Canada for the "Sol" and "Elite" factories in Havana, operated by Behrens & Co. and F. Rogriguez y Ca. respectively, has been consummated. Mr. Schatz has found very desirable quarters at Numbers 82-88 Wall street, and announces that the latch string is now on the outside to all his friends.

New York Notes

José Diaz, of Bustillo Bros & Diaz, is visiting the firm's factory headquarters at Tampa.

Morris Rosenberg, of M. Rosenberg & Co., returned recently from a short visit to Havana.

S. M. Frechie, of the Barnes-Smith Co., Binghamton, N. Y., was a recent visitor in the leaf market of this city.

A. Goldberg, of the San Francisco house of Conrady & Goldberg, arrived in New York last week en route to his home in San Francisco, after a sojourn through Europe.

Theodore Bixbe, formerly with the Florida Tobacco Co., and later with the American Sumatra Tobacco Co. for a short time, is now engaged as general representative for the Friedman Tobacco Co., of Bainbridge, Ga.

Benno Neuberger, of E. Rosenwald & Bro., will return from Amsterdam this week. A. Bijur, of the same firm, is prepared to leave for Amsterdam upon Mr. Neuberger's return, and he will attend the inscriptions during May.

T. J. Dunn & Co. have consummated arrangements with the "House of Crane," of Indianapolis, to distribute their "New Batchelor" cigar in the Hoosier State, the account having been relinquished by Hamilton, Harris & Co., of Indianapolis.

J. Abram Voice, office manager of Wm. Steiner Sons & Co., lithographers, has returned to New York after a successful two weeks' business trip through Canada and New England.

Walter J. Ruthenberg, lately engaged as a cigar salesman in this city, has been discharged from bankruptcy, having embarked in the retail trade some months ago and failed owing $5740.

Recent official statistics show that the per capita consumption of tobacco in Canada amounts to $1.12, as compared with 64 cents in 1896. The excise duties and fees in 1909 were over $6,000,000, paid on 36,000,000 pounds of tobacco taken for consumption. There were also taken for consumption 220,000,000 cigars and about 400,000,000 cigarettes.

Cigar Store Change at Springfield, O.

F. O. FUNDERBERG, cigar dealer, at 25 Main street, Springfield, O., is removing to a new store at 75 West Main street. He has been in the retail trade at Columbus during the past twelve years, and has many friends whose patronage he fully expects to retain, and feels sure he can make the new location one of the best stores in that city.

Change of Rock Island, Ill., Store.

THE retail cigar business of E. T. Dolly, at Second avenue and Nineteenth street, Rock Island, Ill., was sold last week to Clarence C. Wilmerton. The cigar factory conducted in conjunction with the retail store will be continued by Mr. Dolly, who retires from the retail trade in order to devote more time to a theatrical enterprise, in which he is interested at Rock Island.

PHILADELPHIA.



Philadelphia Delegates to National Covention.

PRESIDENT Julius Vetterlein, of the Philadelphia Leaf Tobacco Board of Trade, last week announced his appointment of delegates to the convention of the National Cigar Leaf Tobacco Association to be held at Lancaster, Pa., May 8th and 9th next.

They are as follows:

Delegates: E. A. Calves, Geo. Burghard, Adolf Loeb, Leopold Loeb.

Alternates: Warren P. Gotwals, Saml. Grabosy, Louis Bythiner, Theo. H. Vetterlein.

It will be remembered that at a meeting of the local association held early in March, resolutions were adopted instructing this year's delegates to advocate the lowest uniform rate of duty on Havana tobacco, and also to advocate a uniform and lower rate of duty on Sumatra tobacco. The above named delegates are fully prepared to carry out the request of the local board.

Overtime Work at "Luxello" Factories.

THE third factory of Luckett, Luchs & Lipscomb, is being put into operation at Gilbertville, on May first, when the firm hopes to find some relief from the urgent demands made upon them for their product. The tremendous demand in this city for their "Luxello" cigar and an extraordinary demand from other points for the "Vandalia," another leader in nickel goods, has been largely responsible for the long period of overtime which the firm was compelled to resort to. In fact, we learn that since last May they have not been able to cease night work at their suburban factories. Their "Reynaldo" Havana cigar, which is being put out in several very fine shapes, is also receiving the admiration of the connoiseur.

Death of R. W. Kennedy.

R. W. KENNEDY, whose home is at Grafton, W. Va., and who has for many years been identified with the cigar box lumber industry, died some days ago at his home in Grafton. He had latterly been identified as manager of the Mobile, Ala., plant of Jerome H. Sheip, of this city. He had also formerly been connected with the Millender Lumber Co., at Ceredo, W. Va., which plant was destroyed by fire. Mr. Kennedy was taken sick during the holidays, and his loss is very keenly felt by all his former associates.

M. J. Dalton returned several days ago to this city after completing a visit to Havana.

G. J. P. Cigar Co. Incorporated.

A CHARTER was granted on the 4th instant to the G. H. P. Cigar Co., of this city, of which B. L. Grabosky, Louis Halpern and Chas. O. Pollock were the incorporators. The company is already in possession of a building at 119 North Third street, and they expect to begin operations within a fortnight. As soon as the necessary package equipment can be obtained from lithographers and boxmakers, they will be prepared to market their product and will immediately place several brands with the trade.

The Bingham Cigar Importing Co.

UNDER the direction of Nick Griffin, the Bingham Cigar Importing Co., whose headquarters are at the New Bingham House, have undergone a number of changes, and a largely augmented line of goods is now being offered by them. The "Hernan Cortes" cigar of the Cortes Cigar Co., of Savannah, Ga., and Key West, Fla., was recently taken on as a leader in Havana goods, and the "La Tonia," of John Steigerwald & Co., also occupies a very prominent place.

Business with Local Retailers.

RETAIL trade, generally speaking, is hardly up to the standard in volume of trade. Of course, the season has not been very favorable, but we may now be on the dawn of better times. The open door season is bound to be helpful and retailers may with reasonable certainty expect an improvement from now on, at least until the real hot weather of the summer.

The Philosopher is a new size of the "Flor de Girard" cigar made by Antonio Roig & Langsdorf, which recently made its appearance in this market and simultaneously made a hit. The Banker and Student sizes have heretofore been the popular sizes of this brand, but the Philosopher promises to easily become a strong rival.

Some remarkably active work has been done on the "Stratford" and "Rutherford" cigar of the El Draco Cigar Mfg. Co., by C. J. Lynch, factory representative, who has been particularly successful among clubs and fine stores in the central section of the city.

Julius Marqusee, of New York; M. R. Hoffman, of Marietta, and Carl Wobbe, of Rose & Wobbe, New York, were recent visitors in the leaf trade here.

G. H. P. Cigar Factory Opens.

THE factory of the G. H. P. Cigar Company has already reached its completion, and a most ideal plant for the manufacture of cigars by an up-to-date and sanitary method is now open for public inspection at 119 North Third street, Philadelphia, Pa. Under the masterful guidance of President Louis Halpern, who will be superintendent, perfection itself has been attained, and the trade in general will easily recognize his superior efforts when the goods are placed on the market.

After a good deal of discriminate picking, the following brands have been decided upon. The leading five cent cigar, which will be a Havana mixed cigar will be called "Goodina", while the leading ten cent cigar of clear Havana filler and Sumatra wrapper will be the "Gladista", and the leading Broadleaf cigar of ten cents and upwards, will be the "Dakem". The make up of the packages are idealistic. Never was a more appropriate package put upon the market. All the creations of the labels are unique and novel, and the instant one views them, it becomes indelibly impressed upon their mind. Other brands will be the "Sweetora" and "Vincello", five-cent propositions. The latter brand will be a five-cent product and will be the original "After-Dinner", of which Mr. Louis Halpern was the creator.

Numerous jobbers have already applied for exclusive territories, knowing the ability of the men behind this enterprise, and alread a comfortable quantity of orders have been received, showing the faith the wide and up-to-date dealers have in the trio of men comprising the company.

Benjamin L. Grabosky, treasurer, is determined to leave no stone unturned to make the G. H. P. factory a credit to Philadelphia, and as general manager insures the proper attention necessary to the attainment of first-class service.

Charles O. Pollock will be Mr. Grabosky's assistant, and have charge of the advertising and office force, and from his past experience in the introduction of novel ideas, bids fair to keep the products of the G. H. P. constantly before the eyes of the public and the trade.

Business with the "44" Company.

THE "44" Cigar Company reports business above normal, and new sections opened with fine trade.

Mr. I. Schwartz, has recently returned from the New England States, and reports jobbers as taking a very live interest in the "44" and "Adlon" cigars. His orders were exceptionally large in quantity for a new section. He will shortly return to the New England States.

Our Mr. O. L. Myers makes exceptional reports from the Middle West for this season of the year, and shows that the "44" and "Adlon" cigars are very active among the jobbers in that territory.

Our new representative, Mr. W. S. Teague, now in the Southwest, has received some large quantity orders, with leading jobbers in that section, and reports a growing popularity on the "44" and "Adlon" cigars.

Malon A. Funk, general sales manager, has returned from a trip through Northern Pennsylvania, which was very satisfactory in its results.

Max Lipschutz, manager of advertising, accompanied by his father, B. Lipschutz, president of the company, contemplate an early trip to the several leading seashore resorts to look over conditions generally, as they are in the custom of doing each year.

We learn that the "44" Company will soon undertake to pull off a new stunt in cigar merchandising, but they refuse to divulge any of the details yet. Their factory is in operation until 7 and 8 o'clock in the evening.

Factory Notes

New Packing of "Opia" Cigars

THE Barnes-Smith Co., Binghamton, N. Y., are now exploiting a new package of "Opia" cigars. This new "Opia" is being packed in individual pouches, which has been found a great protection against damage by the rough handling of customers who have the bad habit of breaking two or three wrappers of cigars while in the act of removing one from a box, and it is also a protection while being carried in a pocket. The individual pouches containing the cigars are handsome in design and have the brand name printed in red, upon a blue background. The firm will continue to sell the goods at the old price, notwithstanding the added expense of the new packing.

The Holmes-Dakin Cigar Co., at Main and Church streets, Hannibal, Mo., is credited with being the second largest cigar factory in Missouri. It was organized in 1867 and incorporated in 1883. Their product is sold throughout the States of Missouri, Kansas, Iowa, Nebraska and Illinois. They recently placed on the market a new ten-cent cigar under the name of "Don Bernardo" and also a new five-cent cigar under the name of "Aroma."

Vetterlein Bros., of Philadelphia, have secured the services of Oscar Thompson, who will represent them in the Middle West with headquarters at Indianapolis. Mr. Thompson will endeavor to extend the sales of "Saboroso," the firm's nickel leader, and the "Prince Herald," a fine ten-cent cigar, into new territory. He is a brother of A. W. Thompson, a popular representative of Bayuk Bros., of Philadelphia.

John Dreyer, a cigar manufacturer at Hannibal, Mo., has shown considerable versatility in the names of his brands of cigars among which we find the following: "Havalaf," "Fac Totum" and others. Mr. Dreyer is one of the most public spirited men in Hannibal and has been very successful.

Some good orders are reported for the clear Havana line of Manrara Bros. & Co., New York, particularly from the Middle West, which was recently visited by A. W. Lennox, and the Pacific Coast, which is being covered by Mr. Siebenhauer.

Charles G. Towner is engaging in the cigar manufacturing business, at Peoria, Ill. Mr. Towner is president of the Peoria Trades and Labor Assembly, and well known. He will market the "Towner" cigar as soon as they can be manufactured.

The Metropolitan Cigar Manufacturing Co., has commenced operations at 606 West Grand avenue, Oklahoma City, Okla., under the management of A. Lewis, who was formerly in the business at Norman. They have an output of 125,000 per month.

The Winfield Cigar Co., recently launched in business at Winfield, Kan., for the manufacture of cigars. The firm is incorporated and includes among its stockholders a large number of its customers, making it practically a co-operative affair.

At Winston-Salem, N. C., the J. G. Flint Tobacco Co., has been incorporated with a capital of $100,000 to transact a general tobacco business. The incorporators were J. G. Flint, T. P. Fulton, R. W. Correll and others.

Jacob Simon and W. H. Varner have opened a cigar factory at Jordan, Minn., under the firm name of Simon & Varner. They expect to manufacture a line of clear Havana cigars. The former firm of C. Simon & Son has been dissolved.

Howard W. Reidner, formerly at Media, Pa., and who later removed to West Philadelphia, has again made a change and is now located at Chester, Pa., where he will continue in the cigar manufacturing business.

C. B. Rowley, of the Havencia Cigar Co., of New York, was among the interested visitors at the opening of Joe Snyder's new store at Pittsburgh, last week. Mr. Rowley had just returned from a visit to Buffalo, where the Havencia line of goods is meeting with fine success.

Leavitt & Pierce, Inc., of Cambridge, Mass., are remarkably successful on their "Cake Box" smoking mixture, and an increasing demand is reaching the factory from all parts of the country. The firm recently booked an order for their goods received from Liverpool.

The Portland Co-operative Cigar Co., was recently organized, in Chicago, with a capital of $2,500, to manufacture and deal in cigars and tobacco, by John Neiman, Bertis F. Sherman and J. Stensland.

Cincinnati Stores Note Improvement

Jobbers Report Big Increase in Volume of Business—New Lines Introduced

CINCINNATI, OHIO, April 11.

THE first real spring weather made its initial appearance here today, and it marked the first real business the retailers have done for many months. Business among the jobbers is now at its best. In looking over the records for March, they show a big increase over the corresponding period a year ago. The majority of the jobbers say that the business during March was larger than either January or February. The manufacturing trade reports that the general outlook for this spring is very promising. Many of the large houses report that they are now filled with orders which will keep them busy for several months.

Henry Strauss, jobbers, said: "Our March business showed an increase of 20 per cent. over the corresponding period last year. We are now jobbing to the trade the new special size of the 'General Arthur' cigar for five cents. So far it has met with a very good demand."

George A. Voige, jobber, has added another new brand to his list. It is a ten-cent clear Havana cigar, called the "Flor de Addison." Its manufacturer is I. Teitelbaum, of Cleveland. Mr. Voige is sending out to the Queen City trade a large size of the "Plantista" cigar, which the retailers sell to the trade for ten cents. Mr. Voige has also taken the agency here for Zeugschmidt Cigar Company's "Big X" two for five cents, and three for five cents stogie. These stogies are made in Pittsburgh.

The Gaffney Match Vending Machine is being widely distributed in retail cigar stores around town. George A. Voige has the exclusive agency for the selling of this machine in Cincinnati.

"Our business during March was 15 per cent. larger than that of the same month last year," said Mr. Hirshberg, manager of the Newberger cigar factory. "The outlook for our April business is very good, as our two road men, who are covering the Middle West and Eastern States have been sending in many orders on our new brands, the 'Picadura Import' and the 'Sylvania Import' cigars."

Benjamin Rothert, president of the Lambert Rithert Sons, tobacco manufacturers, said: "Our business has increased fully 30 per cent. since the first of the year. Our new brand, the 'Star Union,' a fine-cut smoking tobacco, is becoming quite a favorite. We are now working at our fullest capacity to fill orders for our leading brand, the 'A B C.' We have just equipped our factory with a large electric motor to run the cutters and other machinery, which were formerly run by gas engine."

R. E. Harrison, of the American Tobacco Company, was here this week. W. P. Lynn, of the American Cigar Company, is in town fixing up windows for the retailers, with the "Permit to Smoke" cigar.

W. B. Fischer, vice-president of the Union American Cigar Company, of New York City, called on many of the Cincinnati jobbers this week. He has just finished a trip through the Southern States, and is now on his way to the Northern section.

A. J. Fitzsimmons, who has charge of the "Honest Scrap" tobacco in Ohio for the American Tobacco Company, called on several of the local jobbers this week.

H. M. Ricketts, for a number of years representative of the J. B. Moos Company in Kentucky, who joined the forces of the Huntington Cigar Company about a year ago, is back with the J. B. Moos Company again. He will have charge of their advertising and will locate in Cincinnati.

F. H. Church, representative of the J. B. Moos Company at Toledo, has taken a much needed rest at French Lick Springs.

W. H. Fry, formerly with the J. B. Moos Company, joined the Patterson Tobacco Company, of Richmond.

RICHARD SEVING.

Cigar Manufacturer Found Drowned.

BOYS several days ago found a badly decomposed body of a man in the Conestoga Creek at Engleside, near Lancaster, Pa., which is supposed to be that of John Ruth, a well-known cigar manufacturer, who disappeared from his home several months ago.

His disappearance caused quite a sensation. He was apparently in good health and enjoying happy home surroundings. No reason can be assigned for his mysterious disappearance and tragic death.

Walter A. Clark, formerly of Baltimore, Md., but who has lately been conducting a cigar store at Phelps, N. Y., has filed a petition in bankruptcy with liabilities of $2500 and assets of about $1100.

Louis Weil, cigar dealer, at 310 Montgomery street, San Francisco, Cal., was declared bankrupt recently, owing more than $2000. His assets were placed at $800.

Cleveland Factories Reported Busy

Retail Trade, Too, Shows Renewed Activity—Prominent Trade Visitors

CLEVELAND, April 12.

FRED GOLLMAN, popular manager of the Arcade cigar stores, says the business is coming along nicely with the first signs of spring. The beautiful window display in one of their stores, of "Little Saras" and "La Samaritas," made by the Shields-Wertheim Company, was one of the chief attractions of the week.

E. A. Kline, of E. A. Kline & Co., has been away for the past two weeks, and reports very good business on "Rigolettas" and "El Symphonies." Mr. M. Kline, the factory man, is wearing a smile these days, as he is hard pressed to keep up with orders.

J. C. Newman, of J. C. Newman Cigar Co., reports very good business on his "Judge Wright" and "El Baton" cigars. He has been away for the past two weeks making a trip through the West.

Business has opened with a rush for the Shields-Wertheim Company. The signs of spring are bringing worlds of orders and renewed activity. All the men are out, and the only thing they can complain about is that they cannot get enough help. The 3½-inch "Buds," packed under "La Samarita" labels, have taken good hold with the consuming public. J. B. Shields is preparing for another trip, and is exceptionally pleased with the results shown on his first swing around the territory this year.

L. G. Kraus, the East Ninth street broker, who failed recently, is offering his creditors 15 per cent. The schedules have not yet been filed by the bankrupt, but the receivers report that stock and fixtures have appraised at $5800; the face value of accounts is $4000, and the liabilities are $34,000. There is to be a creditors' meeting held on April 15th.

Harry Boston, representing Wm. Demuth & Co., of New York, pipe manufacturers, was here this week.

M. Boyatt, of Compeer Cigar Co., of Indiana, is expected this week with the "Plantista" cigar.

Samuel Gottlob, representing Antonio Roig & Langsdorf, has left for a trip through the States.

L. B. McKitterick, representing M. Melachrino & Co., manufacturers of Egyptian cigarettes, was here this week.

Casper Rosenberg, manufacturer of the "Ology" cigar, is busy and reports that the city men are doing big work. E. M. Altman has just returned from a very successful trip, and Mr. Herbesan is doing some very good city work for the "Ology" factory.

WEIL.

Anderson, Ind., Dealer Bankrupt.

THE Federal Court at Indianapolis, Ind., has declared Harry E. Downey, of Anderson, Ind., a bankrupt. The petitioners alleged that on March 8th Downey had mortgaged his stock of goods to Robt. E. McCallister, and Walter Smelser was appointed receiver of the business. Among the petitioners were the American Tobacco Co., M. Melachrino & Co., and the Khedival Co., all of New York.

NO CONGRATULATIONS



The Actor—"I say, you know, I'm getting awfully popular. I see some tobacco people have named a new cigar after me."

The Manager—"Really? Well I hope it'll draw better than you do."



Key West Production Largest in Ten Years.

Manufacturing Industry Enjoying an Era of Prosperity.

KEY WEST, FLA., April 10, 1911.

THAT Key West is enjoying an era of exceptional prosperity in the manufacture of clear Havana cigars, is amply borne out by the figures from the Custom House for the month of March and for the first three months of the year 1911. The revenue receipts for January, February and March were $223,161.52, as against $130,964.99 for a corresponding period of last year. This is a gain of $82,196.53. The receipts for the month of March were $81,583.30, or a gain of nearly 100 per cent. over March, 1910, at which time the receipts were $44,451.28. Of the amount collected during March, 1911, the sum of $69,236.94 was for tobacco alone.

The receipts during the above periods were better than they had been for over ten years, the former high amount being on account of unusual conditions, while the present receipts were occasioned by the heavy business which has been growing gradually for some time, but within the last year has increased in a measure far in excess of former years. The gain has been steady and not spasmodic.

A new firm which is rapidly forging to the front and making itself known in the cigar field, is The Havana Cigar Co. The company is composed of young business men of Key West, all of whom are familiar with the manufacture of high-grade cigars. The leading brands are "Marta de Victoria" and "Mi Querer." They have found an exceptionally fine blend which is decidedly pleasing to the smoker. The officers are Thos. E. Reedy, president; E. Monroe Roberts, vice-president; Virgil S. Lowe, secretary, and Louis E. Sawyer, treasurer.

LeRoy Myers, president of the Cortez Cigar Co., accompanied by his son Percy, has been spending several days in Key West in the interest of the company. On next Saturday the charter of the Cortez Cigar Co. will expire and the company will have been in existence for twenty years. Application for a renewal of the charter has already been published. The new charter is for the same period and the affairs of the company will not be changed, all parties retaining their same interests. During the twenty years of its history, the Cortez brands have become known throughout the country. From a small beginning, is has expanded until it is one of the foremost firms in the business today. The present quarters have been found to be entirely inadequate for further expansion and it is expected that in the course of a few months a handsome and modern factory building will be constructed.

Mrs. R. Fernandez will leave on Friday for New York, where she will join R. Fernandez, of the R. Fernandez Havana Cigar Co. They will then go to Chicago, where they will remain for some time.

President Percival S. Hill, of the Havana American Co., and the American Cigar Co., was a business visitor in Key West last week. He spent a day here in the interests of the local factory.

Workmen started today to tear down the old factory of the company which was destroyed in the hurricane. It is expected that work on a new and handsome building will be commenced in the near future.

Business continues good at the Fernandez, Lopez y Ca., plenty of orders are on file and more arriving by every mail.

President Wardlow, of the Ruy Lopez Ca., reports a continuance of the excellent business which that company has been enjoying for the past several months. The force has been materially increased and large shipments are being made by every steamer.

After spending several days in Key West, President J. M. Batterton, of the Ferdinand Hirsch Co., left for New York last week.

At the Gato factory business is at its usual rush. Every afternoon large dray loads of cigars are sent out, destined to all parts of the United States.

The force of the Martinez-Havana Company has been materially increased during the last week and more men are being seated every day.

N. B. RHOADS.

United Cigar Stores Company Wins Manila Case.

Decision by the Customs Court April 12th Permits Free Entry of Cigars Despite Transhipment at Hongkong or Shanghai.

NOT a few tobacco men, as well as other American houses engaged in Philippine exports and imports, heard with interest of a decision rendered by the Customs Court, at Washington, on the 12th instant, which interprets the intent of that part of the present tariff act which affects shipments between this country and our Philippine possessions.

Under the decision of the Customs Court, exporters, as well as importers, enjoy the right to tranship goods at Hongkong or Shanghai, instead of compelling them to be carried over the entire distance in the same vessels.

The Government at Washington contended that transhipment obligated payment of duty instead of free entry into our ports or Philippine ports. This the Customs Court denies.

The case was brought up by the United Cigar Stores Company under the act which permitted the privilege of marketing 150,000,000 cigars annually, free of duty, from the Philippine Islands. Similar provisions applied to sugar and other merchandise of Philippine origin.

S. M. Stroock, counsel for the United company, explained that in the case in question the Collector at San Francisco attempted to exact duties on a large importation of Manila cigars made at the time the act was passed and signed. The cigars were brought over in bond and released by the Treasury Department's order as having been imported in accordance with law. This order the Treasury Department afterward revoked, and, pending a decision, required payment of duties on subsequent importations received from Manila via Hongkong.

The case first went to the Board of General Appraisers, by whom the protest of the importers was approved. The Government appealed to the Customs Court, which has held that shipments made via Hongkong or Shanghai, even if cargoes are transferred, are still privileged to enjoy the right of entry free of duty.

Joseph Simon, representing the clear Havana manufacturing firm of S. & F. Fleitas, of Key West, Fla., has opened very luxurious quarters in the Marbridge Building, Thirty-fourth street and Broadway, New York. During the short time since which he took the Fleitas accounts, he is said to have created a number of desirable new distributors, and the prospects are exceptionally fine for a very extensive business on the "Homerica" brand.

A new cigar store has been opened by John Humphreys, at 10 E. Lawrence street, Pontiac, Mich. He will be assisted by his son in the management of the business.

Harry Capples, formerly associated with his father in the manufacture of cigars, at Huntington, Ind., is engaging in the business on his own account.



Tampa Shipments Breaking All Records.

More Than a Million a Day Now Being Manufactured There.

TAMPA, FLA., April 11.

ACQUILINA L. DIAZ, a brother of Andreas Diaz, the well known cigar manufacturer, and a member of the staff of Andreas Diaz & Co., committed suicide yesterday afternoon, on the Tampa Springs road, some sixteen miles west of Tampa.

Mr. Diaz was buried this afternoon in the Centro Asturiano Cemetery, he being a member of that society. His brother, Andreas Diaz, who is in New York, was notified of the affair by telegraph. Mr. Diaz was discovered late in the afternoon, lying by the roadside, an automatic revolver at his side.

Mr. Diaz had barely attained his majority and was quite popular with the younger set of clubmen. Besides being a member of the Centro Asturiano, he was a member of the Young Men's Christian Association and the German-American Club.

R. R. Windhorst, one of El Nacional's popular salesmen, has arrived here after an extended tour of the West in the interest of his firm's brands. He declared in the course of an interview that the demand for Tampa cigars throughout the country he has been traveling is greater than the supply.

Val M. Antuono, manufacturer of "C. H. S." and the "Duke of Belcourt" brands, and the leading retail cigar dealer in this city, will shortly install a fine soda fountain in his large retail store at the corner of Lafayette and Tampa streets. Mr. Antuono has quite a roomy store, and as the corner is one of the best in the city from a retailing standpoint, the fountain should prove a remunerative adjunct.

With the return of Mortimer Regensburg from Cuba, where he purchased a quantity of filler tobacco for the Regensburg factory here, Jerome Regensburg found an opportunity to leave for New York on a business trip.

E. C. Bustillo, of Bustillo Brothers and Diaz, left for the North last week, it being his intention to visit New York.

The Briskol Cigar Company have opened a retail cigar store on Lafayette street, in this city, furnishing it with handsome showcases and humidors. The "La Flore de Briskola." "P. H. S." brands, etc., of the firm will be made a specialty of.

All cigar manufacturing records in this city, as indicated by the shipments of cigars each week, have been broken the past month. The shipments have climbed from the 6,000,000 the week figure to over 7,000,000 the week, or over a million the day for each working day.

Receipts of tobacco from Cuba have been averaging approximately 1500 bales the week.

Customs receipts for the week ending April 8th were exactly 100 per cent. over the same week in 1910. The receipts for the week just ended went beyond the $61,000 mark. Tobacco imports and the withdrawals of leaf from the bonded warehouses were largely responsible for these figures of governmental revenue.

M. F. McKay, of the well known McKay family, and a brother of Hon. D. B. McKay, mayor of this city, who entered the cigar manufacturing business some little time ago, is having no trouble placing his goods for local consumption and will shortly push out into wider fields. BLARDONE.

New Proprietor of Wade-Cook Company Store.

ARRANGEMENTS have been completed whereby Peter J. Wald takes possession of the Wade-Cook Company store at Syracuse, N. Y., which has been in operation by them during the past two years, in the Kendrick Building, at the corner of Genesee and Seneca streets. The store is now to be known as the Columbia Square Cigar Store, and will be completely restocked with a fine line of cigars, tobaccos, etc. Mr. Wald also operates several stores and stands in Utica, N. Y.

J. L. Hanly, well-known cigar broker, at Kansas City, was recently in Philadelphia visiting several factories which he represents in the West. Mr. Hanly has thus far had a good spring business, and in addition to handling several prominent Philadelphia brands, he is also meeting with much success on the "Vicar" cigar, of Justin Seibert, Inc., Syracuse, N. Y.

The distribution of "Sanchez y Haya" cigars by Terry & Duncan is expanding steadily, and recently a striking display was on exhibition at the Delaware avenue store of A. Runge & Co.

Samuel S. Coon, of New Orleans, La., is installing a cigar factory in the McGinnis Building at Cartersville, Ga., where he will manufacture high-grade cigars.

The cigar store of Fred. G. Schwartz, 14 E. Maumett street, Adrian, Mich., has been sold to Charles F. Aldrich, a man well known in that town. The establishment is being thoroughly renovated and new fixtures are to be installed.

The Editor's Letter Box

Editor of THE TOBACCO WORLD:

Senator Tustin, of Philadelphia, has the cigar trade discussing him just now because of his bill in the Senate at Harrisburg which aims to restrict the manufacture of matches.

The Senator's bill prohibits the manufacture or sale of so-called sulphur, parlor, birds-eye or any other kind of matches except such as are known as "safety" matches.

A safety match, according to the bill, is one in which the phosphorus is left out of the match and one that will not strike or ignite upon any ordinary hard or rough surface and which requires a specially prepared surface to ignite it.

I am inclined to believe that the restriction in Tustin's Bill would not prove popular. The ordinary parlor match is far too useful and indispensable an article to be supplanted wholly by the safety match which strikes only on the box. A little box of safety matches is a great convenience to the smoker, and the safeties are made and packed in so many useful sizes, and in such tiny boxes that they constitute one of the greatest adjuncts known to the cigar trade. Nevertheless, to forbid the making of any other matches would result in a monopoly which would rapidly become odious, and we fancy that Senator Tustin presented this bill without much reflection.

I wonder if the United States Government will ever seize upon matches as a monopoly as have the French and perhaps other European governments. They would certainly put lots of money in Uncle Sam's Treasury, unless the Government made them so mean, as in France, that the costliest matches are there the poorest. This calls to mind that the Japanese Government gets a big cake from the match industry. It has been found, however, that shrewd and cunning as Jap laborers are, their matches are among the worst on earth. They are wretchedly paid according to accounts, but they get sweet revenge by turning out a splintery, unsightly match, having poor ignition and ceasing to burn before the smoker can get a good light.

Premises considered, I should say that a match for practical use should be like a versatile man. It should light wherever you strike it, as a rule (at least we should have many matches that do this), and not be dependent on the medicated side of a little paper box in order to strike fire.

Senator Tustin's bill should not pass.

Philadelphia, April 13th. J. T. R.

Chicago Department Stores Cutting Cigar Prices.

Manila Cigars Moving Slowly---What is Doing in the Local Trade.

CHICAGO, April 12, 1911.

NOTWITHSTANDING the fact that a great many smokers "swear" off during Lent, if talk counts for anything the Chicago purveyer of cigars are enjoying a better trade at present than they have at any time since the holidays. This is not only the case in Chicago, but the writer who has just returned from a trip to Evansville, Ind., Nashville and Memphis, Tenn., found the same condition of trade and in many cases factories were working over time to keep up with their orders.

Chicago department stores continue to offer bargains in well known brands by a liberal amount of space in the Sunday papers. One store was offering such well known nickel sellers as "Owl," "San Felice' and "Cremo" at seven and eight for twenty-five cents. And an offer of a few brands of the better grades of Havana cigars was offered by another department store at marked down figures. The special inducement to buy, offered by these stores, does not, however, seem to have any effect on either the small or large retail dealer and a great many of them claim that the large advertisements in the daily papers help their trade as they make it a point to fill their windows with brands advertised and "cut" the price, but to nothing like the figure offered by the large stores so that they get out with a fair margin of profit.

Actresses with more or less prominence, (mostly less) have, during the past few months hit on a new and novel way of getting their names into print, when registering at one or another of Chicago's first class hotels, the press agent gets busy by inviting a reporter from one of the daily papers to take lunch with him; always timeing himself so that he will be in the dining room when the actress is taking her lunch. After the lunch is finished she will order a bottle of wine and light a cigarette. When requested to put away the cigarette she immediately protests by sending for the manager who informs her there is nothing doing in the cigarette line and that it is "her move."

T. Englehart, of Englehart & Co., manufacturers of "Englo" Havana cigars, left last week on an extended trip to Tampa, Key West and Cuba. He will be gone about six weeks.

The new store of John J. Dolan, 227 Jackson Boulevard, is now open for business. Mr. Dolan made many changes in the appearance of the building by erecting a new front and laying a new floor. The new store is located in a territory that should make it a paying proposition from the start.

Among the brands being featured by the New Sherman House since it opened are "Corona," "College In" and "La Venga." They report a better trade than they enjoyed before the new hostlery was built.

While in Evansville, Ind., I called on H. Fendrich one of the large manufacturers of that city, who recently suffered a total destruction of his cigar factory by fire. Mr. Snapher, who has charge of the selling end, informed me that they had all the business they could possibly attend to with their present facilities but that they would in the very near future begin the erection of a new factory building and would, as soon as it was completed, increase their working capacity. They manufacture such well-known nickel sellers as "Chas. Denby," "Diamond Joe," "Globe-Democrat" and "Courier Journal."

J. M. Steel, of Landfield & Steel, left this week for a trip through Illinois in the interest of that factory. They report that their representative, in the Northwest, Abe Kreeger, is having a fine line of trade on their "Heinegabubeler" a ten-cent seller that has caught on in the copper country.

Now that the recent municipal election has landed Carter Harrison in the Mayor's chair for the fifth time after one of the hottest municipal campaigns in the history of Chicago, business along all lines should "pick up." Chicago is a busy place and it takes something out of the ordinary to make a Chicago man forget his business but the campaign just closed was of the kind that precluded everything else.

Several candidates are after the cigar privileges in the New Otis and other large office buildings that are to be constructed in Chicago during the present year. The rents asked by the owners of the new buildings, however, are out of all reason and it is generally predicted that whoever gets the privileges will also pick a nice sized lemon. Not only in the cigar trade are rents high in Chicago but property owners have become so greedy for more rent that signs are displayed all over town giving notice of removal, and in many instances stating the reason. One of these signs the writer noticed was as follows: "The Landlord Says we Must Pay More Rent or Move: He has Told us this Same Story Every Year For Fourteen Years; We Paid and Stayed; He has Gone the Limit so Have We; Cut Prices on Everything Until The First of May Moving Day." So it is on all sides, every one kicking about high rents.

The Manila Cigar has found another outlet in Chicago, barber shops, cheap restaurants and saloons are displaying the following signs in red and black: "Imported Manila Cigars! We sell them. They are cheap because they are admitted to the U. S., Duty Free, Try one and You will Try Another."

HENRY T. PRICE.

Milwaukee Trade Very Quiet.

Retail Stores Complaining---Many Changes Reported.

MILWAUKEE, WIS., April 11.

BUSINESS among the local retailers has been decidedly quiet for some time and does not seem to improve, although the weather is fine.

Surman & Co. continue to hold their own, but report that business has been very slack.

Leo Abraham & Co. report business fairly good at the retail stores and also in the wholesale department. Several changes have taken place in the sales force of this concern. Joe Feiger, who has had the management of the retail department, has resigned. Paul Armstrong, who was relief clerk at the Third street store, has also resigned, the store being now a two man store. Wm. Colling, of the pipe repair department at the Caswell Block store, has resigned to go to Chicago and has been succeeded by Otto Krahn. The Third and Grand avenue store has a very attractive display of the "Jose Lovera" line, while the side window is given over to a big display of "Leo" specials and smoking tobacco.

We understand that Leo Abraham will shortly open another "Sweet Shop" at the corner of Grand avenue and Fourth street. The candy business is getting to be quite a line and this new stand is one of the best in the city.

Pollack Crombie Co. report business somewhat backward. The feature display in their large window is the "Englo," on which they are enjoying a nice patronage. Their private brand, "PeCeCo," is moving nicely and is being placed in a number of stands about the city. Will Solar, resigned, has been succeeded by Ralph Hartzlein, a new man in the local fraternity.

E. T. McGuire is doing a fair business, chiefly on "McGuire's Specials," his leading five-cent cigar.

Allanson continues to do a very good business at the Plankinton, his patronage being a floating one, and all lines move equally well.

Hal Coleman has disposed of his cigar and billiard hall to R. S. Hascall. This is one of the popular places in town and the new proprietor, who is a well-known billiardist, will undoubtedly do well.

Leising Bros., who for a number of years conducted a cigar and confectionery business at 37 Oneida street, have sold out and moved to Oregon. Their successor is George Leising, a nephew, who is well known in this locality. He carries a nice line, including most of the well known and advertised brands.

A. C. Brenckle Co. will discontinue the retail business at Fifth and State streets, where they have operated for years, and on May 1st will move into their new factory at Sixteenth and State streets. The new factory will give them considerable more needed floor space and the number of hands in the factory will be increased as needed. Their popular sealed package and the potted cigar for which there is considerable demand throughout the Northwest, will be the leading makes, although several other lines will be manufactured.

The Frobach Cigar Co. has been legally dissolved. Louis Piehtel, of the firm, is now connected with The Yahr & Lange Drug Co., who have taken over the "Governor Dewey" cigar, which will be manufactured by some local concern for them.

The new Dial cash register is making its advent in this market. It has many features which are invaluable to the up-to-date cigarrist. Every registration is indicated four ways, from the front and rear and from both sides of the indicator dome. The detail inkless tape printer is another unique feature of this new register. Its simplicity of construction and operation; its elastic flexible keyboard and beauty of design, are some of the other points of merit. Joseph F. Foster is president of the company; Charles Sulfer, the inventor, is vice-president, and Charles White is secretary and treasurer. The company will shortly begin to place these machines on the market.

Extensive improvements will be made by Reeves Dana cigar store, at Fond du Lac, Wis. An entire new set of furnishings is being installed, all in mission style.

The Havana Cigar Co. has been incorporated, at Oshkosh, Wis., by H. C. Jenkins, J. C. Thompson and Helen N. Sweet.

Albert Schumann and Wm. Hammond have purchased the cigar business of Al Huse, at Burlington, Wis.

At Beloit, R. S. Hascall has disposed of the cigar store and billiard hall which he conducted there for many years, to Lass & Philler. Hascall moved to Milwaukee.

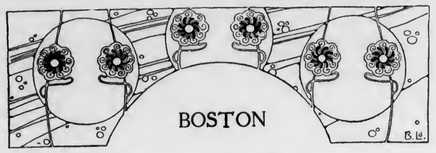
A. C. Bordlet has moved his cigar factory from Delavan to Merrill, Wis. He enjoys a very good business on his "San Rexo" ten-cent cigar.

Charles Litz moved his cigar factory from Menominee to Marinette, Wis. He has purchased a property on Marinette avenue, which will be rebuilt into an up-to-date factory.

Leary & Fritz, cigar manufacturers, at Edgerton, have now moved into much larger quarters and will add to their hands, making a total of about twenty-five. Their output is about three-fourths of a million cigars annually, besides making several tons of clippings.

The Eisenlohr warehouse at Edgerton closed a few days ago. The packing was not as large as in former years. O. A. KROMPAS.

The Filby Pipe Co., of Cambridge City, Ind., has been organized with a capital stock of $5,000 to do a general business in smoking pipes. The directors are E. D. Filby, A. R. C. Kipp, Leo. M. Rappaport.



Boston Cutting Prices.

BOSTON, April 10, 1911.

CIGAR conditions with the so-termed "popular brands" are making a great deal of noise around here. Once they were sold at ten cents; for a long time at seven cents; then six cents, and now the United Cigar Stores are selling them at six cents plus a free coupon. If this keeps on it will be cheaper for manufacturers to buy them from the retailers, or better still to save time, why not let the retailers send the makers a check each month, which it will eventually come to if these conditions keep up. The United Stores, according to one of their men, will carry a full line of Boston-made goods, and the remark was made that "the public can look for something startling soon." It is rumored that the owners of these stores have secured a financial interest in one Boston and one New Hampshire factory, but the president of the Boston factory assures THE WORLD man that it isn't true.

The foregoing condition is having a bad effect on the smoker. He is getting mighty suspicious that he isn't now getting the cigar that he once bought, and even in one certain store, the clerk asks: "Do you want the six-cent kind or the ten-cent kind?" Both are the same, only the clerk is wise and knows how to handle the trade. "It cannot be possible," added one of the old-timers, "that there isn't something back of all this six-cent noise and you can't convince me that all manufacturers are holding up their price. When a concern buys a million or two cigars, isn't there going to be a concession? Notwithstanding everything points against it, the makers claim prices are upheld, but there is a woodpile nigger somewhere."

Take Riker-Jaynes Company, they advertised to have sold over eight million "popular" Boston cigars in 1910. Of these 1,112,550 were "Blackstones;" 1,866,400 were "7-20-4's;" 2,777,425 were "Quincy's," with the balance being divided around the other Boston makes. In their list they omitted H. Traisor & Co., Inc., makers of "Harvard" cigars, who came back the next day with a third page saying: "Fifty million cigars are made in the Traiser factory in a year," with a lot of other statistics. There's a slight bit of something in this for people with imagination.

Various attempts have been made to bring about an agreement with the local makers, but they don't seem to get together. As a whole, it appears that the local makers are not very friendly with each other; some who have been in business for years don't know whether some of the other makers are tall, short, fat or slight, and perhaps they don't care. Anyway, they're not getting together and in the meantime there is sort of a war on that either must stop or end in some kind of destruction.

Vultures will sieze anything, whether advertising ideas or not. The United Stores no sooner came out with pasting small yellow strips on the windows with cigarette prices than a lot of small dealers who could find yellow paper had their windows decorated a la United. And by the way, the United are pushing several independent makes of cigarettes.

A. B. Smith, head of A. B. Smith & Co., makers of "3-20-8" cigars, has purchased a residence in Winchester (suburb of Boston), where he will make his future home. This town ranks as the prettiest town in the State.

John H. Rankin, 144 State street, has added the "Pastoria" Havana cigar line made by the San Telmo Cigar Mfg. Co., Detroit, and "Roig's" cigars, made by Antonio Roig & Langsdorf, Philadelphia. These with the "San Felice" cigars (Deisel-Wemmer Co., Lima, O.) which he has sold for sometime, gives him a particularly strong showing.

Quite a few of the local manufacturers have recently returned from New York where they were around the Sumatra tobacco market.

Still they are cutting cigarette prices. Mandell Bros., on Court street, are selling "Naturals" and "Royal Nestors" at 10c. a box.

F. C. Bassett, of the Mentor Co., makers of "Ramly" cigarettes, reports an extremely satisfactory business, with an outlook that is most promising. This brand and their "T-T-T Mentor" have a fine sale throughout New England and the eastern section of the country. E. J. Costello, of this company, is out on a still business hunt.

John F. Callahan & Co., 158-162 Federal street, had a particularly fine window display this week, which was dressed by their cigar manager, Albert E. McCulloch. Mr. McCulloch has a fad for strong windows and he's never happier than when doping out new arrangements. This house sells the "El Deservo" line made by Salomon Bros. & Stern, N. Y. and the "Flor de Sevilla" cigars made by Lopez, Hnos y Ca.

B. A. Kaiser, the leaf tobacco importer and packer, will return in a day or two following a ten days' business trip.

W. E. Waterman, president of Wait & Bond, Inc., manufacturers of "Blackstone" cigars, has returned from a brief trip to New York. He adds that business is making some fine gains.

Henry I. Jenkins with John F. Davenport, leaf tobacco, is making a tour of Northern New England.

HENDERSON.

Louisville Fears Loss of Tobacco Industry.

THE recent action of the American Tobacco Company in establishing immense plants at Greensburg, Ind., Paris, Ill., and at other places, is causing much concern to the tobacco trade in Louisville, who are beginning to fear that it will ere long lose some of its prestige as a tobacco-manufacturing centre.

The towns recently selected for warehouse operating purposes, are on the line of the Big Four Railway Co., and the locations are such that they drain the eastern and western Kentucky tobacco field respectively.

It is claimed that tobacco can be billed to New York, Toledo, Detroit, Chicago, St. Louis and Montreal and taken off the cars at either Greensburg or Paris and placed in warehouses there and held for a year or more at a comparatively small cost per hogshead, which is made by the railroad company, and by this means the company can avoid the more expensive transportation charges due to local freight rates.

Owing to this fact it is possible that Louisville will eventually be abandoned and the manufacturing plants may also be moved elsewhere.

Drummond Factory Sale Reported.

A CURRENT rumor has it that the Drummond tobacco factory at St. Louis, which is one of the landmarks of that city, has been sold, and that the Boston Drug Company has acquired title to the property.

The Drummond factory is a mammoth structure and for many years was one of the largest tobacco factories in St. Louis. After the absorption of the Drummond Tobacco Company business by the American Tobacco Company, some years ago, the building was vacated and had since been used very little.

The property has a frontage of 180 feet on Fourth street, and a depth of 335 feet on Spruce street. The price is said to have been about $600,000.

Proposed New Tobacco Tax in Holland.

CONSUL FRANK W. MAHIN, of Amsterdam, reports that the tobacco trade of Amsterdam, very important and extensive because this is the chief mart for the great product of the Dutch East Indies, is much disturbed over a new tax proposed at the rate of 10 per cent, *ad valorem* on all tobacco sold by shopkeepers. Accordingly, a meeting has been held in that city to ascertain the sentiment on the subject, and a strong opposition to the proposed law has been revealed.

Increased Forces at Deisel-Wemmer Co.

THE branch factory of the Deisel-Wemmer Co., at Findlay, Ohio, is now being operated with a large force of cigarmakers which is being increased at every opportunity. It is expected that this branch will continue to grow to immense proportions.

Lansing Manufacturers Increase Facilities.

THE Lesher Cigar Manufacturing Co., of Lansing, Mich., recently increased its manufacturing facilities by leasing additional room in the Ranney Block at Michigan avenue and Cedar street, into which they are moving from their old quarters on East Ottawa street. Not only will they have increased facilities but procure more modern improvements for the efficient handling of their growing business. This firm is one of the oldest in Lansing, and originated the slogan "Made in Lansing."

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

York Output 31,287,700 Cigars in March.

Only a Few Factories Busy---Small Number of New Licenses.

YORK, PA., April 12, 1911.

THERE was considerable activity in the leaf market, consisting mostly of shipments from here to Lancaster, etc. Sales of cased leaf or old goods have not been so plentiful and of small quantities, apparently because of unsettled conditions among cigar manufacturers.

The cigar trade looks a little more promising than it did, but it is still far from what is desired. There was a gain shown in the cigar output from the entire district, and York County is believed to have more than contributed its share. There are a few factories that are rushed with orders and have been compelled to resort to overtime work in order to make shipments promptly, but they are, of course, exceptional.

The March production as shown by the figures given out by the Deputy Collector of Internal Revenue was 31,287,700 cigars, as compared with 27,530,300 for February, a gain of 3,757,400.

Nine new licenses for cigar factories were granted during the month, affording employment for 68 hands. This is somewhat smaller than the usual monthly list of new factories in this section, but no particular significance is attached to it.

A fine, new cigar store is being equipped on North George street by Saml. H. Myers, secretary of the Union Fire Co., who is well known in York and who vacated his former premises at 109 N. George street to make way for the addition being erected to Hotel Penn. He will have much larger quarters than heretofore, and proposes to make it one of the finest stores in the city.

There was much excitement last week at Dallastown when the packing room skylights of the New York Cigar Co. blew off during a severe storm, demoralizing the force of cigarmakers, none of whom were injured. Several windows also blew in. The plant had been operated on short time for some weeks but is now in full force and on full time.

The tobacco sale held here last week attracted a number of tobacco men. About 55,000 pounds of tobacco were offered but only about 160 cases were actually sold and at varying prices.

H. H. Neusner, of Hanover, is opening some fine new accounts on his "El Fahico" five-cent cigar which he is now advertising rather extensively. The "El Fahico" is a quality cigar and bound to bring repeat orders for the dealers who handle it.

Ninth District Cigar Output 59,572,875.

March Gains 6,418,405 Over February---Trade Visitors Here.

LANCASTER, PA., April 12, 1911.

THE cigar manufacturers are finding that the production of cigars during March was really greater than they had expected it would be, judging from the way orders were coming in. Internal Revenue figures show that there was a total output of 59,572,875, the heaviest March output since 1907 when it reached a total of 67,917,700. As compared with February with its output of 53,154,470, March shows a gain of 6,418,405.

There were a few inconsequential sales of old tobaccos during the past week, but there has been a stronger inquiry than for some time past and out-of-town buyers are now beginning to turn toward Lancaster according to reports among leaf packers. Of those who have been here there came expressions of general satisfaction with the offerings, but the prices asked seem to be the only unsatisfactory feature.

Quite a few of the local members of the trade have expressed an intention of visiting the Tobacco Show in Philadelphia this week. Through the courtesy of J. G. Shirk, jobber, a number of show signs have been distributed about cigar stores and all have been given some prominent position.

Some improvement in trade has been noted by the Sherts Cigar Co., who have lately made larger shipments of goods than for some weeks, and there is every promise of a larger volume of business from now on.

Representatives of the Lancaster County Tobacco Growers' Association recently appeared before a committee of the State Legislature to enter an appeal for a healthy appropriation to carry on tobacco experimental work the coming season. They felt rather sanguine of their success after the hearing, and also feel confident that the Federal Government will continue to lend its assistance to the County Experimental Stations.

George Bushnell, with the Scotten-Dillon Co., of Detroit, was a recent visitor in Lancaster and bagged a number of orders for his firm's product for which Lancaster has always been a good centre.

S. Grabosky, of the Empire Leaf Tobacco Co., Philadelphia, spent several days in this city last week inspecting packings.

Slow Improvement Noted at Reading.

Factories Gaining Steadily in Output---All Cigarmakers Find Employment.

READING, PA., April 12th.

THERE was some improvement noted in the cigar trade during the past two weeks. One sees comparatively few idle cigarmakers about town, and these probably are not very skillful men. The production of cigars has increased perceptibly, and if the condition at present prevailing continues during the month there will no doubt be shown a healthful increase of business.

John G. Spatz & Co. are getting busier steadily, not only with local trade on their "Heidelberg" and other brands of high-grade cigars, but orders are also coming more freely from western distributors, who handle the goods in large quantities.

Isaac Haller, at 1050 Greenwich street, who some time ago succeeded Haller & Whitecraft, at present is producing 18,000 per week with a force of eleven cigarmakers. He reports his trade to be more urgent for his product now than ever before.

Henry Heymann's Sons have been shipping goods in large quantities and their two factories are showing signs of increasing activity.

The Seneca Cigar Co., at 425 Elm street, is meeting with a gradual but steady growth, and now averages an output of 8,000 per week. They are now placing on the market a new brand of cigars under the title of "Lyric" and its introduction locally was well received.

The Fleck Cigar Co., has been going along moderately, and business has been coming in largely through the mails. It is possible that some few changes will be made ere long, and that a policy of more rapid expansion may be adopted.

The big factories of Yocum Brothers and E. E. Kahler Cigar Co., are keeping well up to their average business, which is regarded as good for this time of the year.

Charles M. Yetter, of Charles M. Yetter & Co., Inc., recently returned from a flying visit through the West, during which time he not only opened some desirable new accounts but also captured a number of duplicating orders from his old distributors.

Walter Steppacher, who is continuing the business of M. Steppacher, deceased, has been able to continue full operations exclusively on mail orders, and is doing an increased volume of business.

John U. Fehr & Son, are just closing their packing season having put up what they consider one of the finest packings of Pennsylvania leaf that they have ever had.

Internal revenue stamp sales during the month of March amounted to $32,685.39 for cigars and $1,779.34 for tobacco. While this is $2,803.57 less than the amount of the sales during March of last year, it is $4,100 more than the sales during February of this year.

Reduced to number, the stamp sales indicate the following output: March, 1911, $10,895,130; February, 1911, $9,328,460; March, 1910, $11,782,980.

A closing inventory has been filed by James W. Wheeler, who will discontinue his cigar factory at 1025 Spruce street.

C. R. Edris is removing his cigar factory from 29 Maple street to the rear of 227 Orange street.

M. C. & W. K. Romig are opening a new factory at 551 N. 11th street.

Connecticut Tobacco Company to Extend Operations.

HARTFORD, CONN., April 12.

IT was stated here, last week, that the Connecticut Tobacco Corporation of Tariffville, was about to purchase 150 acres of tobacco land in the Hockanum district of East Hartford, and that they would then engage extensively in raising shade grown tobacco.

It was also the opinion of the trade that the company would close out its interest in Tariffville and concentrate in East Hartford. Inquiry for the facts made to M. L. Floyd, of Tariffville, elicited only the information that the company had not sold its Tariffville interests.

It has, however, been learned that D. A. Shaw, who recently resigned from the American Sumatra Tobacco Co., is now in negotiation with local tobacco men and that he may become identified with a new concern to operate in New England.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, April 6, 1911.

AT last heavy rains fell in Havana March 31st, and April 1st and were general all over the Island of Cuba, but the question is whether they have not come too late to benefit the tobacco crop this year. Opinions are divided; some people claim that the tobacco which is still growing in the month of April can never reach maturity, be cut and dry off in time before the rainy season sets in. Others claim that it will increase the quantity of fillers in the Vuelta Abajo, as well as in the Partido section, and that there is a good chance for an increased number of Capaduras in the Santa Clara Province. Of course, the latter do not deny that if we should have too many rainshowers from now on, that it would be impossible to harvest the growing plants in good condition, but they count upon enough favorable dry weather to give the leaves a chance to dry off sufficiently. So it all depends upon the state of the atmosphere during the next two months to come and all approximate calculations as to the crop this year will have to be called off. The wet weather is giving the Vegueros a chance to bundle the early cut leaves, which were hanging dry in the sheds and pile them, which was an advantage, besides which they were enabled to start corn and other vegetable crops, which it was impossible for them to do before on account of the prolonged drought.

Our leaf market during the past fortnight has been very active, particularly for Vuelta Abajo, factory Vegas, as well as heavy fillers. Our local manufacturers and the large number of clear Havana cigar manufacturers from Tampa and Key West have been the chief buyers. Sales of Remedios 1st and 2nd Capaduras were only restricted by the small stocks in first hands, and the high prices which were asked for them, while buyers were not wanting they were not willing to operate upon a larger scale, only the exorbitant figures deterred them from doing so. It remains to be seen whether the holders will be able to realize on their stocks later on at their asking prices, or whether they will get tired holding on and come down in their pretentions. Either the outcome of the coming crop, or the anxiety of future buyers to secure some of the 1910 crops, will be the pivotal point to turn the scale in either direction.

It is stated that some buyers have made good offers to the Vegueros in the Vuelta Abajo, as well as in the Partido and Remedios districts, but as the real price is determined when the tobacco is to be received, all such tentative bids to the farmers serve no real purpose, except to frighten off other buyers, or to make the Vegueros stiffer in their asking prices.

It is the same old game, which is practiced by all buyers more or less in the country, and the farmers are always ready to take the bait, although in reality it only serves to give the buyers the first option. The latter can find an excuse to reject the Vega for one reason or the other, if the prices do not suit him, and the Veguero has no redress unless he should have a real, ironclad, written contract and obtained some money in advance. Some of the older farmers, however, have learned their lessons by experience and they either will not sell, until the time comes for delivery, or they insist upon an ironclad contract with money in advance, so the buyer could not possibly back out later on. Country buying here or in the United States perhaps may not differ much, as, according to the saying, there are tricks in every trade.

Sales during the fortnight total 17,296 bales, which represent by origin: Vuelta Abajo, 14,611; Partido, 190, and Remedios, 2495 bales.

Buyers were: Americans, 10,020; exporters to Europe, 524; shippers to Buenos Aires and Montevideo, 282, and our local cigar and cigarette factories, 6470 bales.

Exports of leaf tobacco from the Port of Havana, from March 20th to April 1st, 1911:

To all ports of the United States	8520	bales
To all ports of Europe	524	"
To all ports of Buenos Aires and Montevideo	282	"
	9326	bales

PRINCIPAL BUYERS OF LEAF TOBACCO AND CIGARS THAT COME AND GO.

ARRIVALS.

Edgar J. Stachelberg, of M. Stachelberg & Co., Tampa.
Benigno Balbin, of Balbin Bros., Tampa.
José Lovera, of José Lovera Co., Tampa.
John H. Boltz, of Boltz, Clymer & Co., Tampa.
Manuel Garcia, of Perfecto Garcia & Bros., Tampa.
Thomas H. Engelhardt, of T. H. Engelhardt & Co., Tampa.
Felipe Bustillo, of Bustillo Bros. & Diaz, Tampa.
Enrique Pendas, of Y. Pendas y Alvarez, Tampa.
Luis Martinez, of Luis Martinez Havana Co., Key West.
Aurelio Torres, of Principe de Golfo Cigar Co., Key West.
A. Artolozaga, of G. W. Nichols & Co., Key West.
M. J. Dalton, of M. J. Dalton Co., Philadelphia.
Charles Tracy, of Tracy Bros. Cigar Co., Omaha, Neb.
Manuel Garcia, of Garcia, Puentes & Co., Chicago.
Howard Friend, of Friend Havana Tobacco Co., New York.
Sidney Goldberg, of Simon Batt & Co., New York.
Barney G. Davis, of B. G. Davis & Co., New York.
Teodoro Perez, of Teodoro Perez Co., New York.
Lennie Greenhall, of Greenhall Bros., New York.
Morris Rosenberg, of M. Rosenberg & Co., New York.
Percival S. Hill, chairman of the Henry Clay & Bock & Co., Ltd., New York and Havana.

DEPARTURES.

Edgar J. Stachelberg, for Tampa.
Frank Diaz, for Tampa.
A. Menendez, for Tampa.
Salvador Rodriguez, for Tampa.
Enrique Pendas, for Tampa.
Benigno Balbin, for Tampa.
Thos. H. Englehardt, for Tampa.
José Escalante, for Tampa.
Emilio Rosal, for Tampa.
Salvador Azcano, for Tampa.
H. E. Korn, for Key West.
Wm. J. Lightbourne, for Key West.
James H. Fort, for Key West.
M. J. Dalton, for Philadelphia.
Dionisio Hevia, for New York.
Henry Fisher, for New York.
A. Wallack, for New York.
Ramon Arguelles, for New York.
Marcelino Perez, for New York.
Sidney Goldberg, for New York.
Howard Friend, for New York.
J. Welcher, for New York.
Charles Tracy, for Omaha, Neb.
Barney G. Davis, for New York.
Alfredo Selgas, for New York.

Business has in reality improved, as now even the smaller factories have received more orders, so for a time at least there is contentment to a certain degree. How long the feeling will last nobody can tell, but without doubt something is going to turn up, either to increase the same more yet, or otherwise to dampen the spirits again. In business circles there is very seldom any period of calmness, as the same are usually swayed like the tides of the ocean, either increasing or decreasing, and the personal ambitions of the leaders to get ahead of their neighbors is forever creating changing situations, favorable or unfavorable to the masses, the same as in the policies of the nations, which are evolving constantly in narrower or wider circles.

Our statistics up to March 15th, 1911, show a slight improvement in our exports of cigars during the first fortnight of this month, as according to the official Custom House returns, they now stand as follows, viz.:

From March 1st to March 15th, 1911	6,199,729	cigars
From Jany. 1st to Feby. 28th, 1911	26,992,986	"
Total from Jany. 1st to March 15th, 1911	33,192,715	"
Total from Jany. 1st to March 15th, 1910	28,186,057	"
Increase in 1911	5,006,658	cigars

H. Upmann & Co. report no change worth mentioning, although they do not deny the fact that their H. Upmann factory is doing well, having enough orders on hand, and that new orders are coming in in increased volume.

Partagas states that business is all that could be expected at this season of the year. The calls from England, the United States and South America are larger than expected and ahead of 1910.

Henry Clay and Bock & Co., Ltd., has been the heaviest buyer of leaf tobacco in the country, as well as in our local market. Their "La Corona" factory is three months behind in the filling of orders and business is far better than during the last six years.

Sol has been and still is making heavy weekly shipments to England of expensive sizes for the coming coronation in June. These cigars go under the name of "Coronation Brand," are beautiful in appearance, perfect in workmanship and of the finest quality, as only the choicest leaf from the Vuelta Abajo has been employed for this special blend. The initial orders were for 300,000 cigars, and since that time continuous repeat orders have come forward. Business with other countries, the United States, Africa and Australia is very active, and Behrens & Co. had to seat more cigarmakers again.

La Diligencia has made another purchase of one of the very choicest Vegas grown in the Vuelta Abajo, about 350 bales, from the celebrated Rio Hondo lowland section, and in order to secure same Don Bernardo Moreda had to pay an exceedingly high price, as the competition amongst our factories was very keen. The heavy filler part he is willing to sell at cost, which is about $80 per quintal. La Diligencia is overloaded with orders from all directions, and Don Bernardo Moreda had to engage more cigarmakers in order not to fall behind too much in the execution of hurry shipments.

Por Larrañaga is very busy and in receipt of heavy calls (mostly high priced Regalia sizes) to all parts of the world.

Castañeda received the distinction of the grand prize in the second exposition held at Buenos Aires, which was called the "Universal" Exhibition. The first one was the "Centenary" Exhibition, held in 1910, where the Castañeda cigars also were awarded the grand prize. The factory is fully occupied shipping good sized orders to the United States, Europe and South America.

La Flor de P. A. Estanillo, of F. Rodriguez & Co., which operates in the United States under the famous "Elite" brand, and in Europe under the likewise well liked "Flor del Fumar" brand is also fully occupied, and there is no empty cigarmaker's bench at present. Orders are largely for the most expensive Regalia sizes.

Hija de José Gener and Romeo y Julieta are both working with full steam.

BUYING, SELLING AND OTHER NOTES OF INTEREST.

Sobrinos de A. Gonzalez have made the very largest single transaction during the month of March to one buyer—Sylvester & Stern—that has occurred here in the history of the tobacco trade. As all of the different Vegas have not been delivered, Don Antero Prieto, the senior partner, will not state the exact number of bales, but it is said that the quantity is between 8000 and 9000 bales.

Sylvester & Stern were buyers in this market, as well as all over the Island, and their purchases during the month of March aggregated 25,000 bales, and which must exceed one million dollars in value. They supply some of the largest factories, here as well as in the United States, with their raw material.

Herrera, Calmet & Co. sold 1250 bales of Remedios during the month of March, which sales had been kept secret and were not reported previously.

Edgar J. Stachelberg is reported to have purchased 3500 bales of Vuelta Abajo Vegas, the choicest he could find in our market, for the new firm of M. Stachelberg & Co., Tampa, and secured options on 1500 bales additional.

Cano y Hno disposed of 1200 bales of Vuelta Abajo, Remedios, and a few bales of Partidos wrappers.

José Escalente was a buyer of 1100 bales of Vuelta Abajo fillers from the choicest sections for his celebrated "Laborina" factory, at Tampa.

Garcia Hnos & Diaz closed out 1000 bales of Vuelta Abajo Vegas.

Henry Fisher purchased 1100 bales of different kinds of leaf for his firm of A. Cohn & Co., New York.

José C. Puente sold 825 bales of Vuelta Abajo and Partido.

Enrique Pendas bought 900 bales of Vuelta Abajo fillers from renowned Vegas for his firm of Y. Pendas y Alvarez, Tampa. He left here on March 25th for his home, but left Tampa again on the 31st ultimo and arrived here for a second visit on April 1st, returning again to Tampa on April 4th.

M. Garcia Pulido turned over 800 bales from his fine stock of Vuelta Abajo Vegas.

Salvador Rodriguez secured some 500 bales of excellent Vegas from the Vuelta Abajo for his famous "Charles the Great" factory, at Tampa.

Francisco Diaz bought 500 bales of Vuelta Abajo for V. Guerra Diaz & Co., of Tampa.

Manuel Lazo disposed of 500 bales of his Remates holdings.

Howard Friend managed to pick up 350 bales of Vuelta Abajo, Remedios and Partido fillers and left well satisfied with his trip here, although he would have purchased heavier if the holders had not been too exorbitant in their selling prices.

Camejo y La Paz turned over 400 bales of Vuelta Abajo to Northern and local buyers.

A. Wallach purchased 300 bales of all kinds of leaf for G. Falk & Bro., New York.

Rz., Bautista & Co. sold 226 bales of Vuelta Abajo.

Muñiz Hnos & Co. were sellers of 200 bales of Vuelta Abajo.

Don Antonio Calzada has been repeatedly in the country (Vuelta Abajo and Santa Clara provinces) and he has managed to secure some very choice Vegas from both sections.

José Suarez & Co. have issued a circular advising the termination of the Society as per mutual agreement. The new firms are "Selgas & Co.," in New York, and Selgas & Co., S. en C. (Ltd.), here in Havana. The partners are Don Alfredo Selgas, Don Ricardo Egusquiza and Don Juan B. Diaz, while Don José Suarez Arango continues as silent partner in the new firms. The new members ask for a continuance of the patronage bestowed upon their antecessors in New York, as well as here.

Don Pepin Rodriguez has again given a shining example of his generosity and practical charity by heading a subscription for $212 in favor of an unfortunate old cigar manufacturer, who lost his business through adverse circumstances and who wants to return to Spain, where his family is located. Don Pepin does not know that this article will be published, but the TOBACCO WORLD'S correspondent heard of it and thinks it ought to become public notice. Other manufacturers have also contributed according to their means.

Receipts of tobacco from the country:

For the two weeks ending April 1st, 1911.

		Since Jany. 1st, 1911.
9,260 bales	Vuelta Abajo	30,765 bales
31 "	Semi Vuelta	1,906 "
22 "	Partido	682 "
1,723 "	Remedios	7,970 "
"	Mayari	384 "
11,036 bales		41,707 bales

ORETANIV.

Cigar Box Factory at Spokane.

A NEW cigar box factory was recently established at Spokane, Wash. It will be known as the Spokane Paper and Cigar Box Co.; J. C. Michaels is the manager, and quarters have been secured at 21 Pacific avenue, where they have a floor space of 40 by 100 feet. They have installed twenty box machines, and claim they are equipped to handle the cigar box business of the Northwest. It is the only factory in that section of the country, with the exception of one at Tacoma. They have already received good encouragement and expect to be able to draw a good volume of business from points in the United States and Canada.

Tobacco Label Disapproved in Connecticut.

THE Connecticut General Assembly has turned down a measure which sought to have all Connecticut tobacco labelled as such. The movement received little support before the legislative committee on agriculture of Connecticut leaf, which committee stated that it would be an easy thing for the middleman to purchase labels marked "Connecticut Leaf" and put them on any tobacco that he might have on hand and therefore the measure would be little if any protection to the Connecticut grower, but might prove a means to the perpetration of fraudulent practices.

New Tobacco Company Organized at Louisville.

The C. E. Ziegler Tobacco Co., was recently organized at Louisville, Ky., with a capital of $150,000. The incorporators were C. E. Ziegler, Louisville; W. A. Bradford, Fort Thomas, Ky.; and D. C. Collins, of Cincinnati. The maximum indebtedness at no time shall exceed $100,000.

United Co. Gets Five Stores in Knoxville, Ky.

THE five stores of the Roy Scott Tobacco Co., which have been conducted by them on Gay street, Wall avenue, Prince street, Hotel Atkin and Knoxville Banking & Trust Co., Building, have been taken over by the United Cigar Stores Co., and all but the Knoxville Bank Building stand will be continued. Mr. Roy Scott, of the old company, was recently in New York consummating the arrangement.

After a career of eighteen years in the cigar business at Port Huron, Mich., John Schwickert, Sr., recently retired. The business, however, will be continued by Schwickert's brothers, consisting of Edward Schwickert and John Schwickret, and John Schwickert, Jr. Mr. Schwickert, Sr., is expecting to make a trip this year to his native land, Germany.

DETROIT DOINGS

DETROIT, April 7, 1911.

BEG your pardon gentle reader, for that "Spring is here" introduction of my last letter. At the time of writing, all outdoors was beautiful and springlike. But something from Frozen Dog, Idaho, or equally remote and frigid spot, hit the town that night and for the following week we were smothered in cold, wet, disagreeable weather. Happily the days are once more agreeable; the base ball fan is growing restive; the Tigers are drawing nigh and next week the crowds will be piling into Harris' Cigar Store for tickets to the game. The cigar privilege at Bennett Park has been leased to H. Dunn, 174 Napoleon street. Mr. Dunn came here recently from Grand Rapids where he has had the cigar privileges at various amusement resorts.

Apropos to base ball, a recent hit is "B. B. Scrap" introduced about three months ago by Scotten Tobacco Co. Mr. Penny, of the Scotten Company, says that it has sold way beyond their fondest anticipations wherever they have made an effort to introduce it. The big sales made in so short a space, and in winter weather, makes them feel that when the base ball season is at its height this package, with its suggestions of the national game, and coupon feature, is going to be a tremendous hit.

Another product of The Scotten Tobacco Co. that has proven an excellent seller is "Grand Union Cut Plug." They have a display in Kinsel's window this week and on Saturday repeat the Goddess of Liberty window that recently obstructed traffic in front of J. P. Lieberman & Co., on Gratiot avenue.

Another advertisement that drew crowds was shown last Saturday in the windows of Gray and Worcester's, up-street drug store. It appeared to be a wax figure, dressed in cap and gown, smoking Oxford cigarettes. The window was secured by Gordon Bailey, Michigan representative of The Khedivial Co., who make "Oxford" and "Duke of York." Mr. Bailey expects to show his "Automoton" in other prominent windows. Meanwhile a young man in cap and gown is strolling leisurely about town with apparently no other aim in view than the consumption of a hundred or so Oxford "Deans" daily, which he smokes with evident relish. Mr. Bailey leaves in a few days to work the State for several weeks.

Fred Domvill, of The Capital Smoke Shop, doesn't wear medals but is quite a window dresser himself. During the past week he has shown a window of "Flor de Coro," made by Spietz & Worch Co., of this city, and distributed by Best & Russell Co., Chicago.

The glass front of Charles W. H. Robinson, 100 Michigan avenue, affords magnificent opportunities for display. It's hard to get by without "blowing" a dime.

If appearances count, the Penobscot stand of John S. Capen should do well. An effective "Silent Salesman" showcase backed by a neat, ornamental wall case imparts a considerable tone and quality to the stand. There is an excellent choice of brands, well displayed. Price tags of red card lettered (with brush) in white figures added a dash and appearance that was fetching. Art. Perrault, who was in charge of the stand for a couple months past, has forsaken the cigar line. His place is taken by William Cole.

Charles Ambos, corner Lafayette Bldg. and Shelby street, is eagerly awaiting the day when the post office annex will be finished and the street cleared. The Ambos store finds "Selector," of J. M. Martinez Co., Tampa, an Havana favorite. "Pastora" and "La Azora" have the call in Broadleaf Havana while "Royal Banner" and "William Penn" set the pace in seed and Havana. "Detroit Opera," "Miss Detroit" and "Howell's Howl" are good nickel sellers.

Clarence Ward, formerly with Carnation Cigar Store and the Fellowcraft Club is now behind the Hotel Metropole stand under Bert Johnson. Another new one on Bert's staff is Ray MacDonald.

Harry Watson has added another to his list, taking over the Hotel Charlevoix privilege April 1st. The Charlevoix enjoys the patronage of discriminating smokers. Some of the leading sizes of "Romeo y Julieta," "Carolina," "Bock" and other imports are in demand there. Mr. Watson will introduce several brands of his own distribution, notably in Broadleaf "Judge Durand." Miss Gertrude Moore, will continue behind the stand, assisted by Miss Frances Graham.

La Flor de Luis Martinez, Key West, has enjoyed quite a run at G. R. McMillan Co.'s this week, due to a window display. Five sizes are carried.

The removal of Hart Bros., May 1st, from 182 Gratiot avenue to 152 Gratiot marks a notable step in the growth of this firm. They entered their present quarters in a modest way eight years ago since which time their development has been steady and consistent. Finding more room necessary they purchased the property to which they are moving. Here their wholesale business will be continued and the retail end will be permitted to suffer no neglect. Extensive exterior and interior improvements are being made; new wall cases and "Silent Salesman" show cases installed, and on opening day Gratiot avenue can boast of one more up-to-date cigar stand.

Another jobber, who says little but saws wood all the time, is Charles Gauss, 187-189 Grand River avenue. The cases and boxes hustled in and out of his salesroom and warerooms are ample evidence of something doing all the time. It was Mr. Gauss who introduced the "Swas-Ti-Ka" here a year or more ago, made by Louis Heitmann & Co., Dayton. He has just recently taken control for Detroit of "Franklin" a Londres shape, straight 5c., made by Hall, Grumond & Co., Binghampton, N. Y.

Emmett Walsh, of The Payette-Walsh Co., announces that an aggressive campaign just inaugurated by Bondy and Lederer on their "Tom Keene" will be continued for the next three months, at the end of which time, it is believed , if any nickel smoker in Detroit has failed to buy at least one "Tom Keene" cigar it will be no fault of the campaign managers. A crew of five men started operations a few days ago under the direction of district manager Edward Houlette. The latter has returned to Chicago, but the crew remains to do the work, which will involve window dressing and painting, trade soliciting, and, above all, every office building, factory and store (except retail cigar stores) will be canvassed and a coupon, good for one cigar, placed into the hands of every smoker that can be reached.

"Flor de Irmas" is the title of a new Havana piece just added to his line by Claude E. Howell. It is in eight sizes, $60 to $135, made by Armades Cigar Co., New York City.

Howell's Howl seems to be moving nicely and good orders from out in the State are reported. A new salesman for the Howell line is Al. G. Miller, recently with H. W. Watson Co., Flint.

There was a notable gathering at the Lilies plant last Saturday of men prominent in the cigar and tobacco trade of the Middle West. They were here as guests of the factory and included, Messrs. Edward and Eugene Lilienfeld, of Chicago; William F. Armstrong, manager cigar department Sprague Warner & Co.; Walter James, manager cigar department of Berdan & Co.; M. G. Newman, of Newman & Ullman, Peoria, Ill.; Nat. Greenblat, manager cigar departemnt Haley and Lang, Sioux City; Hope Martin, of Martin Bros., Waterloo, Ia.; T. A. Alford, manager cigar department A. Kiefer Drug Co., Indianapolis.

The Northwest Cigar Manufacturing Co. are getting crowded for room. Their 1911 sales show a marked increase over 1910 thus far. An excellent cigar is their "De Vasto," broadleaf ten-cent smoke. Their leading five-cent brands are "Fambro" and "Detroit Opera," Sumatra wrapped, hand made.

Mantello Cigar Company is the style of a small factory just started by Northrup & Dorsey, Windsor, Ont.

The remodelled space, 105 Griswold street, is about to be opened as American Shoe Shining Parlors and a stock of several hundred dollars in cigars and tobacco will be installed. To fittingly and worthily commemorate the occasion, the proprietor, John Kase, has requested that a cashier be sent down from some of the local charities to whom he will donate the entire gross receipts for the first two days' business. There's a shining example to some of the "tight wads" around town who never give a penny to charity.

S. M. Meader has just purchased of Aug. Millke the stand recently run by Joe Orban, at 293 Woodward ave.

R. L. Barker, 297 Woodward avenue, has an active trade on "Famabella" and "Carnation" broadleaf cigars. He carries some imported goods, such as "Romeo y Julieta," but Morey & Co.'s "Habana Ymperial" and Josephson's "Josè Hermanos" are principal Havana sellers, "Royal Banner," "Swift" and "Tom Moore" are live ones in seed and Havana.

Herb. G. Stiebling, next door, is fond of "Marguerite." It has been a favorite with him for some years. Fritz Bros. Co., Cincinnati, are the makers. The San Telmo's "Pastora" is a good seller, and in nickel goods "Cinco" and "San Felice" are it.

John Gaffke was fined $25 or 30 days in the Detroit house of correction by Justice Jeffries for using a union label on non-union cigars. The suit was brought by D. S. Jones, business agent of the Cigarmakers' Union, No. 22.

The returns for cigar and tobacco stamps for March, 1911, show an increase over 1910 which is gratifying. Following are the figures. In March, 1910, the collections for cigar stamps were $60,236.94 and tobacco amounted to $116,930.80. The amounts paid in March, 1911, were respectively $63,642.13 and $156,147.70. The reason assigned for the big increase in amount paid for tobacco is the change in tax from 6c. to 8c. per pound. Still the figures are favorable as their is a slight gain over 33 1-3 per cent.

Henceforward through the remaining months of the year, it is quite probable there will be an increased cigar production. One deterrent feature may be the new Sumatra, which I hear on all sides is discouragingly high, although way beyond the 1909 crop

(Continued on page 39.)

'Frisco Trade Shows Improvement.

Prospects Good---Arrival of Tampa Shipments Helps Conditions---Active Sale of "Nestor" Cigarettes.

SAN FRANCISCO, April 5, 1911.

BUSINESS in the city, according to all reports, is hardly up to expectations, though the principal retailers seem to be fairly well satisfied. The country trade has been improving right along, and with a little rain this week, traveling men say the outlook all over the State is for the best summer in several years. Several travelers from local houses have been in Nevada lately, and find conditions there fairly good, though there is nothing like the boom that existed a few years ago. The season for shipments to Alaska will be opening very shortly, and a number of local houses anticipate a considerable volume of business from that quarter.

Deliveries from some of the Tampa factories are now about as large as ever, but in most brands shipments are not coming forward as fast as was expected. Most jobbers are still sending the goods out as fast as they can be repacked for distribution, and even at that are unable to keep up with orders. It is believed that business would be considerably better if it were possible to make full and prompt deliveries on this class of goods, as the trade now expects them, and it is difficult to substitute other lines.

The Edward Wolf Company is now reaping the benefit of the aggressive introductory campaign on "Nestor" cigarettes, which have by this time been well placed with retailers all over the territory, and are steadily gaining favor among consumers. Mr. Wolf also reports great success at present with his Porto Rico line, the "Flor de Villar." This is one of his old lines, but has been moving better than ever this spring. The Edw. Wolf Company has just secured the sole agency for the United States for the "La Insular" line of Manila cigars, which in the past have been handled here principally by the United Cigar Stores Company. About half a million of them are already in stock. Mr. Wolf reports a steady movement of Manila goods, but says it is no longer necessary to carry extremely heavy stocks, as was done last year, a million cigars of all brands handled being sufficient for present requirements.

J. Bamberger, the Battery-street wholesaler, says, "February was bad, but March was better, and there is no reason why April should not be a decidedly good month. I look for a very satisfactory summer trade. Our collections have been very fair, and in fact were better than the sales last month."

Charles S. Morris, head of Charles S. Morris & Co., has just arrived in San Francisco, and will spend some time visiting his agents in this territory, the Hoffman-Moore Company. A new addition has been made to the Hoffman-Moore Company, J. L. Hopkins having become second vice-president of the firm.

Alfred Esberg, of M. A. Gunst & Co., returned a few days ago from his trip East.

M. A. Gunst & Co. are conducting a strong campaign on the "Little Bobbie" 5c. cigar at present. They started a special deal on this cigar April 1 as a special inducement to the retail trade, in connection with which they are introducing the "Little Bobbie" handy package, and are sending out circulars to the trade, saying: "When a customer asks for a "Little Bobbie," and puts down a nickel, you will satisfy him and increase your sales by selling him the one he lights and a Handy Package containing five "Little Bobbie" cigars—all for 25 cents.

Otto Fritz, head of Fritz Bros., the Cincinnati manufacturers, is calling on the Los Angeles trade at present, and is expected in San Francisco in a day or two.

Mr. Stark, of Stark Bros., New York, is spending a few days with the San Francisco trade.

Mention was made some time ago of the fact that H. L. Judell & Co. had secured copyrights on the brands, "Panama-Pacific," "1915 World's Fair," and "1915 Exposition." The company will use these brands in connection with a new size of the "Elisardo" cigar, a very attractive piece of goods, between the staple and the Reina Victoria sizes, which will retail at 12½c. A lot of the goods are already on hand, and as soon as the site for the exposition is selected labels are to be prepared showing an idealized view of the grounds. This will make a highly attractive package, and as the quality of the goods will be in keeping with the label it should be an excellent seller in the local trade. In fact, it is believed that many local people, intending to travel in the East, will cary a box of the goods to treat their friends and help advertise the event. Mr. Judell was the guest of honor at a dinner given last Thursday evening by fifty of his friends at the St. Francis Hotel, under the auspices of the local council of the United Commercial Travelers of America. The event was in acknowledgement of Mr. Judell's work in the commercial travelers' organization, and of the part he has played in advancing the Panama-Pacific Exposition for this city. B. F. Heastand acted as toastmaster, and Congressman Julius Kahn was one of the principal speakers.

Harry Rinaldo, formerly of Rinaldo & Beebe, is now traveling in the interest of the Ferdinand Hirsch Company, and has just returned from a visit to Southern California.

Louis Weill, a retailer located at 310 Montgomery street, has been declared bankrupt, with liabilities of $2,000 and assets of $800.

George R. Webb, who has charge of the cigar department of Redington & Co., spent last week in Los Angeles, and is now on his way to the factory of Cuesta, Rey & Co., at Tampa.

Governor Johnson has put his signature to the bill forbidding the sale of tobacco, cigarettes or papers to minors under eighteen years of age and the new law will be in force before the end of June.

Since the abolition of the slot machines in San Francisco, cigar dealers have been using the "Twenty-Six" dice game quite generally. This game received quite a "black eye" last week, however, when Ernest Dalton, an Eddy-street dealer, lost about $40 to a couple of men who worked in some loaded dice on him. The same gang has operated at a number of stands around town, but Dalton was the heaviest loser, having left an inexperienced man in charge at the time the game was worked.

George L. Meade is a new member of the outside force of Haas Bros., distributors of the "Adelina Patti" cigar.

John C. Conner, a well known retailer, who for several years conducted a stand at the corner of Davis and California streets, has sold out the stand to P. F. Kolnke, who has been located for some time at California and Front streets.

ALLEN.

Interesting Missouri Tobacco Statistics.

THE recent census shows that the output of chewing and smoking tobacco, snuff, cigars and cigarettes of 477 producing establishments in Missouri in 1909 was worth $30,951, as compared with a similar value of $30,884,000 from 561 establishment in operation in 1904.

According to the 1911 Red Book of the Bureau of Labor Statistics, soon to be issued, the decrease in the number of establishments is shown to be due to a falling off of profits and the absorption of the smaller by the larger factories.

Commissioner J. C. A. Hilliar said, when interviewed: "The raw material and supplies used in 1904 cost $11,926,000, and in 1909 these same articles cost $16,546,000; $30,951,000, or an increase in the cost of material and supplies in five years of $4,500,000, and in the selling price only $70,000.

"The same condition exists as to salaries and wages. In 1904, $2,700,000 was disbursed to 5,566 employes, while in 1909, 5,469 workers drew $3,607,000, a gain of $907,000 in wages and salaries.

"This salary advance was only among those who are connected with the management, office and selling ends of the industry. In the course of 1909, 1,016 thus affiliated drew $1,372,000, while in 1904 there were only 307 men and women in that line of business, and they drew only $395,000.

"There were 4,453 wage earners in 1909 and they received $2,235,000, or an average of $502 each. In 1904 there were 5,259 weekly toilers, who received $2,305,000, or an average of $438 each.

"In 1904 the 561 Missouri establishments had an active working capital of $52,821,000. In 1909 477 such factories and shops reported an active working capital of $17,342,000.

"The decrease is due to consolidation, centralization and concentration of the industry."

Consolidating Connecticut Tobacco Farms.

LATE advices from Connecticut are to the effect that there has been considerable of a round up in consolidating tobacco farms, which will be hereafter operated by a new concern headed by D. A. Shaw, lately with the American Sumatra Tobacco Co., interested with whom are several capitalists of Hartford and vicinity. About $200,000 is to be spent in equippage for raising tobacco under shade, in which industry Mr. Shaw is a pioneer, having been engaged in the business since its incipiency in Florida.

Change in Nall & Williams Plant at Louisville.

A change in the local management of the Nall & Williams plant, at Louisville, Ky., was recently made, when Pat. Hanlon succeeded John Middleton as manager. Mr. Hanlon has been elected president of the Nall & Williams Tobacco Co. He has for a number of years been at the head of the manufacturing department of the American Tobacco Co.



NEW YORK.

NEW YORK CITY.

THE market still remains in a rather stagnant condition and although there has been a noticeably increasing demand for export leaf, it is mostly the cheaper grades that are sought for, which is also limited and in consequence high prices have been prevailing.

There has been less activity in Connecticut tobacco than at the time of our previous report, but some sales of 1909 Pennsylvania tobacco have been reported.

There was also a little trading in Ohio leaf, while Wisconsin made up but a minor portion of the amount of business done.

Manufacturers seem to be replenishing their stocks steadily with Sumatra tobacco and the new crops in particular are being well received. The price is admittedly high and little indication of any recession at latter inscriptions.

The copious rains which have fallen in Cuba have been most cheerfully received even if they have arrived too late to do the material good which tobacco growers were hoping for. The filler crops will no doubt be greatly benefitted and late planting of "Vuelta Abajo," which are still in the field, and the rains may yet bring about a wonderful change in this variety of leaf.

BALDWINSVILLE.

The reports from Baldwinsville show that the leaf tobacco market as far as the local trade is concerned is very dull, and buying is about all done. A couple of New York firms are still being represented and picking up a crop here and there. Prices are about the same that have prevailed throughout the season.

At the Upson farm, east of Baldwinsville, a force of carpenters are erecting a mammoth shed which is four hundred feet long, the largest probably in the State, and is now being rapidly pushed forward to completion.

PENNSYLVANIA.

PHILADELPHIA, PA.

A MODERATELY good business can be said to have been the rule during the past two weeks in this city. Transactions have not been specially large, but a rather steady trading has been going on. Some Connecticut and Ohio tobaccos have changed hands and inquiry is somewhat stronger for Pennsylvania leaf particularly of the 1909 crops. The total volume of business is exceeding that of the month of March by a nice margin. January and February were exceptionally brisk months with our manufacturers, some few of whom are still fairly pressed with orders, while others have found a slight falling off in their trade.

Philadelphia houses do not seem to have become specially enthusiastic over the new Sumatra tobaccos although some goods are now being offered here. No heavy stocks have been thus far laid in and considerable of the business done was in old goods.

Little change has taken place in the Havana market but importers are feeling more encouraged and now have renewed hope that conditions will continue to improve on the Island. Indications are that this year's crops may be more abundant than had been anticipated for weeks past.

LANCASTER.

According to current reports from Lancaster the leaf market has recently shown considerable activity. Considerable 1910 is said to have changed hands and a number of packings of 1909 were also disposed of. While perhaps not specially significant it is nevertheless interesting to note that the activity in 1910 goods was confined largely to country packings.

W. S. Brill, of New York, secured one packing of 600 cases in Manor township; Helman & Krieder, of Lititz, sold four hundred cases to local handlers. It is intimated that 17c. was about the price realized.

There is still some buying of 1910 crops for which as much as 12c. has been paid. If warm weather continues the growers will be almost compelled to soon sell their crops or make arrangements to pack it themselves.

OHIO.

ARCANUM.

THERE has not been so much stir in tobacco this week and while a little something has been going on it was rather lifeless. No increase in price is shown but on the other hand farmers are displaying a ready disposition to sell.

DAYTON.

Some little demand has been shown for Little Dutch tobaccos of the 1909 crops but no large sales have taken place lately. Packers are certainly not inclined to offer their goods at a sacrificing figure but expect to realize fair market values in the course of time.

WISCONSIN.

EDGERTON.

IT was reported several weeks ago that the buying season was about at an end and yet there are some purchases of scattering lots being made whenever the prices approach the figures heretofore prevailing. The delivery of the 1910 crops is continuing steadily. It is stated that one large eastern purchaser has contracted for about one million pounds more than present storage will enable them to handle.

In old goods sales consists of small consignments and the hand to mouth business has been done.

Growers are now generally discussing the prospects of a new crop as well as general market conditions, which will have much to do with determining the size of their field to be devoted to tobacco culture. One thing is certain, the farmers are not burdened with any surplus leaf and in that respect are free to plant good sized acreages. All things taken into consideration there would seem to be every reasonable prospect for realizing fair prices for 1911 tobacco. The weather conditions have just lately become more favorable to farm work and the preparation of seed beds is now being actively carried on.

VIROQUA.

The crop of tobacco grown at Will Mills which was set out on July 8th to 19th last year and harvested the latter part of September was recently delivered to warehouses realizing the grower $430.00. It is rather remarkable that a crop planted so late could mature sufficiently to command a reasonable price before being overtaken by frosts.

NEW ENGLAND.

HARTFORD.

THE conquest for tobacco lands seems to be still in progress and farms which have made any kind of a reputation as good tobacco producers command good figures. It has been hinted that so many farmers have been prospecting to sell their farms at fancy prices that they almost neglected the necessary preparations for growing a crop this year. Nearly every farmer declares that he has had an offer. Meanwhile packings are being overhauled in warehouses preparatory to closing up for the season.

EAST HARTFORD.

The warehouse of E. Rosenwald & Bro. one of the largest in the State has just been closed for the season. About thirty-six hundred cases of 1910 crops have been packed of which two thousand cases were of Broadleaf and the remainder of Havana seed varieties.

CORTLAND.

Lichtenstein & Co. are expecting to have their warehouse work completed within a few days after employing a good force of help all winter. They recently had about five hundred cases to be packed but with the force in employ this can be done within a short time.

SUFFIELD.

Charles H. Brainer, of Thompsonville, recently purchased the sixty-acre tobacco farm of Wm. J. Hargraves in East street, Suffield, and transferred it to Daniel Barren of Suffield. The last named now owns 235 acres of the finest tobacco land in the town.

By a purchase of a half interest in the cigar business of Ed. Gibbons at 511 S. 16th street, Omaha, Neb., by Paul Wickham, the firm has become known as Gibbons & Wickham Cigar Co. Mr. Wickham assumed the management of the store on March 1. He had spent many years previously in Council Bluffs.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

ARTIMORE:—22,027.
For cigars, cigarettes and cheroots. March 30, 1911. S. Sukovice, New York.

HIGH-BROWS:—22,028.
For cigars, cigarettes, chewing and smoking tobacco. March 31, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

NOANI:—22,029.
For cigars, cigarettes, chewing and smoking tobacco. March 31, 1911. Wm. Steiner, Sons & Co., New York.

EL GRUPO:—22,030.
For cigars, cigarettes, chewing and smoking tobacco. March 31, 1911. The Chas. Stutz Co., New York.

PUFFIN:—22,031.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1911. Sig. Strauss, New York.

FULDERO:—22,032.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 31, 1911. S. R. Moss Cigar Co., Lancaster, Pa.

CUTHBERT:—22,033.
For cigars, cigarettes and cheroots. March 31, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

YIPSI:—22,034.
For cigars, cigarettes and cheroots. March 31, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

GARDEN OF ALLAH:—22,035.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 31, 1911. American Lithographic Co., New York.

SILVER THAW.—22,036.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. March 31, 1911. American Lithographic Co., New York.

SOME MORE:—22,037.
For cigars, cigarettes and cheroots. March 31, 1911. Jos. Kraus, New York.

EUCHRE:—22,038.
For cigars, cigarettes, cheroots and stogies. April 1, 1911. H. A. Slomberg, Pittsburgh, Pa.

LATEST FILM:—22,039.
For cigars, cigarettes, cheroots and stogies. April 1, 1911. H. A. Slomberg, Pittsburgh, Pa.

COMBINO:—22,040.
For cigars, cigarettes and cheroots. April 3, 1911. H. A. Bridgman, Paris, Ill. Re-registration by transfer. Originally registered September 10, 1902, by Slanker Bros., Paris, Ill.

LA PROVINCIA:—22,041.
For cigars, cigarettes, chewing and smoking tobacco. April 3, 1911. Schmidt & Co., New York.

GALLAGHER'S DOMESTIC STOGIES:—22,042.
For cigars, cigarettes, cheroots and stogies. April 3, 1911. Eugene Gallagher & Bro. Co., Columbus, Ohio.

GALLAGHER'S DOMESTIC HAVANA STOGIES:—22,043.
For cigars, cigarettes, cheroots and stogies. April 3, 1911. Eugene Gallagher & Bro. Co., Columbus, Ohio.

KING OF THE GYPSIES:—22,044.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 4, 1911. E. G. Perez & Co., New York.

EL REY DE LOS GITANOS:—22,045.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 4, 1911. E. G. Perez & Co., New York.

EL PRINCIPE GITANO:—22,046.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 4, 1911. E. G. Perez & Co., New York.

LOS PRINCIPE GITANOS.—22,047.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 4, 1911. E. G. Perez & Co., New York.

CHORRO HUMO:—22,048.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 4, 1911. E. G. Perez & Co., New York.

GABRIEL SANCHEZ:—22,049.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 4, 1911. Tunis Bros., New York.

ALONSO DE LA CALLE:—22,050.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 4, 1911. Tunis Bros., New York.

RODRIGO DE TRIANA:—22,051.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 4, 1911. Tunis Bros., New York.

THE BALTIMORE SUN:—22,052.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 4, 1911. W. Friedman, Baltimore, Md.

THE ATHENIAN ONLY SWEETS:—22,053.
For cigars, cigarettes, chewing and smoking tobacco. April 4, 1911. S. C. Weiss, Redlands, Cal.

ROBERT H. WEILER:—22,054.
For cigars, cigarettes, chewing and smoking tobacco. April 4, 1911. S. C. Weiss, Redlands, Cal.

APPLE JACK:—22,055.
For cigars, cigarettes, chewing and smoking tobacco. April 4, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

LA DARLENA:—22,056.
For cigars, cigarettes, chewing and smoking tobacco. April 4, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

VERALINA:—22,057.
For cigars, cigarettes, chewing and smoking tobacco. April 4, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

DOROSITA.—22,058.
For cigars, cigarettes, chewing and smoking tobacco. April 4, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

REXELDA:—22,059.
For cigars, cigarettes, chewing and smoking tobacco. April 4, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

LEOREINA:—22,060.
For cigars, cigarettes, chewing and smoking tobacco. April 4, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

ARIANE:—22,061.
For cigars, cigarettes, chewing and smoking tobacco. April 4, 1911. The Chas. Stutz Co., New York.

EL FIN:—22,062.
For cigars, cigarettes, chewing and smoking tobacco. April 4, 1911. The Chas. Stutz Co., New York.

1-60-6:—22,063.
For cigars, cigarettes and cheroots. April 5, 191. Oscar C. Sevenningsen, Auburn, Me.

CASTLEWOOD:—22,064.
For cigars, cigarettes, chewing and smoking tobacco. April 4, 1911. L. C. Wagner & Co., New York.

CHATSWORTH:—22,065.
For cigars, cigarettes, chewing and smoking tobacco. April 5, 1911. L. C. Wagner & Co., New York.

DAMASK ROSE:—22,066.
For cigars, cigarettes, chewing and smoking tobacco. April 5, 1911. L. C. Wagner & Co., New York.

DECORADO.—22,067.
For cigars, cigarettes, chewing and smoking tobacco. April 5, 1911. L. C. Wagner & Co., New York.

EL DESTINO:—22,068.
For cigars, cigarettes, chewing and smoking tobacco. April 5, 1911. L. C. Wagner & Co., New York.

DIVORCE:—22,069.
For cigars, cigarettes, chewing and smoking tobacco. April 5, 1911. Federal Cigar Co., New York.

EL IMPLICITO:—22,070.
For cigars, cigarettes, chewing and smoking tobacco. April 5, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

SIMSWICK BOUQUET:—22,071.
For cigars, cigarettes, chewing and smoking tobacco. April 5, 1911. Henry Worms & Co., Winfield Junction, N. Y.

EVERYDAY:—22,072.
For cigars, cigarettes, chewing and smoking tobacco. April 5, 1911. Crescent Tobacco Co. New York.

EVERYTIME:—22,073.
For cigars, cigarettes, chewing and smoking tobacco. April 5, 1911. Crescent Tobacco Co., New York.

ALLTIME:—22,074.
For cigars, cigarettes, chewing and smoking tobacco. April 5, 1911. Crescent Tobacco Co. New York.

THE PUBLIC:—22,075.
For cigars, cigarettes, chewing and smoking tobacco. April 5, 1911. Crescent Tobacco Co. New York.

SPARK PLUGS:—22,076.
For cigars. April 7, 1911. Hamburg Cigar and Tobacco Den, Hamburg, Pa.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

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CIGAR BROKER,
29 Randolph Street, Chicago, Ill.
Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

HARRY L. ROBY, Leaf Tobacco Broker
21 Emmet St., Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e.

N. D. ALEXANDER, Leaf Tobacco Broker
18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

CIGAR MANUFACTURER'S OPPORTUNITY.
Commodious building at Ziegierville, Pa., with plenty of help. Conveniently near Philadelphia. Moderate terms to good tenant. Apply American Ice Co., 6th and Arch streets, Philadelphia. 2-1-tf.

PIPE FOR IRRIGATION PURPOSES.
We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
167 South St., New York City. 3-15-tf.

When in the market for Pennsylvania leaf of any kind write us. We can save you money.
HERMAN STEIN,
Packer and Dealer in Leaf Tobacco, Lancaster, Pa.

WANTED—Specialty or missionary men to introduce 5 and 10-cent cigars. Address J. G. B., care Tobacco World. 4-15-h.

Help Wanted.

WE WANT a thoroughly competent salesman, who has an established acquaintance with the trade, to cover part of Pennsylvania, New York State and New England States; must be a man who can obtain a volume of business, and to such a man a good position is open. Apply by letter only, to Jeltles & Blumenthal, Ltd., 119-121 S. Eleventh Street, Philadelphia. 4-15-c.

Situations Wanted.

WANTED—Position as cigar or cigarette salesman, by energetic and well-trained young man. Philadelphia territory preferred. Address Box 4, Tobacco World, Philadelphia. 2-15-tf.

For Sale.

FOR SALE—First-class cigar store, doing good business, in a growing Illinois town. Will bear close investigation. P. O. Box 16, Hillsboro, Ill. 4-15-c.

MACHINERY AND TOOLS—Consisting of 50 H.-P. Boiler, 40 H.-P. Engine feed water heater cooking kettle, reserve tank, dipping tub, two wringers, two cutters, two shell dryers, Adt steam dryers, four conveyors steam coils, steam line shafting pulleys, hangers, belting tools, etc. Address Greenwold Bros., Walnut and Canal Streets, Cincinnati. 11-1-tf.

FOR SALE—Pure Dutch, Gebhardt or Zimmer Spanish scrap filler tobacco. These scraps are from old resweat wrapper B tobaccos—high quality, clean, dry and ready to work. Write for samples and prices. Horner Tobacco Company, 208 S. Ludlow St., Dayton, O. 3-1-ch.

FOR SALE—Pure Havana scraps, guaranteed high aroma. Price, 45 cents any quantity.

ALONZO B. PANDOZ CO., 173-175 E. 87th St., New York 8-15-ch

FOR SALE—La Flor de Tampa Cigar Factory and brand. Established thirty years. Want to retire from business. John Dzialynski, Jacksonville, Fla. 2-15-r.

FOR SALE—100 red John R. Williams suction tables, price $5 as are, f. o. b. New York; 12 short arm John R. Williams suction tables, price $10 as are, f. o. b. Philadelphia; 40 short arm John R. Williams suction tables, price $10 as are, f. o. b. Montreal, Canada; 40 Miller, DeBrul & Peters dieless, all iron, suction tables, price $10 as are, f. o. b. Philadelphia. Address Liberman Manufacturing Company, 248 N. 8th St., Philadelphia, Pa., U. S. A. 3-1-tf.

FOR SALE—Wisconsin Binders and '08 B's. Sound packings in large or small lots. C. J. Jones & Son, Janesville, Wis. 4-15-h.

FOR SALE—Wholesale and retail cigar and tobacco business, established 1844, in prominent stand, Trenton, N. J. Owner wants to retire on account of health. Splendid opportunity. Box 11, Tobacco World, Philadelphia. 4-15-h.

ARSECO:—22,077.
For cigars, cigarettes, chewing and smoking tobacco. April 7, 1911. A. S. Valentine & Son., Philadelphia, Pa.

2-70-5:—22,078.
For cigars. April 7, 1911. Home Cigar Co., Springfield, Mass.

MI MAGNA:—22,079.
For cigars, cigarettes, cheroots and stogies. April 7, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisconsin.

JUSTIVO:—22,080.
For cigars, cigarettes, cheroots and stogies. April 7, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wisconsin.

THE HUNGARIAN CIGARETTE CO.—22,081.
As a trade name: April 7, 1911. Hungarian Cigarette Co., New York.

BENNETT, SLOAN & CO'S FACTORY HAVANA:—22,082.
For cigars, cigarettes, cheroots, stogies, snuff, chewing and smoking tobacco. April 7, 1911. Sig. Strauss, New York.

TRELAWNY:—32,083.
For cigars, cigarettes and cheroots. April 7, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

BELLE AMI:—22,084.
For cigars, cigarettes and cheroots. April 7, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

LYCIDES:—22,085.
For cigars, cigarettes and cheroots. April 7, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

ALCESTIS:—22,086.
For cigars, cigarettes and cheroots. April 7, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

LA BELLE CONDE.—22,087.
For cigars, cigarettes and cheroots. April 7, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

ROYALIS:—22,088.
For cigars, cigarettes and cheroots. April 7, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

BETHESDA BELL:—22,089.
For cigars, cheroots and stogies. April 7, 1911. Cooper & Myler, Caldwell, O.

GOOD TASTE:—22,090.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 8, 1911. American Lithographic Co., New York. In use by same for thirty years.

MANLY.—22,091.
For cigars, cigarettes, chewing and smoking tobacco. April 10, 1911. L. Greeson, Detroit, Mich.

WILLIAM THE SILENT:—22,092.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 10, 1911. Klingenberg Bros., New York.

MISS PALMER:—22,093.
For cigars, cigarettes, chewing and smoking tobacco. April 10, 1911. Wm. Steiner, Sons & Co., New York.

ROYAL DUDE:—22,094.
For cigars, cigarettes and cheroots. April 10, 1911. Paragon Cigar Mfg. Co., York, Pa. (By permission.)

ROSALIA M. LADOVA:—22,095.
For cigars, cigarettes, cheroots and smoking tobacco. April 10, 1911. Stentz & Bohe, Ottumwa, Iowa.

REY-OMA:—22,104.
For cigars, cigarettes and cheroots. April 12, 1911. Petre, Schmidt & Bergmann, Philadelphia, Pa.

TRANSFER.

VO-LANT:—21,922.
For cigars, cigarettes, chewing and smoking tobacco. March 13, 1911. Fox Bros., St. Louis, Mo., has been transferred to Walter M. and Edison D. Fox. April 7, 1911.

CORRECTIONS.

FALMITA:—
Registered by Geo. Schlegel, New York, has been transferred to the Antillas Tobacco Co., New York, on December 5, 1910, should read "Palmita."

LEASE:—19,258.
For cigars, cigarettes and cheroots. December 14, 1909. Geo. A. Kohler & Co., Yoe, Pa., should read "Wm. Steiner, Sons & Co., New York."

Detroit Doings (Continued from 34)

in general quality. Howard Kinney, of H. Duys & Co., has been here several days showing samples of their recent purchases. Fred Singer is here today showing the line of S. Rossin & Son. Other gentlemen have been here but thus far I have learned of no remarkable purchase.

The Surety Cigar Co. is now in good running order. At a meeting held on the first of the month the organization was perfected and the following officers were chosen: President, Sam. T. Goldberg; vice-president, William F. Armstrong; treasurer, Edw. D. Lilienfeld; secretary, William Lichtig; sales manager, Mose Eisenberg; factory manager, William Lichtig. Mr. Goldberg states it will be the policy of the company to mae only high-grade goods. "Answer" and "Poster" are the titles of their leading brands. It it proposed to spend but little on the appearance of the packages and the cigars will not be banded. "It's All In The Cigars" will be the factory slogan. Distribution has already been placed for Indiana, Illinois, Wisconsin, Minnesota, North Dakota and South Dakota. Mose Eisenberg leaves tonight on his initial trip.

C. A. Connor, for thirteen years or more with San Telmo Cigar Manufacturing Co., left a couple months ago to look after private interests at Owosso that he felt required his attention. About ten days ago he visited the San Telmo factory where he was most agreebly surprised by being presented with a beautiful and costly horseshoe of diamonds as a mark of the company's esteem. Just to show that he appreciated it (and to sort o'keep his hand in) the next time Mr. Connor arrived in town he brought a pocket full of orders for "Pastoras" with him.

"Gordon's Standard" is the name of a cigar just about to be introduced by Alex. Gordon. It is a high-grade nickel smoke, londres, 20th's only.

San Etta Cigar Manufacturing Company, expect to place "Majestic" a new broadleaf wrapped 5c. smoke at an early date. Max Meyers is in charge of the factory.

Lilies' Cigar Co. will introduce "La Azora Triangular," a new size, to the trade at $70.

Charles Gans, representing Max Gans & Son, packers and importers, made a brief stop here on the 3rd inst. This firm operates extensively in Porto Rico in the East Central portion near Caguas, on what are known as the upland or loma soils. When questioned about the new crop Mr. Gans stated that advices just received from his father, Max Gans, then in Porto Rico, indicated the heavy rains of the past season had materially damaged the wrapper portion of the crop much of which was light and lifeless. This might prove a serious loss were it not that the very conditions that impoverished the wrappers proved ideal for the fillers, as just sufficient quality of the gum was washed out from the latter to insure their being of a sweet wholesome nature. It is confidently believed any deficiency in the wrapper crop will be more than compensated by the unusual excellence of the fillers.

Victor Thorsch, a live wire, is expected here Monday.

Charles L. Staples, Menendez Bros. & Verplanck, Tampa, and R. Fernandez, of R. Fernandez Havana Cigar Co., Key West, were here this week.

Sol Mincer, of El Mincero Cigar Company, leaves to-night for a brief visit to Chicago.

A. S. Kuder, sales manager Scotten Tobacco Co., left for Milwaukee on 5th inst, with injunction not to return until he had placed at least 'steen thousand pounds "B. B. Scrap." He had a return ticket.

Special Cigar Store Equipments.

THE Detroit Show Case Co., of Detroit, Mich., can easily qualify as specialists in cigar store equipments, being manufacturers of complete lines of high grade show cases for both interior and exterior use, in addition to complete fitting up cigar stores.

This firm is now building a line of all glass frameless cases which are far from the ordinary kind, and in which is used no metal angles or metal clamps for holding together. Instead, the edges of the glass are cemented together by a patented process, with the use of felt cushions, making an air-tight joint, and a case that is perfectly rigid.

The firm is prepared to send illustrated catalogues showing their large lines upon receipt of request from any dealer who desires to improve his fixture equipment.

Thomas F. Murphy, is equipping a new cigar store at 151 Lake street, Elmira, N. Y. A tile floor is being laid, and the place is to be ready for business about the first of May, with a full line of well known brands of goods.

Champaign, Ill., is expecting to soon have a United Cigar Stores Co. store. Representatives of the company recently visited the town and took several places into consideration.

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Have been requested to return all money to purchasers of any health humidors, all glass sanitary sales cases or any sanitary ventilating health moisteners, and glass cigar box lids, manufactured by P. A. Becker, 451 Hudson Ave., Brooklyn, N.Y. if same has not proved absolutely satisfactory, in price, quality and practicability, after 10 days' trial.

The several thousand dealers using these goods, we would consider it a kind favor if any of the above articles are not as represented in our advertisements and failed to bring results, or any suggestions from a practical standpoint how they could be improved to meet each applicants special purpose, as we guarantee satisfaction.

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Manufacturer of High Grade Display Cases of every description and Patent Sanitary Ventilating Devices.

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Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.
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Make tobacco mellow and smooth in character and impart a most palatable flavor

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Write for List of Flavors for Special Brands
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ESTABLISHED 1881

Vol. XXXI No. 9

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
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Our Little Havanas

Cigars, 3 for 5c.
Ducico
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County Fair

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Capt. Sam Brady
Pittsburg Girls
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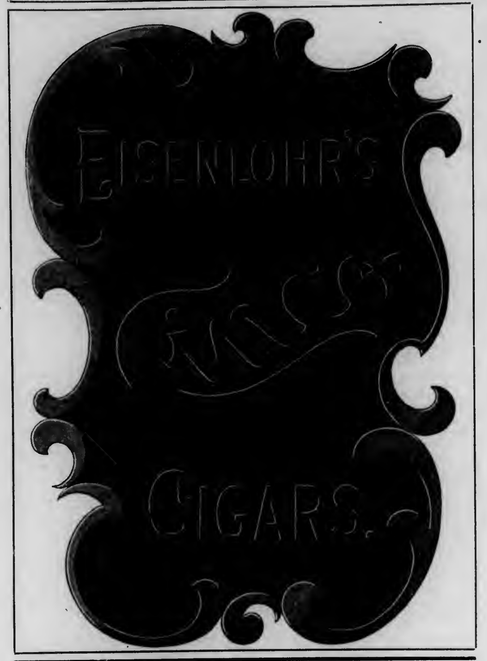
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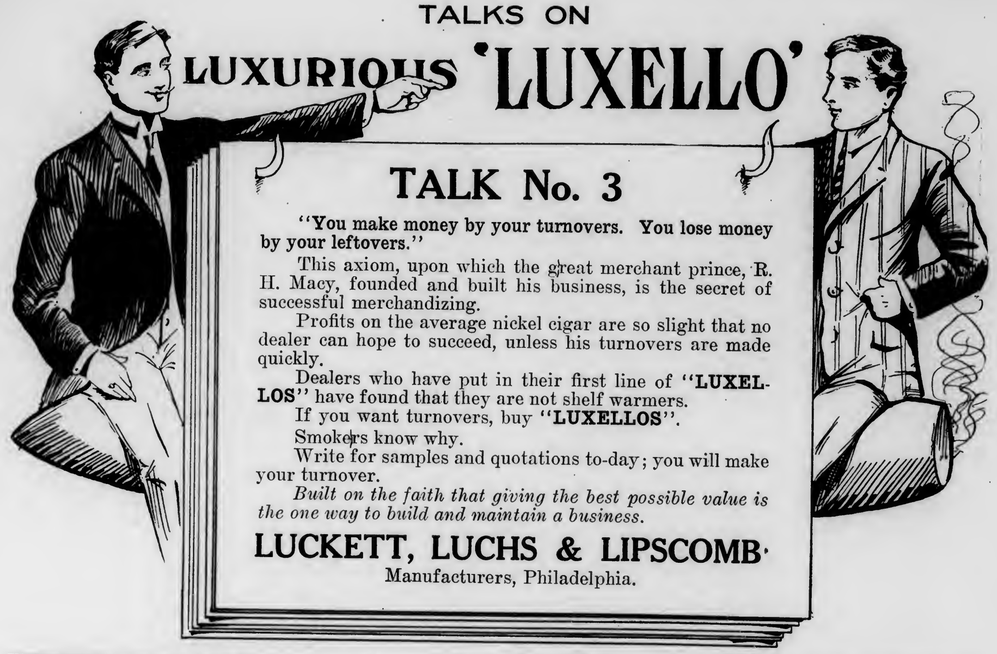
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Dealers who have sold EL BORITA 5 Cent Cigars know that they *draw trade and hold it.* Are you a wise dealer. If so, order EL BORITAS and watch your business grow. . . .

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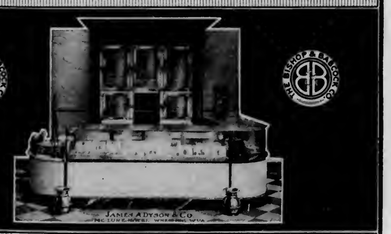
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Write for Prices. Territory Open for Distributors

W. D. SHARPE CIGAR CO.
Pittsburg, Pa.

The Tobacco World

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Two More Factories Plan To Open in Key West

Jose Lovera Company Likely to Start Branch and Ybor & Castaneda Seek Site.

KEY WEST, April 24, 1911.

TWO important new cigar factories are being planned for this city.

For several days last week Jose Lovera and D. Emil Klein, of the Jose Lovera Company, Tampa and New York, were in Key West, carefully surveying the situation with a view of locating a branch of their business here.

After thoroughly investigating local conditions, they became convinced that Key West would be an admirable place for them to manufacture a line of clear Havana cigars, and it is hoped that they will promptly decide to become permanently identified with Key West, as well as Tampa and New York.

P. Casteneda and Salvador Ybor, of the newly organized Tampa firm of Ybor & P. Casteneda, have also been here looking over the ground with a view to locating a branch factory. Both of these gentlemen are well known in Key West, and would be heartily welcome to our present coterie of manufacturers of high-grade goods. They seemed to be well impressed with the superior advantages of Key West, and it is reported that one of our most efficient factory managers will become connected with the new firm in its management of a local factory in Key West.

Strike Agitators Don't Relish Jail.

TAMPA, April 28, 1911.

JUDGE WALL, of the Circuit Court of Florida, will be here Monday, and on Tuesday, May 2nd, he will take up the case of Jose De La Campa, the strike agitator, who, together with Russel and Bartlum, were convicted several months ago of conspiring to prevent workmen from following their trade during the strike in this city. The defendants were convicted and sentenced to serve one year in jail. The case will be heard on appeal.

New Firm of New York Brokers.

A COPARTNERSHIP has been formed between Fred'k Schuler and Chas. Meissner, who have consolidated their interests and will hereafter continue in the tobacco brokerage business under the firm name of Schuler & Meissner, successors to F. Jacoby, 135 Front street, New York.

The business of F. Jacoby is one of the oldest established in New York, and for many years he was a prominent figure in Front street.

Enforcing Cigarette Laws at Atlanta.

SIX tobacco dealers of Atlanta Ga., were recently held under $100 bond for their appearance in court on a charge of having violated the State statutes by selling cigarettes to minors.

Thirteen cases had been made against dealers and clerks by local officers, who are alleged to have trapped the offenders through the medium of a youthful stool pigeon.

Prominent Key West Man Becomes Partner in New Firm

A. W. Arnold Retires from Ferdinand Hirsch Co. to Join Ybor & P. Castaneda.

KEY WEST, April 28.

IT has just been announced here that A. W. Arnold, who for a number of years has been manager of the factory of the Ferdinand Hirsch Co., of this city. will retire from that firm on June 1st, next, and join as a partner, Ybor & P. Castaneda, in the manufacture of clear Havana cigars in this city.

Members of the firm had been here several days prospecting for a suitable location to operate a large factory, and will undoubtedly do an extensive business—but specific brand names have not yet been fully decided upon.

Both Mr. Arnold and his new associates are to be congratulated upon this termination of events, and it bespeaks success to a new enterprise in this city.

Havana's New Brewery.

AMERICAN visitors to Havana who are fond of their beer, will learn with decided satisfaction that the city is to have a new brewery which will offer some active competition to the present brewing interests down there, and may tend toward the malting of better beer. The new company is known as the Campania Cervecere Internacional, and they are incorporated with a capital of $1,000,000, represented by 5000 shares of common stock at $100 par, and 5000 shares of preferred stock at $100 par.

Don Jesus Rodriguez Bautista is largely interested in the venture, and has been elected as president of the company. As is well known, Cuba has at present only two breweries, the "Havana" and the "Tropical," and these are operated by the same company, and their product is pronounced exceedingly bad (the editor speaks from experience). With a man like Don Bautista at its head, who knows how to grow such good tobacco, there is a strong chance that our thirsts may be better quenched in the near future, when visiting in Havana.

Death of L. F. Grammes.

LEWIS F. GRAMMES, senior member and founder of the firm of L. F. Grammes & Sons, manufacturers of cigar boxmaking and other machinery, at Allentown, Pa., died last week at his home in that city. The Grammes firm is one of the most widely known concerns in the cigar box industry, and nearly every establishment is using some one of the patented inventions of L. F. Grammes. The deceased began his business career in 1876, and prospered from the very first, and the firm eventually became L. F. Grammes & Sons, which will be continued by his surviving heirs. He leaves a wife and five children.

New Factory at El Paso, Tex.

A big cigar factory is about to be erected at 401 So. Santa Fe street, El Paso, Tex., by Kohlberg Bros. The new factory is to be equipped with all modern improvements, and will greatly increase the output of the Kohlberg product. The firm is engaged extensively in the jobbing business and will have a ready outlet for the goods which they expect to manufacture.

Science's Helping Hand in Perfecting the Cigar.

How Raw Leaf is Speedily Cured When Nature is Too Slow---A View of a Modern Curing Room.



ONLY a short time ago a mechanic, whose fertile brain devised a machine that could be used in cigar factories at a great saving of time and money, set out to interest a number of manufacturers in his machine. After weeks of persistent work, he gave up in despair, saying "Cigar manufacturers do not understand the first principles of mechanics. They cannot understand and therefore cannot appreciate my invention. I have never run across a class of men who knew less and cared less for the mechanical side of a business."

This comment has aroused the writer's curiosity, and led to an investigation as to its verity.

I find that cigars are being made to-day on practically the same principles as they were made fifty years ago, and that they would probably continue to be made the same for years to come. The manufacture of cigars is essentially a manual process, and every attempt to introduce mechanical devises to supplant entirely the human hand have failed.

Improvements in Sweating.

However, there have been numerous devices introduced in recent years which would facilitate handwork and increase production, but nothing has been offered which would successfully make cigars without some assistance of the human hand.

Along other lines, however, cigar manufacturers have made considerable progress in the preparation and curing of their tobaccos. Science has been called upon frequently for improved methods in the curing and sweating of tobacco leaves, and there is scarcely a cigar factory of importance to-day, that doesn't use some improved method of priming its raw product.

One of the most recent improvements along this line has been the introduction of gas in the process for sweating or re-sweating tobaccos. This process has been deemed necessary among manufacturers who frequently find themselves short of stock which has been properly aged and cured by nature. While it is always preferable to use tobacco that has passed through the natural process of curing and sweating, manufacturers often are unable to obtain sufficient tobacco of this class when they want it, and, therefore, are compelled to resort to artificial means to bring about a perfect smoke.

Uniform Temperature Necessary.

In sweating tobacco by the artificial process, it is necessary that the heat be soft and healthy, and that a uniform temperature be maintained, for often this artificial method of curing is as exacting as nature's process. It is found that ordinary illuminating gas meets these requirements in every particular.

When the manufacturer receives stock, which has not been sufficiently cured by the natural process, the leaves are bitter and dry. The hands of tobacco are sprinkled with water, which moistens and losens them from one another. After that they are put back into the same shipping cases in which they were received. Covers are nailel on them, and the cases are wheeled into the curing room, where they are piled one upon another.

In order that none of the life of the tobacco may be lost during the curing process, this room is built airtight, for much better results are obtained, when a heavy laden tobacco atmoshere is kept within the room. This would not be the condition, if a circulation of air would be permitted, as then a certain amount of the essence in the tobacco would be wafted away.

Gas More Reliable and Economical.

Gas-made steamheat is then turned into the pipes, circulated about the room, and then heat gradually sweats out the bitterness and sweetens the leaves through a process of fermentation. The time required to complete this process varies, depending upon the leaf. The rawer the leaf the longer must be the sweating. One manufacturer will cure this tobacco within a few days, while another will let it in a room for 60 days.

It is an accepted fact among manufacturers of cigars that steam is the best source of heat for artificial sweating, although some use hot water. The temperature should never drop below 115 degrees, as at any lower temperature there would not be sufficient heat. While, on the other hand, if it should go above 125 degrees the room would become so hot that the leaves would be boiled and unfit for use.

Therefore, in installing a plant similar to this, it is important to have a positive and automatic control of the heat. Manufacturers who have installed gas-heating plants find that it is more economical than coal, and requires considerably less attention.

As illustrating the modern sweating room there is published herewith a diagram of a recent installation in a Philadelphia cigar factory.

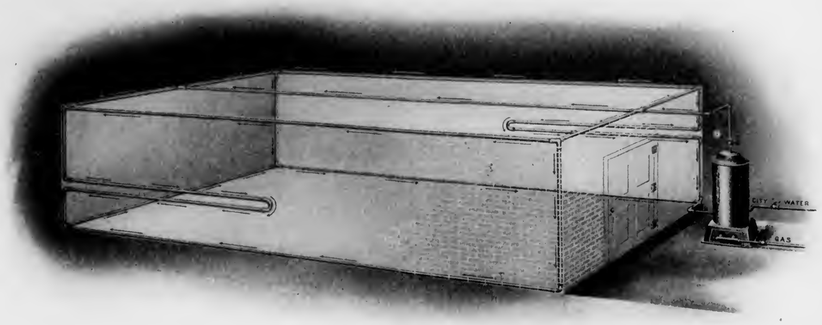


Diagram Showing the Method of Heating the Air in a Room for Curing Leaf Tobacco.

Cigar Boxes---As They Are Made To-day.

Scarcity of Spanish Cedar Leads to Necessity of Using Other Woods for Their Production.

By JAMES M. FORDYCE.

UP to within a comparatively few years, cigar boxes were practically all made of Spanish cedar, nearly all of which was brought from Cuba. Of course, there are cedars in the United States, there being a plentiful supply of white cedar in Oregon, and more or less red cedar in the South. But it has been found that these woods are not all the most suitable for cigar boxes.

The freshly cut wood of a lead pencil which has been encased in cedar imparts a pungent, pleasing odor; but if, after that, one would sniff a piece of freshly cut Spanish cedar the difference in the odor would be quite noticeable. The native red cedar seems rather strong and rank, while Spanish cedar has a very mild, delicate and agreeable odor, and for that reason Spanish cedar seems the most adaptable for cigar box purposes. The wood is porous and seems to aid the seasoning of cigars. In building humidors in which stocks of cigars are kept, Spanish cedar is used for the wood work, and for the same reason that it is preferred in cigar boxes.

A number of years ago, the consumption of Spanish cedar was noticeably on the increase and the available supply on the decrease, and consequently prices began moving up. Therefore cheaper woods were sought. But it required a substance that was odorless, and which would in no way affect the cigars packed in the boxes made from it, and the poplar was found a suitable wood.

Poplar for cigar box lumber is cut in the United States in the mountain regions of Southwestern Virginia, West Virginia, Eastern Tennessee, Western North Carolina and lately also in Alabama. While the Spanish cedar is still used almost exclusvely on the finer grades of cigars, poplar lumber is found extensively used in the cheaper grade goods, and it is estimated that of the cigar box lumber sold in the United States at the present time about one-half is Spanish cedar and one-half or a little more is poplar.

During March there were manufactured 617,004,083 cigars. Assuming that the average size package is a twentieth, it would have required 12,140,081 boxes to contain this number of cigars, and since it requires about 1250 feet of box lumber per thousand boxes, the consumption of box lumber during that month would have been 15,175,000 feet. At the same ratio, there would be required during the course of a year 182,000,000 feet of box lumber.

At the time of the insurrection in Cuba, it became impossible to obtain a sufficient supply of Spanish cedar, and recourse was had to Mexico and other Central American countries. The cost of bringing it here was higher, and prices continued to advance. After Cuba was again opened to business and railroads were extended the length of the Island, the supply of Spanish cedar was again drawn from there. The price lowered somewhat, but as the sources of supply most easily available were exhausted by the constantly increasing consumption, Spanish cedar prices again began on an upward trend.

After these cedar logs are cross-cut into given lengths, which depends somewhat upon the character of the logs, they go one after another to the opening saw, by which process the log is squared, and then it is sawed into section-like pieces of thin planks, and these are the pieces from which later the veneers are cut.

The veneers of thin boards, sawed from any one of the individual pieces of timber are called collectively a "flitch," and from the veneer saw the boards go into the open air for a preliminary drying for a day or two, according to the atmosphere, and then they are put through the dryer between rollers. These dryers are heated by steam pipes. They are 100 feet long, and in it are five tiers of rollers placed one tier above another. The rollers in each tier are in pairs just far enough apart to let the veneers through.

After this the veneers go to the planing machine, over which is a close-fitting hood, from which the shavings go to the boiler. The planing machines smooth both sides of the boards at once and leave perfect surfaces.

After leaving the planers, the veneers go to the sorting room, where they are assorted and graded and then put up into bundles and tied, not only to keep them from warping, but also for convenience in handling. Every bundle is marked with the dimensions of the boards, the grade and the total number of feet contained.

In the sorting of veneers, there is found more or less stuff defective that would not go into any regular merchantable grade of veneer, but these defective veneers are not lost; there is always some part of the strip that can be used, and these are re-sawed and made into cigar box shooks. And so it will be seen that in sawing Spanish cedar in a cigar box lumber mill there is very little that goes to waste.

Notwithstanding all these economics being practiced, Spanish cedar prices are advancing because of the natural decrease in the supply.

Plans are being arranged for the building of a cigar factory at North Wales, Pa., provided thirty hands can be guaranteed to start with. The scarcity of dwellings in that borough seems to be the greatest drawback to the project.

Detroit's Youngest Cigar Salesman.



"Save your orders for Dad."—HUGH BARRY, Jr.

This is a reproduction of a clever advance card sent out by Hugh Barry, traveling representative of Lee & Cady, Detroit, Mich.

Lancaster Opens Her Arms for Leaf Tobacco Convention.

Elaborate Preparations Have Been Made for Entertaining Delegates Attending the National Cigar Leaf Tobacco Association, May 8th and 9th.

LANCASTER, April 28, 1911.

ADVICES received from Louis A Kramer, chairman of the entertainment committee of the Lancaster Leaf Tobacco Board of Trade, which association will this year entertain the delegates to the Thirteenth Annual Convention of the National Cigar Leaf Tobacco Association, indicate that elaborate preparations have been made for entertaining the delegates here this year.

The responses already received by the local committee show that the attendance will be quite as large as has been the rule in later years, and that delegates from various local associations throughout the country will be present. The convention promises to be interesting and helpful, and from a social standpoint to be in keeping with Lancaster's far-famed hospitality.

The Stevens House, one of the oldest hostelries in this city; the Hotel Wheatland, and Hotel Lancaster are designated as the principal headquarters of delegates.

The convention will be held in one of the commodious halls which is adjacent to all the hotels, and a special outing is planned for late Monday afternoon and evening, the details of which the entertainment committee refuse to divulge. In fact Chairman Kramer promises a few surprises to the delegates.

Many of the delegates who have already declared their intention of being in Lancaster this year, recollect the very pleasant time they spent here upon the last previous occasion.

The Lancaster Leaf Tobacco Board of Trade has been organized into various committees, each one of which will very carefully discharge its respective duties, but upon the entertainment committee has fallen the most arduous portion of the program. Other committees consist of banquet, music, decorations, etc., and reception.

The entertainment committee consists of Louis A. Kramer, chairman; H. P. Taylor, Chris Nolt, J. H. Hoober, M. H. Ranck, A. H. Sondheimer, Milton Michaelis and Raymond A. Hieland.

There is some speculation going the rounds as to the probable candidate for president of the association, and the name of A. B. Hess, of Lancaster, is being strongly advocated in some quarters; while some mention is also made of Julius Vetterlein, of Philadelphia.

On the other hand there are quite a few who seemed inclined to believe that what is commonly termed as a "dark horse," among which is William J. Sneeringer, of Baltimore, might not be an improbability.

New Novelties for Cigar Dealers.

THE Spuhler Novelty Company, of Pittsburgh, Pa., is now offering a large line of novelties suitable for retail cigar establishments. Their new snake novelty is proving a very attractive and fast seller. They also issue a catalogue giving wholesale prices which are sent free upon application to the company at Department H, Pittsburgh.

Herman Moss, of the S. R. Moss Cigar Co., Lancaster, Pa., is at present covering the Northwest, and some good reports were received from him at Seattle, etc.

Trade Notes

A. J. Grant recently opened a cigar store in Parker avenue, Sayre, Pa.

G. H. Crane, with Kraus & Co., of Baltimore, was a visitor in Detroit last week.

Louis Sheipers has purchased the cigar store of P. Libbey, at 301 Essex street, Lawrence, Mass.

Herbert Hevener has bought the interest of George Eastin in the cigar store of Wood & Eastin, at Vinton, Ohio.

The Sherwood-MacPherson Company, of Chicago, have purchased the retail cigar business of Gallagher Bros., at Litchfield, Ill.

The Sperbeck & Coats cigar store, on D street, Marysville, Cal., has been sold to Ed Taber, who formerly owned the place.

M. H. Barnett has filed plans for a cigar factory to be erected at 451 Worthington street, Springfield, Mass., at a cost of about $13,000.

C. E. Yale & Son, formerly at Burlington, Vt., have removed to Ocean City, Cal., where they have opened a cigar factory.

The A. P. Canny Cigar Co. factory at Ottumwa, Ia., was recently damaged by fire, causing a loss of about $1000.

J. F. Peterson, cigar manufacturer, at Galina, Ill., has been prospecting for a new factory location at Warren, Ill.

Michael Davitt has sold the Imperial Cigar Store, 20 East Market street, Wilkes-Barre, Pa., to Ted Reilly, of Parsons, who has already taken charge.

Henry Lederer, cigar manufacturer, of Brooklyn, N. Y., died last week at the age of forty-eight years. He was born in Bohemia and came to this country in 1881.

Charles Litz, a cigar manufacturer of Menominee, Mich., is removing to Marinette, Wis., where he has bought a property and will erect a new factory.

Benjamin Salomon, well-known cigar manufacturer, in Kalamazoo, Mich., recently retired from business after a successful career of more than a quarter of a century.

The Model Cigar Company, of Pittsburgh, with a capital of $10,000, was recently incorporated by C. Tannenbaum, Isaac Sieman and Alexander Sieman, all of Pittsburgh.

The cigar box factory of Charles S. Scott, in the Star Theatre Building, at Ithaca, N. Y., has been sold to D. E. Palmer. Mr. Scott is retiring on account of ill health.

The Helena Cigar Manufacturing Co., at Helena, Mont., recently began operations in the manufacture of clear Havana cigars. The proprietor of this factory is J. O. Clime, who was formerly engaged in the business in Pennsylvania.

W. A. Levings, with the Compeer Cigar Company, of Indianapolis, has been spreading glad tidings of "Plantista" cigars throughout Cincinnati and vicinity during the past fortnight.

Harry Gilberg, traveling representative with Park & Tilford, of New York, recently visited Detroit jobbers in the interests of the "Rey Eduardo" Key West cigars.

H. L. Siddall recently visited the cigar trade in the Northwest in the interests of Manrara Bros. & Co., New York and Tampa.



Entertainment Committee, Lancaster Leaf Tobacco Board of Trade.
Louis A. Kramer, Chairman.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

BENJAMIN LIPSCHUTZ, president of the "44" Cigar Co., of Philadelphia, is a fast driver, and if you should ever catch a glimpse of him on the suburban roads at the wheel of his big 60-horsepower automobile, you can understand somewhat the dynamic force in his personality, which is faintly indicated by the speed with which he sends his big car along the road.

It takes a fast driver to establish a modest little business, and then within fourteen years to bring it up to the front rank of the cigar manufacturing concerns of the United States, but that is just what Benjamin Lipschutz has done.

In March, 1897, a modest little establishment was opened by the subject of this sketch at No. 44 North Twelfth street, Philadelphia, just two doors from Filbert. In casting about for a name under which to make a popular priced cigar for his customers, Mr. Lipschutz selected "44," the number of his store, and the old colored janitor of the building in which he was located, said that "his lucky star had sure arisen."

Today a pilgrimage through any part of lower Jersey, Pennsylvania, Delaware and territory for miles and miles around Philadelphia, discloses the familiar red and white "44" cigar signs, nailed on fences, trees and barns, all indicative of the popularity of the five-cent goods which are made in Philadelphia under that label.



MR. B. LIPSCHUTZ.

When Mr. Lipschutz started in business, he was just 31 years of age, and within five years found it necessary to rent a factory building at 1237-39 Filbert street for the manufacture of his famous brand. He kept driving all the time, with a high speed clutch thrown in, and last year the "44" Cigar Co., now a corporation, of which he is president, occupies down at Eleventh and Wharton streets, Philadelphia, one of the most commodious factories found in the State of Pennsylvania.

Here they employ over 500 hands. They travel ten salesmen in all sections of the United States, and their sole energies are concentrated in the production of "44" five-cent cigars, and "Adlon," their ten-cent cigar, which was placed on the market first time last year, and which has met with such a rousing reception.

Mr. Lipschutz makes it a point to drive himself, both his business and his car, and any one visiting the plant will quickly realize this fact. He has a bright energetic personality, and has achieved success because he believed, like the seers of all time, that success meant work. He and his whole family worked and worked hard.

Mr. Lipschutz's home life is a very happy one; his most estimable wife having proven a great source of comfort and help to him, and he has three children, two daughters and one son, the latter, Mr. Max Lipschutz, being at the present time his father's first lieutenant, as well as the advertising manager of the business.

The "Havana Stick" Offering.

THE Eitel & Cassebohm Company, of Louisville, Ky., are now offering their "Havana Stick" in panatella size, retailing at five cents, as a standard of the highest quality, excellent workmanship, and contained in a craftsmanlike package. Several imitators have been suppressed and the trade is cautioned against the use of this title in connection with cigars. This company is one of the best known establishments of Louisville making standard goods, and they are offering attractive inducements to jobbers everywhere.

F. C. Clements, of W. K. Gresh & Sons, Norristown, Pa., has been visiting the jobbing trade through the Middle West and met with a particularly cordial reception at Kansas City.

New Building for Reynolds Tobacco Company.

PLANS have been completed and a contract awarded by the R. J. Reynolds Tobacco Company for the erection of another monster storage house for leaf tobacco, at Winston-Salem, N. C. The building is to be 264 feet by 140 feet, and will be located between Eighth and Ninth streets, near the Norfolk & Western Railway. It will have a siding on the railroad.

A recent display of cigars in the window of Theo. Netter, 1215 Market street, this city, included the "7-20-4" 10 cent cigar, made by Roger G. Sullivan, of Manchester, N. H., and the "Blackstone," also a 10-cent cigar from the factory of Waitt & Bond, Boston, Mass.

P. S. Lowrie, representing A. S. Valentine & Sons, of Philadelphia, has returned to his home at Kansas City after a whirlwind trip among his jobbers.

PROBLEMS of the RETAILER

Two Minute Chat with the Dealer.

TO gain the full and unreserved confidence of a customer is no easy task by any means. But once it is gained the cigar dealer should take no chance on losing it. There are a good many men who fail to appreciate the confidence of a customer at its real value and often sacrifice it needlessly.

There is not much danger that one will lose a customer who had become to believe in a store and to rely upon the judgment of its keeper, and it is the customer who has no particular confidence who is often just a bit suspicious that there may be an effort to pass him a lemon. He may therefore quit your store at any minute transferring his trade to some other place.

Again, there are instances of cigar dealers who are absolutely on the level with their customers and who would under no circumstances take advantage of them by foisting inferior goods upon them, but who still do not succeed in winning the customer's confidence.

This can, perhaps, be ascribed to several things. Flippancy or a cynical manner of speech; a manner which leads customers to suspect that there would be no hesitancy in dumping any kind of smokes upon an unsuspecting customer, if he thought he could get away with the proposition is often a cause.

Then there is another type of men who fail to win and hold the confidence of customers because they fail to restrain a sort of eagerness of manner, although it is as a matter of fact, oftener a mere mannerism that means nothing, and a mannerism that might easily be dispensed with if he only realized how much that would be to his advantage.

It is a bad practice to overpraise your goods. For they may prove a big disappointment to your customer simply because they do not live up to the reputation that has been given to them.

The Punctilious Cigar Dealer.

THE real successful man is always on time and those less successful are usually more careless about promptness. They don't realize how much time is lost in waiting for the fellow who is always behind time.

Horace Greely said that if a man has no regard for the time of other men why should he have for their money? What is the difference between taking a man's hour and taking his dollar? There are many men whose time is worth a good many dollars per hour.

Without punctuality it is impossible to make the most out of life. Some people seem to get along in spite of tardiness, but it is certain they could have accomplished more and have been held in greater respect and esteem if they had not this failing. The man who is always on time inspires confidence and the feeling that he can be depended upon in all things.

The really great men are always punctual. For instance, John Quincy Adams when in Congress, was so prompt that the speaker of the House of Representatives knew when to call the house to order by seeing Mr. Adams go to his seat. Once a memb · said that it was time to begin. "No," said another. "Mr. Adams is not in his seat." It was found that the clock was three minutes fast and promptly on the minute Mr. Adams arrived.

Have Confidence in the Employer.

IT frequently happens that the average cigar store clerk has too little confidence in his employer, and yet next to his best friend is he. He may not show it, that is true, for he may not be the embracing kind. Probably few employers of large forces are. But he has the clerk's interest at heart nevertheless, because it is really his own interest, and generally he will be found to be a mighty good friend to confide in. More or less trouble sometimes comes into the life of young men, financially and otherwise, which the clerk usually tries to shield from his employer rather than to take the courage to tell him. But usually he hears of it anyway, and if he had been let in first, the thing wouldn't sound nearly so bad to him. It has cost many a young man a position to ignore confidence in his employer.

It is a bad and evil prectice in almost every instance for a clerk who may be offered a better position, to decide without talking it over with his present employer, for his experience of men and conditions is wider and more natural than that of the average young man or clerk and if he likes you his advice will be valuable.

Window Bulletins.

North, South,
East and West,
You'll find our cigars
In every man's vest.

WOULDN'T IT JAR YOU
TO FIND YOU
HAD BEEN SMOKING
A POOR CIGAR
WHEN YOU CAN
BUY THE
ORANGE FLOWER for 5c.

YOU'LL GET ALL
THAT'S COMING
TO YOU
IN ONE OF OUR
SWEET CLOVER
5c. SMOKES

George A. Lyman, of Springfield, Mass., has sold his cigar store to James L. Fegan, tobacconist, on Davis street, Greenfield, Mass., and John G. Bryant, also of Greenfield. The last named will take charge of the store, which is located on the Cooley Hotel Block.



A FINE and fancy story has been going the rounds recently concerning the method of using tobacco adopted by soldiers and miners of the United States, who are unfortunate enough to be exiled in the ice fields of Alaska. According to the man who spins the yarn, it is too cold up there with the wind blowing thirty-five miles an hour, and a temperature of forty degrees below zero, to smoke a pipe or to take a wee nip of chewing tobacco, and any man venturesome enough to do so is sure to turn up with cracked lips, which will remain raw all winter. The soldiers discovered a way of absorbing the tobacco into their systems without smoking it. Some wise miners learning of this trick of the soldiers, made experiments with the tobacco leaf by tying it in their armpits or against the solar plexus, and the results were most satisfactory to the most inveterate users of the weed, in that they were able to get the effect without the work and difficulty of smoking in the open.

The story sounds fishy, and it would be a pity to have to tie a few Castaneda "Coronation Specials" under the arm to get their full benefit, should the usage of this trick become popular in the United States.

* * *

I wonder how many of the thousands of people in the tobacco industry in all its phases have ever really seen a tobacco seed. Talking lately to David Rust, representing the big Landreth Seed Co., whose "Model Farms" are located at Bristol, Pa., he pulled out a few samples of the Sumatra tobacco seed which had been produced up at Bristol. There were several tobacco men standing around when this little package was shown, and one of them frankly admitted that he had been in the business for twenty-three years and had never hitherto seen the tobacco seed. I examined them with a great deal of interest. The seed are infinitesimally small, dark brown in color, and look very much like a handful of pepper, almost, indeed, like snuff. Landreth sells his seed at $20 per lb., or $2 per oz., and states that they have obtained a growth of from five to seven feet in height, and produces as much as 2,000 lbs. to the acre.

Odd, isn't it, that a commodity so well known as tobacco should be so unfamiliar in its primary state?

* * *

I herewith tender my sincere sympathy to Sylvan Coblentz, the energetic young Pacific Coast broker, who was married about three weeks ago. Not on account of his marriage, for on this he is to be congratulated, but owing to the fact that while he was away on his honeymoon trip, a low down Japanese butler, who had been working in his home in San Francisco, took advantage of the natural carelessness exhibited on such an important occasion as the bridal trip, and decamped with some $1500 worth of Mrs. Coblentz's jewels, which she had hidden in an old shoe in the closet of her room.

These jewels were not only valuable, but were family keepsakes, dating back several generations, and included two beautiful solitaire rings worth over $1000. I sincerely hope that Mr. Jap and his loot will be quickly apprehended.

Cigar manufacturers, who are ever alert for suggestions for new brands for cigars, will do well to study the telegraphic despatches on the Mexican Rebellion. The insurgents, led by a number of adventurous Americans, are keeping the wires hot with good, live news these days.

One of the late dispatches from El Paso, Texas, reads as follows:

EL PASO, TEX., April 10.—Just returned from an interview with Colorado Maduro (as per instructions), and find that everything is all right for any old kind of a war desired by recently accused "hysterical headline readers."

Maduro is fortified with a carload of Fourth of July distance run medals and a goodly supply of Pittsburgh stogies.

As I sailed over the alfalfa back of headquarters, I heard both of the rebel army shouting the freshman war cry, thus:

"RAW! WAR! RAW!
"WAR! RAW! WAR!
"COL-O-RA-DO,
"MADURO, CIGAR!"

Realizing the smoke of battle would follow the battle for smoke, I landed and ran into two hungry soldiers of misfortune. They turned out to be Americans by birth, bankers by profession and Mexicans because the first boat out of New York landed in Vera Cruz.

They welcomed me, and my ammunition carried in the left hip khaki pocket, an then took me in to interview.

I was just getting down to the real facts about the war when in rushed a disorderly who, after proper salute and salutation, shouted some information to Colorado that sounded like the one best bet on the third at Juarez.

* * *

"My wife has the feminine idea that a cigar is a cigar, and that one is like all the rest," said a smoker. "The other evening she was going to the grocer's, and I asked hr to stop at the corner cigar store and get me a cigar, mentioning the brand. I gave her a nickel and she started up. When she came back I thought she looked rather jubilant. 'See here,' she said, 'you always pay five cents for your cigars, don't you?' I admitted it. 'That's just like you men,' she went on. 'You are always getting stuck. It takes a woman to get the worth of her money. You pay five cents for one cigar and here I go to the same place and get four for five cents.' And she actually did produce four pieces of rope that would choke a man with a cast iron throat. Then she got mad because I refused to smoke 'em."

* * *

Everybody is more or less of a Philistine to everybody else, but there is one kind of a Philistine which a great many smokers will recognize. He is the man who judges a cigar's merits by the length of time it will last under the application of an average amount of drawing. When he recommends a brand he says: "Try that one; it will last you half an hour." He never says that is good The smoking car is said to be the favorite haunt of this creature.

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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EDITORIAL.

In no other business does personality play such a prominent part as in the manufacture and sale of cigars. Asked recently as to whether he feared a monopoly in the cigar business a leading manufacturer replied that he did not, because there never could be a monopoly in personality. Combinations he contends too often eliminate personality and put the business on a machine-like basis.

Personality in the Cigar Business.

There is something about the cigar itself which makes the business largely devolve on personality. This feeling is largely inherited on Cuban soil, where cigars were first made by hand and probably always will be.

The cigar being a purely hand-made product, brings with it the personal touch and artistry of the maker. The blendings and combinations of tobacco are largely the result of the genius of some maker, who consider the discovery of a new blend as great as his greatest achievement.

This personal touch from the fingers of the cigarmaker, is handed down through the manufacturer and the distributor, who, in choosing his stock for his store, makes his selection largely from personal choice and the choice of his patrons; and lastly the consumer, placing a hand-made cigar in his mouth, comes in direct personal touch with the product of the first hand—the cigarmaker's.

Cigar smokers in turn display their personality in the selection of their favorite brands and regard the discovery of a new brand, which suits their fancy, as largely a matter of personal perspicacity.

This touch of personality running through the industry, can be traced back even further to the field of the cigar leaf itself, but that is another story, largely devolving on the individual ideas of the tobacco planters.

In a business where personality counts for so much, manufacturers would do well to keep their own personality well to the front.

The Walker Bill Unwelcome to Tobacconists.

The storm of protest which greeted the introduction of a bill in the New York legislature to levy a tax upon retail tobacco stores, will likely put a quietus on it.

The bill, which was introduced by James J. Walker, has plunged this heretofore obscure lawmaker into the turmoil of politics, and brought upon his shoulders, the wrath of thousands of retail tobacconists.

The Walker bill provides for a tax of $10 on retail tobacco dealers in cities of under 50,000 population. Applications for a license certificate is required, similar to that now granted liquor dealers, and the dealers are also required to furnish a bond. Like liquor regulations, the dealer is called upon to display his license to public view.

Just what inspired Mr. Walker to introduce this bill is not clear. If his bill were solely aimed to regulate the sale of cigars and tobacco without any attendant tax, it might stand some chance of passing.

The average cigar dealer, under present conditions, is in no mood to bear any additional tax burdens.

Why Walker considers it fine fun to throw bricks at his head, is up to him to explain!

Uncle Joe Cannon's love for a cigar has plainly permeated the Lower House of Congress, and the smokers are in trouble.

Some of the new members, feeling very fresh and important, have seen fit to light their perfectos during sessions of Congress and it has required the sergeant-at-arms from the Speaker's desk to make them cease smoking.

Recently the Speaker of the House had a clerk to read the rule prohibiting smoking in the Congressional Chamber at all times.

Fortunately for the Congressmen, there are plenty of luxurious lobbies and anterooms where genius can meditate and prepare for the battles on the floor.

The "New York Herald" is receiving some urgent appeals for smoking cars on the various transportation lines of that city. Some of the readers wax eloquent and intimate that life isn't worth living unless provision is made for free and easy smokes, both on the subway and surface lines.

all that's new with JOBBERS and DISTRIBUTORS

Parker-Gordon Co.'s Kansas City Store.

THE Parker-Gordon Cigar Company has opened a store at 113 W. Eleventh street, Kansas City, which is in charge of Powhatan G. Gordon; in fact, it is expected that Mr. Gordon will make his permanent home in Kansas City.

From this point the firm will cover Southwestern Missouri, Southern and Central Kansas, and other territory to the Southwest from the Arkansas line.

Their selling staff includes A. F. Rohr, formerly with the Evans-Smith Drug Co., cigar department; George S. Spaulding, for a number of years with T. Wright & Co., St. Louis; O. A. Edmonds, J. W. Kelly and Lee Fells.

New Jobbing Firm at Omaha, Neb.

GEORGE ROGERS, formerly local representative of another company, has now organized a jobbing house of his own, and is already actively engaged in the business at Omaha, Neb.

He began operations with a force of fifteen men, which will be increased as the business progresses. He contemplates carrying a $100,000 stock of goods, a large portion of which has already arrived. Traveling men representing him are now on the road and the business is beginning to move steadily.

New Denver Jobbing House Incorporated.

THE newest jobbing house to be incorporated in Denver, Col., is the Manhattan Cigar & Importing Co., which has been organized with a capital of $25,000. The incorporators are H. H. Hindry, A. S. Friedman and G. K. Brewster, all of whom are attorneys at law. It is quite probable that some cigar man will eventually head the new enterprise.

Rothenberg & Schloss Distributing "Contract" Cigars.

THE Kansas City establishment of Rothenberg & Schloss, who are distributing "Contract" cigars in their territory, recently received the first consignment of these goods in a new shape—londres, put up in tenth packages. The goods, of course, are also still being handled in other shapes packed in twenties. Al Rothenberg, of this firm, recently spent a vacation at Hot Springs, Ark.

New "Pastora" Distributor in Milwaukee.

THE list of jobbing houses throughout the country specializing on the "Pastora" cigars of the San Telmo Cigar Mfg. Co., of Detroit, is rapidly increasing. Quite recently the John Hoffmann Sons Co., wholesale grocers, of Milwaukee, Wis., took on the "Pastora" brand, and energetic work is already in progress. The results so far obtained indicate a very successful campaign in that city.

The new "General Arthur," cigar, a 5-cent size, is making a popular hit in New Orleans, where it is being distributed by Charles Meyer & Co.

Harriman & Son New Denver Jobbers.

CHARLES B. HARRIMAN and his son Earl, who were formerly salesmen with Rothenberg & Schloss, at Denver, Col., have launched in the jobbing business on their own account, and will begin operations on May 1st. They have secured the account of A. S. Valentine & Son, of Philadelphia, and will feature the "Flor de Valentine", a high-grade seed and Havana cigar, and the "Betsy Ross" and "Old Reliable" as their nickel leaders.

Distributing "El Verso" Cigars in Denver.

THE "El Verso" ten-cent cigar, made by the Deisel-Wemmer Co., of Ohio, is now being very successfully handled by the Niles & Moser Cigar Co., at Denver, Col. They have been featuring the cigar in their retail department, and its apparent heavy sale seem to have whetted the appetite of other dealers to also handle them.

"El Borita" Cigars in Kansas.

THE "El Borita" nickel cigar, of John Steigerwald & Co., of Philadelphia, recently made its appearance in Kansas City, where it is being handled in a wholesale way by the W. Gronewig Cigar Co. The success of the "El Borita" in other territory has impressed the house very favorably, and its several salesmen are taking a deep interest in their new lines.

The Imperial Valley Mercantile Co., at El Centro, Cal., has taken on a line of "Lawrence Barrett" and "Tom Keene", made by Bondy & Lederer, New York, and will do a subjobbing business on them through Colorado. The order was placed through J. J. Gans & Bro., of Los Angeles. To encourage this enterprise the manufacturers are sending their coast representatives through that territory on an extensive advertising campaign.

Fred Barman & Bro., of Los Angeles, Cal., are supervising extensive missionary work in the interest of the "Flor de Moss" and "Chimo" brands, which are Havana and nickel goods respectively, and made by the S. R. Moss Cigar Co., of Lancaster, Pa. A. G. Bradbury, representing the manufacturers, is now covering that territory, and is doing much to extend their trade.

The Kansas City Cigar Co., at Kansas City, Mo., will move on May 1st to 412-14 East Ninth street, in that city, where largely increased facilities have been obtained. They are wholesale dealers exclusively and are specializing strongly on the "Sight Draft" cigar of W. K. Gresh & Sons, Norristown. These goods are now being offered to their trade with bands, which is a new feature for them, and it has taken well.

The "Generalidad", of H. C. Nolan & Co., Philadelphia, is now being boosted in fine shape in California, by the Hammon-Lowry Cigar Co. of Los Angeles, who are the distributing agents. It is expected that a salesman will be put out to work exclusively on the "Generalidad".

Jobbing Trade Notes

Wm. Weil, well-known jobber at Altoona, Pa., last week visited the factory headquarters of Antonio Roig & Langsdorf, Philadelphia, and expressed great satisfaction with the success he has met with in distributing their "Flor De Girard" ten-cent cigar in his territory. Mr. Weil is one of the oldest distributors of this factory, and is showing a very good trade on their products.

The LaShelle Cigar Company has taken a long time lease upon a storeroom at 104 E. Main street, Marshalltown, Iowa, where extensive changes and improvements will at once be made. The lease on their present premises does not expire for some time, but they are expecting to sub-let it for some other business.

The Cohen Cigar Company, at Fort Scott, Kansas., is at present installing one of the largest humidors that is in use in that part of the State. This has been necessitated by the growing business which the firm is doing, and they have been adding several retail stores, all of which are supplied from their main depot, where the humidor is being installed.

The Martin Brothers Cigar Co., Waterloo, Iowa, has purchased a new cigar store in Cedar Rapids, formerly known as the Pinkney & Truesdale store, located at the corner of First avenue and Second street. The new store will probably be in charge of Hope C. Martin.

The C. C. Taft Co., of Des Moines, Iowa, extensive cigar jobbers, recently secured the services of Jim Coates as a salesman. Mr. Coates was formerly with Fay Lewis & Bro., but had left their employ to engage in another line.

Sam H. Brunswick, wholesale tobacconist of Pittsfield, Ill., has admitted his brother, David I. Brunswick, to an interest in the business. This house is one of the most extensive jobbers in smokers' goods in the Middle West.

In Cincinnati the Geo. A. Voig Cigar Company has more than doubled its business on "44" cigars in the past six months, and sales seem to be increasing daily. The goods are said to be on sale in nearly every prominent store in that city.

The Manhattan Cigar & Importing Co., of Denver, Col., has been incorporated with a capital of $25,000 by A. H. Hendry, A. F. Friedman and G. K. Brewster, all of Denver.

The Miles-Morgan Cigar Company, at Springfield, Mass., have removed their factory from Willow street to more commodious quarters at 22 East Court street.

Kain & Reinhardt have succeeded to the ownership of the Bijou Cigar Store, at 1626 Second avenue, Rock Island, Ill., formerly conducted by Lutes & Bay, which firm has been dissolved.

According to sales records of the Kingsbaker-Klingenstein Co., of Los Angeles, an increasing demand is existing among dealers for the "Arab" and other cigarette products of the Surbrug Co. of New York.



A "ROUND-UP" FLOAT
In the Parade During the Mardi Gras Celebration at New Orleans.

The "La Megas" brand of V. Guerra Diaz & Co., of Tampa, is now being vigorously pushed in Colorado by the William A. Stickney Cigar Co. of Denver, who are the distributing agents. They were recently visited by Harry C. Culbreath, who represents the factory.

The "Originator" and the "Charter" brands of E. M. Schwarz & Co., of New York, were recently given an impetus at Denver, Co., during a visit to the trade there by D. Emil Klein. While in that city, Mr. Klein made his headquarters with the Metropolitan Cigar Co.

Through the energy of J. G. Thomasson, manager of the cigar and tobacco department of the W. H. Harris Grocery Co., at Richmond, Va., the "Havana Ribbon" cigars are said to be now on display in nearly every cigar store in that city.

Bier, Saalburg & Company, San Francisco, are conducting an advertising campaign in that city on their "Sam Sloan" nickel cigar and "Cortez" clear Havana cigars.

C. C. Taft & Co., of Des Moines, Iowa, are reported to be doing very fine business on the "44" cigars, made by the "44" Cigar Co., of Philadelphia.

The Hammond-Lowry Co., of Los Angeles, Cal., which recently took on the distribution of the "Generalidad" 10 cent cigars of H. C. Nolan & Co., Phila., has been compounding its orders since the first of the year, at a rate which indicates that this brand is making friends and patrons.

Items of Interest

Edward T. Flynn has opened a new cigar store at 104 Lake street, Elmira, N. Y., which has been handsomely refurnished with modern fixtures.

The cigar store of Lebewohl and Novick, at 65 Causeway, Boston, was recently plundered by thieves who got away with $80 worth of goods.

A. S. Hovey, a cigarist at Lynn, Mass., has procured quarters in the Boice Building on Exchange street as a cigar establishment.



Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Manton-Govern Co. Changes Hands.

ON May 15th, the Manton-Govern Co., which has been located for some years past at 90 Wall street, and who have been engaged in the manufacture of Porto Rican cigars, will admit to membership J. M. Logan, and the firm will be known thereafter as the Logan Tobacco Co. Both J. D. Manton and J. M. Logan were formerly associated with Cayey-Caguas Tobacco Co., and for six years past M. Logan has been the head salesman of the latter company's force. The new alliance on its face looks promising, and should result in an important new factor in the Porto Rico branch of the industry.

Jerome Regensberg Returns to Tampa.

AFTER spending a few days in New York, Jerome Regensberg, of E. Regensberg & Sons, returned to Tampa last week. He had accompanied his brother Mortimer to this city for a short visit to office headquarters here. Mr. Mortimer Regensberg will remain in town for some time. Anent the Tampa situation he states that there is still somewhat of a shortage in the number of workmen in some sizes of goods but upon the whole things are improving quite steadily and rapidly. Marc. D. Brummer, Pacific Coast representative of the house was a recent arrival at the New York office.

New York Men in T. P. A.

AT the meeting of the New York State Division of the Travelers' Protective Association, held at the Victoria Hotel on April 22nd, several prominent tobacconists were elected to offices. Neil McCoull was elected president; W. W. St. John, the prominent retailer was elected to membership on the board of directors; Samuel Baer, well-known broker was made chairman of the sick and relief committee; while L. Harry Fisher, of the Fisher & Yglesia Co., Brooklyn, was made chairman of the railroad committee. In addition to these, Mr. Lemlein and A. D. Scholz were elected delegates to the National Convention to be held in Philadelphia this month. Nearly every member present pledged himself to work energetically to increase the membership during the coming year and the energy displayed by them in entering upon the task is indicative of success.

It is learned from H. E. Korn of the Key West Cigar Factory, that the sales of the Key West Factory in New York City have almost doubled themselves in volume during the past six months. Such distributing houses as Austin Nichols & Co., etc., are placing these goods in large quantities.

F. Rodriguez Sails for Europe.

FELIPE RODRIGUEZ, proprietor of the Elite factory, of Havana, arrived in New York on the Ward Liner "Saratoga" last week, accompanied by his estimable wife, who will be recalled as the daughter of Salvador. Rodriguez. Mr. and and Mrs. Rodriguez spent a few days shopping in New York and sailed for Europe, Saturday, 29th ult., for a two months' trip. While in New York, Mr. Rodriguez called at the newly occupied salesroom of his American selling agent, Max Schatz, 82 Wall street, New York.

New Krinsky Cigarette Factory in Brooklyn.

I. B. KRINSKY, manufacturer of cigarettes in this city, is now having a new factory building equipped at Roebling and North Fourth streets, Brooklyn, which will be ready for occupancy in about sixty days, and which it is intended shall supplant the present factory in New York. It will be architecturally very attractive and equipped with every modern facility for the successful handling of a large amount of business. The sales of the "Lotus," "Fifth Ave.," and other brands of this house are gaining rapidly.

New Factory for Marcelino Perez & Co.

MARCELINO PEREZ & CO., manufacturers of the "Tuval" and other brands of Clear Havana cigars have secured a new home at 235-239 William street to which access can be had from 12 Duane street. They will take possession as soon as some necessary alterations and improvements can be made and which they hope can be completed by the end of the month. The new premises will afford them largely increased facilities and is in a very convenient location.

Theocareda's Egyptian Cigarette Factory Planned.

A NEW cigarette factory is being planned by D. Theocaredas to be opened at 2786 Broadway, near 108 street, where it is expected to manufacture high class Egyptian goods retailing at prices ranging from 15 to 30 cents. In 1860 Mr. Theocaredas began the manufacture of Egyptian cigarettes at Cario, Egypt. He expects to specialize upon monogram work.

The sales of "Alvagar" Porto Rico cigars, made by Alvarez & Garcia, are steadily on the increase. Mail orders are arriving plentifully and salesmen are also meeting with much success in placing them with new accounts.

New Lithographic Firm Organized.

AN announcement was made last week that a co-partnership had been formed between Samuel Kaufman, Oscar Pasbach and J. Abram Voice, and that they had located at the corner of Greenwich and Morton streets, New York, and would conduct a general lithographic business, specializing on cigar labels and cigar bands, under the firm name of Kaufman, Pasbach & Voice.

They have an up-to-date establishment with the latest improved machinery, and have had years of experience in the lithographic industry, which bespeaks success in their venture.

They have secured a total floor space of about 10,000 square feet and now have at work a force of artists and engravers, all of whom are experienced men.

Samuel Kaufman, who has a wide acquaintance in the cigar trade, will be the general road representative, while the office management will be taken in charge by J. Abram Voice, assisted by David Kaufman, the manufacturing department being in charge of Oscar Pasbach.

Estate of the Late A. L. Kaufman.

LETTERS of administration on the estate of the late A. L. Kaufman, member of the cigar manufacturing firm of A. L. & M. L. Kaufman, have been granted to his son, Arthur Kaufman. The late Mr. Kaufman left no will, and his estate is valued at more than $1,000,000, which will be divided among his five children and two grandchildren. His personal property alone is estimated at $300,000.

F. R. Hoisington, president of the Cayey-Caguas Tobacco Co., was notified last week of his appointment by the New York Credit Men's Association, of New York, as the delegate to the National Convention of that very important body, which will be held in Minneapolis this month. On the same date, Mr. Hoisington also received notice of his election as a trustee of the "Leaf Tobacco Board of Trade, of the City of New York," and he was named as an alternative delegate to the National Convention, which takes place in Lancaster next week.

E. P. Oaks has just returned from a quick trip to as far west as Chicago, in the interest of the "Kings Club" cigar, which they have had on the market now for about a year. The Cuba Cigar Co., of which Mr. Oaks is the head, has recently occupied much larger salesrooms at their location, 3 Park Row, and their business is flourishing in the broadest sense. Honestly made goods, perfectly packed, and intelligently sold—is the answer.

L. B. Jandorf, the capable representative of E. Kleiner & Co., has been making things hum down in the Lone Star State with Kleiner's "Grand Republic" brand, and we learn that within the past fortnight he has succeeded wonderfully well in placing these goods with some of the best jobbers in Texas. At last reports Mr. Jandorf was in Wichita Falls, and he is one of the few cigar men on the road who are not complaining.

Max Schatz, general representative in the United States for the "Sol" and "Elite" factories, at Havana, recently returned to New York from a trip through the West and South.

Among the visitors to the office of the Cayey-Caguas Tobacco Co. during the past week was Louis Lange, of Lange & Co., distributors at Portland, Ore.



A WINDOW OF CASTANEDA'S" BY THEODORE STEWART, NEW YORK CITY.

Fisher & Yglesia Co. Opens Tampa Factory.

THE clear Havana cigarmaking firm, Fisher & Yglesia Co., have completed the removal of their manufacturing plant from their old stand, 120-122 Livingston street, Brooklyn, N. Y., to Tampa, Fla. In the Southern cigar metropolis, they have leased the Seminole Building, which has recently been rebuilt at the corner of Twenty-second street and Seventh avenue, in Ybor City, and they have christened it the "Danton" factory, in honor of their most popular and high-grade cigar, "The Danton." Mr. Yglesia, of the firm, has moved to Tampa, and will, as heretofore, be in complete charge of the manufacturing end of the business, while L. Harry Fisher will remain in the New York headquarters and take care of the business management and general selling arrangements.

For the present, their offices will continue in the old location in Brooklyn, but they are looking around now for a Manhattan salesroom.

G. A. Lorenz, who has been for six years past with Cuesta, Rey & Co., and has proven his worth in the disposal of their product, has been engaged by the firm to look after their sales over the Western territory, from Chicago to the Pacific Coast. This looks like a very fortunate acquisition on the part of the Fisher & Yglesia Co., and Mr. Lorenz is sure to popularize "Danton" cigars in localities hitherto untouched.

The three Diaz brothers, Pedro, Victor and Joseph, are also associated with the company, and Pedro is now in Havana purchasing tobacco, while Victor and Joe are with Mr. Yglesia in Tampa completing the final arrangements for starting manufacture.

The company have orders to the extent of 125,000 cigars now on their books to comprise their first shipments from the new Tampa factory, and in honor of the change of locale, the "Danton" cigars will hereafter appear banded with a new label, which is worked out in fourteen colors, and pronounced one of the handsomest pieces of lithographic work turned out in some time.

PHILADELPHIA.



Fauth & Ogden Relinquish Old Corner.

ONE of the landmarks of the downtown section passed away last week with the retirement of Fauth & Ogden from the corner at Third and Market streets. It has been known for several months that rentals had been steadily advancing on this property, and that the firm had decided not to remain any longer under former conditions, much less at an advance. The landlord was steadfast in his demand for more money, and the firm decided to retire from the location; in fact, the firm is dissolving, Mr. Fauth retiring, while Mr. Thos. A. Ogden has taken a new store at No. 6 North Third street and is now having it put into thoroughly good shape. A lot of surplus stock, etc., was sold at auction on Thursday last. They will continue with all their former brands—"Cosmos," "Doxrod," etc.

T. & O. Co. Now Making "La Vianda" Brand.

The Theobald & Oppenheimer Company, of this city, have announced the procurement by them of the "La Vianda" title formerly used as the leading Clear Havana Cigar by the Hooker Cigar Mfg. Co., of Minneapolis, which company retired from business the first of the year. The T. & O. Co. will continue to manufacture a high class article under this brand and the distribution has already been placed with the W. S. Conrad Co., of St. Paul, who will place them throughout their entire territory. They will be made up in five sizes ranging in price from $70.00 to $90.00 and the first shipment will go forward within a week.

T. H. Hart & Co.'s New Quakertown Factory.

THE new cigar factory of T. H. Hart & Co., at Quakertown, is being opened, the firm having secured the Stoudt Cigar Box Factory Building, which has undergone a thorough renovation and remodeling. Wm. G. Suelke, an old-time cigar manufacturer of Quakertown, and lately with Weber & Co., of New York, will be in charge of the new Hart factory. The firm contemplates introducing several brands, and will soon announce its leaders.

Shipton & Payne Co. Distributing "El Gonzalez" Cigars.

THE North Fifth street jobbing firm of Shipton & Payne Co. recently took the distributing agency of the "El Gonzalez" brand of cigars made by Heilbronner & Jacobs, of this city. They are meeting with good success on this brand, and are confidently expecting it to become one of their strongest leaders.

Increasing "Partagas" Sales in Philadelphia.

AMONG the welcome visitors to the offices of the TOBACCO WORLD during the past week were Robert E. Lane, the United States representative of Cifuentes, Fernandez y Ca., manufacturers of the "Partagas" Havana cigars, together with B. S. Screven, one of Mr. Lane's representatives. It is Mr. Lane's opinion that the high quality of his firm's product merits a larger patronage in Philadelphia and he proposes to see to it that local houses will have every opportunity or supplying their customers with "Partagas" cigars.

Mr. Lane has made remarkable progress in extensively placing the "Partagas" goods since the account was taken up by him and now proposes to expand activities in this city which Mr. Screven will undertake, and expects to spend some time here.

"El Draco" Brands Forging Ahead.

THE El Draco Cigar Mfg. Co., has secured the services of B. Wertheimer as a traveling salesman and he is now out on his initial trip through the New England States, where he will show the trade the firm's three specialties, "Stratford" and "Rutherford" in high class ten-cent goods and "Conisor," a fine nickel proposition These lines have been forging steadily to the front during the last five months and can today be found in the stock of every high class hotel, club and cafe throughout Eastern Pennsylvania and New Jersey, and the progress made has encouraged the house to extend their operations into many new fields.

Boosting Krinsky's Cigarettes in Philadelphia.

H. A. LEVINE, general manager of the Egyptian cigarette factory, of I. B. Krinsky in New York, spent a short time in Philadelphia this week en route to Baltimore and Washington to call upon the trade in the interest of their "Lotus" brand of cigarettes. He informs us that the sale of these goods is increasing at a rapid rate. In fact so fast that a new factory building has become imperative, and is now in process of erection in Brooklyn.

Trade in the West has been remakably good on the products of John Steigerwald & Co. and an unusual number of large orders have been reaching the factory during the last fortnight for their "La Tonia" ten-cent, and "El Berita" five-cent cigars.

Seashore Business on "44" Cigars.

BLIPSCHUTZ, president of the "44" Cigar Company, was spending the past week at Atlantic City and vicinity, looking after the firm's extensive shore trade. He was joined a few days later by his son Max, the advertising manager of the house, and together they are making a very complete campaign.

W. S. Teague, one of the new members of their sales force, is now working his way to the Coast, and has been sending in some very good sized orders all along the line.

"Havana Ribbon" Cigars in New York State.

REPRESENTATIVES of Bayuk Bros., Philadelphia, have lately placed the "Havana Ribbon" cigar of that firm in a number of new establishments throughout New York State. Among the more recently opened accounts are those of Dearstyne Bros. Tobacco Co., of Albany; Louis Killeen, of Schenectady, and the Jones-McIntosh Tobacco Co., of Ogdensburg.

F. B. Robertson, popularly known as the "Ambassador," has joined the selling staff of William C. Becker, cigar manufacturer on Girard avenue, and is now extolling the merits of the Wiliam Keith 10c. cigar, which is made at the Becker factory. Mr. Robertson covers, principally local territories, where he has an extensive acquaintance.

The work of remodelling the new factory of Hilbronner & Jacobs, 11th and Christian streets, is now well under way and the firm is expecting to get possession a little earlier than they had anticipated and will remove their offices from the Denckla Building where they are now located to the new factory headquarters sooner than they had expected.

The Independent Cigar Company's establishment at 107 North Thirteenth street, was seriously damaged last week by a fire of unknown origin, which occurred in another portion of the building, consuming a considerable quantity of cigars they had in stock, and by burning off the gas meter it also caused an explosion.

Mrs. Philip Beaston, the mother of P. Beaston's Sons, cigarists, at Thirty-seventh and Spruce streets, was recently attacked in an attempt to rob, by a 14-year-old boy who was delivering groceries. The young culprit was held upon the charges made against him and sent to the House of Detention by Magistrate Yates.

Y. Pendas & Alvares, makers of the "Webster" and other well-known clear Havana brands, were represented last week in Philadelphia by Edwin L. Ackerman, who is now making his home in this city.

J. B. Hostetter, with A. J. Golden, wholesale tobacconist, of Norfolk, Va., was a visitor in this city during the past week, and called on several factories whose products are being handled at Norfolk.

Jacob Labe, of the firm of Benjamin Labe & Sons, Philadelphia, importers and packers, sailed on April 15th for Amsterdam, and he will be in attendance at the balance of the inscriptions of Sumatra tobacco to be held this year.

W. N. Jennings, at 1305 Arch street, who was the official photographer at the recent Tobacco Trade Show, has since the closing of the exhibition received a number of orders for additional photographs of some of the exhibits made.

Factory Notes

Reorganization of Ithaca Cigar Factory.

A RE-ORGANIZATION of the cigar business of A. H. Platt & Co., at Ithaca, N. Y., is now in progress and local capitalists of that city are being offered an investment in the 7 per cent. preferred stock of the company. The Platts Company states that it is making rapid progress, but needs additional capital. Local subscriptions to its stock have been coming so slowly that an ultimatum was issued stating that unless the offering was taken up more liberally the business would probably be transferred to some other and more advantageous point.

This firm has for many years been manufacturing the "Ultimatum" cigar, which is now largely on sale in New York and other States. It is understood that overtures have been received by the company to locate at either Cortland, N. Y., or Scranton, Pa.

Factories in Contemplation at Oklahoma City.

THROUGH Paul B. Smith, secretary of the Home Products Manufacturers' Association, of Oklahoma City, Oklahoma, the retail cigar dealers of Oklahoma have been invited to participate in a movement looking to the establishment of one or two new cigar factories in that city.

Mr. Smith said that the De Witt Co., of Ardmore, would remove its factory to Oklahoma if the retail cigar men gave assurance of patronizing the firm. He also said that another big cigar manufacturing company of Joplin, Mo., contemplated removing to Oklahoma City, and it seems to now be up to the local retailers of Oklahoma City to decide whether they want the additional factories located there or not.

New President of Tobaclets Co.

AT a meeting of the executive committee of the Tabaclets Company, Norfolk and Richmond, which was held at the Norfolk offices, W. H. Bramblitt, of Pulaski, Va., was elected president of the corporation. Mr. Bramblitt is president of the Peoples Bank, at Pulaski, and is otherwise largely interested in financial operations. Under his active and vigorous direction the Tobaclets Co. is destined to assume a valuable and enviable position in the trade. The business of this company is the manufacture of chewing tobacco in a new and novel form.

R. J. Reynolds Co. Introducing New Line.

THE R. J. Reynolds Tobacco Company, of Winston-Salem, N. C., is introducing a new tobacco under the brand of "Stud." It is already meeting with success at several places in which it has been offered, and some particularly attractive window displays are being made. "Stud" tobacco is a smoking mixture of high grade, and during a recent fine display made at the Schas cigar store, on South Main street, Asheville, N. C., a large business resulted.

New Factory at Jacksonville, Ill.

A NEW factory is being projected at Jacksonville, Ill., which is to be in operation by the middle of June.

W. H. McGrath and A. J. Ebert have formed the firm of McGrath-Ebert Co., and are now looking about for a suitable location in which to establish their plant. Mr. McGrath was formerly with the L. Kent-McGrath Co., of Jacksonville, Ill., and has had for several weeks the establishment of such a business under consideration.

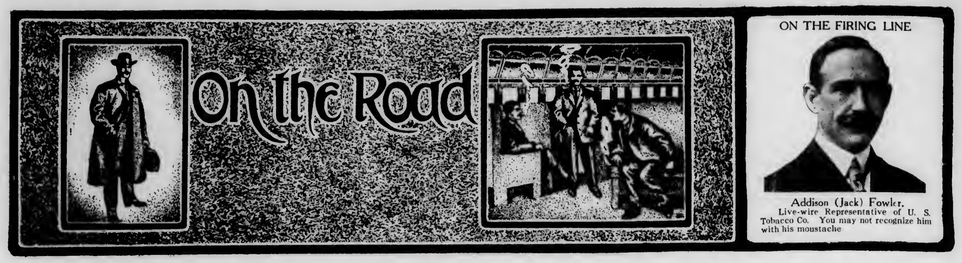
New Snuff Factory Completed.

THE Rockford Snuff & Tobacco Company, Rockford, Ill., has completed a large addition to their plant, making it virtually a new factory. The company has been in its present quarters nearly six years, and during that time has built up a large business, which was increasing at so rapid a rate that the additional facilities were imperative.

A new cigar factory was recently opened in the Max Cohen Building, at Michigan avenue and Grapevine street, Indiana Harbor, Ind., by L. Sterling, who has already succeeded in placing his goods among dealers in that city.

The Mascot Cigar Company has succeeded to the cigar manufacturing business of W. A. Palmer, at Pontiac, Mich. Mr. Palmer has been in business for more than twenty years and is now retiring.

John Dolan and Thomas Crowley have formed a partnership and will open a cigar factory in the Dolan Building, Fourth and Liberty streets, Ansonia, Conn. Mr. Crowley was formerly a member of the firm of Crowley Bros., and by whom Mr. Dolan was employed as a cigarmaker. Both are experienced men.



E. R. Singleton, the Prince of "Savaronas."

IN modern day competition it takes a big man to sell a million high-grade cigars during the course of a year. But Edward R. Singleton has just arrived in New York, the headquarters of the Cayey-Caguas Tobacco Co., with a first year's record that runs away ahead of the standard quoted. The name of Edward Singleton is one to conjure with in the South, as far as the sale of high-grade cigars is concerned, and since his alliance with the Cayey-Caguas Tobacco Co., "Savaronas" have been smoked throughout the South as never hitherto.

H. G. Morris, with L. Sanchez & Co., clear Havana cigar manufacturers of Tampa and New York, passed through Philadelphia this week on his way to Cleveland, Detroit, Chicago and other Western points. He reports that his firm is exceptionally busy, and that the capacity of their factories is being taxed to the utmost.

The "Smoke Craft" cigars of A. L. & M. L. Kaufman, New York, never before had a more thorough exploitation on the Pacific Coast than they are now receiving at the hands of Eugene Stoltz, factory representative, and who will spend some time in that territory.

Val G. Keogh was last week visiting the trade in Indianapolis in the interests of John W. Merriam & Co. Mr. Keogh had just covered a part of New York State, where he found business conditions highly favorable.

O. L. Myers, sales representative with the 44 Cigar Company, Philadelphia, has lately done fine specialty work at Cincinnati, Ohio, where he was operating in conjunction with the George A. Voige Cigar Co.

C. C. Hillabrand, formerly with Gustav A. Moebs & Co., of Detroit, has severed his connection with that concern and joined the selling staff of the San Telmo Cigar Mfg. Co., and will continue to cover his former territory. He has already done some very effective work in Northern Ohio.

George Becker, general travelling representative with Calixto Lopez & Co., New York and Havana, has been shaking hands with his friends in Detroit and other Western points during the past fortnight.

R. B. McKitterick, with M. Melachrino & Co., has been doing some remarkably good work in Chicago and vicinity on his firm's "Non Plus Ultra" 25-cent package of high-grade cigarettes.

J. B. Price recently joined the selling staff of Gans Bros., of New York, and will cover Pennsylvania and New York States territory.

"Melachrino" cigarettes are receiving a special boost in Southern California, which territory is now being visited by W. L. Munson, general representative for M. Melachrino & Co., of New York.

Warner Searl, with the Juan F. Purtuondo Cigar Mfg. Co., Philadelphia, is doing fine work in the Middle West, and during a recent visit to Cincinnati he booked some very substantial orders for the Portuondo product.

After covering the Middle Western States in a very thorough manner, A. N. Turner, with G. S. Nicholas & Co., New York cigar importers, has returned to office headquarters in New York.

E. R. Lincoln, with P. Pohalski & Co., of New York, recently returned to that city after a visit through the Middle West. He reported an exceptionally good business at St. Louis.

S. W. Levine, southern representative of the E. H. Gato Cigar Company, New York and Key West, is now on a trip through the South. Some good reports are already being received.

W. B. Bisco, travelling in the South for Gans Bros., of New York, has been sending in a number of duplicate orders for the "Gambro" and other leading products of that house.

L. Bartman, a salesman connected with the Philadelphia office of the United States Tobacco Co., recently covered New Jersey with good results.

Gus Lorenz, representing Fisher & Yglesia Co., of Brooklyn, N. Y., was recently showing their line of Tampa-made goods in Michigan, spending some days in Detroit.

Philadelphia cigar men were recently called upon by E. Kleiner, of E. Kleiner & Co., makers of the "La Famosa" cigar in New York.

E. G. Cohen, representing the Royal Havana Cigar Mfg. Co., of Baltimore, has been doing some real live work in placing their "Yellowstone Park" cigars through Northern Ohio.

Thomas F. Gray, representing the clear Havana firm of Garcio Pando & Co., New York, passed through Philadelphia, last week from the West.

Sol Rosner, now with E. M. Schwarz & Co., of New York, was recently covering the New England States with gratifying results.

Richard W. Edwards, covering the Middle Western States for Antonio Roig & Langsdorf, Philadelphia, has reported to the factory some very good business in his territory.



The Trade in Key West.

Gato Cigar Co. Building Addition to Factory.

KEY WEST, April 24, 1911.

THERE are prospects of several new cigar factories being located here in the near future.

A. Aurelio Torres, president of the Principe de Golfo factory, accompanied by Mrs. Torres and their children, who have been spending several weeks in Cuba, returned home this week. Mr. Torres purchased a large quantity of tobacco while in Cuba and he states that he was successful in buying a very choice lot. The output of this factory has shown a decided increase during the last few months and the demand grows daily.

Mrs. R. Fernandez, wife of R. Fernandez, left last week for New York, where she will meet Mr. Fernandez and they will go to Chicago for an extended visit.

Walter J. Lighthourn, manager of the Cortez Cigar Co., made a short business trip to Havana last week. They are all rushed at this factory to keep up with the orders.

Francisco Fleitas, of the firm of S. & F. Fleitas, is in Cuba purchasing tobacco.

All of the manufacturers in Key West have been obliged to make extra trips to Cuba to buy more tobacco this year.

Manager A. W. Arnold, of the Ferdinand Hirsch Company, left on Monday night for Havana, where he will remain several days on business.

The infant daughter of C. W. Sanderson, chief clerk of the Ruy Lopez Co., died last week after a short illness.

President John Wardlow, of the Ruy Lopez Co., is kept very busy these times. Mr. Wardlow states that telegraph orders are the rule, rather than the exception, in the Lopez Co., but for the last few weeks they have been coming in in droves, so to speak, and it keeps everybody on the hustle to keep up.

The E. H. Gato Cigar Company has again found their present quarters inadequate and work was started this morning on an addition to the factory. This is the second addition to be made in a year. The new building will have accommodations for 400 more workmen and will greatly assist in the manufacture of their brands. For many months they have been turning out 2,000,000 cigars a month and now they expect to greatly increase this amount. E. H. Gato, Jr., accompanied by his family, returned home last week from an extended visit to Cuba. President E. H. Gato will probably arrive here in a few days.

The Martinez-Havana Company reports good business with many new customers having been added in the last few weeks.

The Havana-American Company is rushed as usual. An exceptionally fine quality of cigars is being made at this factory at the present time and Manager H. E. Mahoney has just cause to feel elated over the results. Considerable progress has been made in the work of tearing down the old factory, in preparation for the erection of the new structure, which will be built on the old site.

N. B. RHOADS.

Perkins Again President of Cigarmakers' Union.

THE official journal of the Cigarmakers' Union of America announces that J. W. Perkins has again been elected president of the Union by a majority of 1917 over H. C. Parker, his principal opponent.

Mr. Perkins has been for years the head of the organization and never had the opposition which he found this year in Mr. Parker, who is a Philadelphian. Parker alleges unfairness in the count and declares that he should have been announced the successful candidate.

During an interview Mr. Parker said: "The machine was determined to win, and although my strength was great, they simply counted me out."

Chas. E. Bentley, of the Edgerton Cigar Co., Edgerton, Wis., has rented a store at East Milwaukee and Bluff streets, Janesville, Wis., where he will open a retail stand.

News from the Windy City.

Numerous Local Changes---Trade Visitors---General Conditions.

CHICAGO, Ill., April 29.

THE general condition of trade for the past ten days has not been what is usually expected at this time of year. There is considerable complaint, both among the retail dealers and manufacturers. The cause for this is inexplicable, but for the past ten days this complaint has been general. Not only in the cigar trade but local conditions generally in the industrial life of Chicago, are not what they should be. One large freight forwarding association informed your correspondent, however, that out of town business was good and that their association had plenty to do and that they had the same kind of a report to make on other associations that they were indirectly associated with. The labor unions that are in a war among themselves have about twenty million dollars worth of building operations tied up, which not only keeps several thousand men idle, but also affects a large number indirectly; no doubt this contributes a large share of the slowness in general trade circles.

D. Schrader & Co., Washington street and Fifth avenue distributors of "Favorite Sons," have announced that they will remove to 26 East Randolph street, May 1.

How keen Chicago dealers are in keeping a lookout for desirable locations was made evident this week when Samuel Marco secured a long term lease on the building at the corner of South Fifth avenue and Adams street, beginning January 1, 1912. The store will be remodeled with large glass fronts, which will make it especially attractive for a cigar establishment. Mr. Marco does not expect to be able to get into it, however, before March 1, 1912.

The Tom Jones' cigar store in the Royal Insurance Building has been sold to Leopold & Mergentheim. They have secured a long term lease and will move from their present location to their new acquisition on May 1.

C. A. Chambers, well known among the cigar manufacturing trade as the representative of the John J. Crooke Co., manufacturers of tin foil, left this week for a trip to St. Louis and the Southwest. This company enjoys a good trade in the South and Southwest.

Chicago's gambling syndicate had a rude awakening when the police raided the cigar store at 4514 Evanston avenue one night last week. The much talked of wide open town "if Carter Harrison is elected Mayor," failed to materialize. What is known as the "Gambling Syndicate," headed by O'Leary and Tennis, have in years gone by been in the habit of picking out very desirable locations in the suburbs of the moderately well to do and start a cigar store with some young man who was a good mixer and soon made numerous friends in the neighborhood. As soon as they were established they would start a poker or crap game in the back room and run it on the quiet. Some one gave the Evanston avenue place a tip that it was "all right, throw her wide open, boys," the tip proved to be wrong and as a result a raid was made on the place and several players were hauled to the police station at 3 o'clock in the morning.

Chas. Shafer, a cigarmaker well known in labor circles, living at 752 West Thirty-seventh street, was assessed a fine of $35 by Municipal Judge Scully one day this week for beating his 17-year-old daughter.

George E. Cummerow, a young attorney, caused a panic in the courtroom of Judge William E. Dever recently, when he threw a lighted cigarette into a cuspidor. The court was not in session at the time, but a large crowd had assembled from the Italian quarters as the result of an Italian murder case that was to be called. As soon as the cigarette landed in the cuspidor a loud explosion resulted, filling the room with smoke and setting fire to one of the wooden pillars. A cry of "Black Hand" was raised and there was immediately a jam in the doorway. Several of the women present fainted. The supposition is that some practical joker wanted a little fun and had placed a handful of gunpowder in the cuspidor.

Strikes as a rule do not help business, but the Grand Rapids, Mich., cigar dealers have no complaint to make as to the condition of trade for the past ten days, where 7000 skilled mechanics are idle and the entire furniture industry of the city is paralyzed. Your correspondent found on a recent trip to the furniture city that the strikers in most cases, instead of hanging out around the saloons, were making numerous cigar stores their headquarters, and as a result trade for the time being has received a boost.

A. H. Caro, of Bustillo Bros. & Diaz, came in from Minneapolis last week and spent a few days.

Mr. Daily, head of the Zeno Novelty Co., of Indianapolis, and well known among the tobacco trade of the Middle West, was among the visitors in Chicago this week.

A. B. Adair, who represents the Memphis branch of Best & Russell, is having great success with the firm's line through Mississippi and Louisiana, according to reports that are coming to the Chicago headquarters of that company. This firm recently leased the corner store in the Arcade, at Nashville, Tenn., where they will open up a high-class cigar store.

HENRY T. PRICE.

B. M. Fitzgerald has purchased the Wales Hotel Cigar Stand, at Dubuque, Iowa. He will install modern fixtures and carry a line of high-class goods.

TAMPA TIPS

Tampa Factories Hum with Business.

TAMPA, FLA., April 26.

IF the present rate of cigar shipments continues, and the summer shipments show the same basic increase, this year will go down in the history of the Tampa cigar manufacturing industry as the banner one of its existence. In every branch of the cigar manufacturing business the recovery from the conditions which ushered in the year has been phenomenal. Shipments are steadily holding over the "million-the-day" mark. Receipts of tobacco from Cuba are running nearly 5,000 bales the month, while these receipts, together with withdrawals from the bonded warehouses, are excellent barometers of the conditions existing.

The Centro Espanol Society, headed by Celestino Vega, of the cigar manufacturing firm of that name, has voted to erect two magnificent clubhouses, one in Ybor City and one in West Tampa, the buildings to cost $65,000 each. The society has on hand now $112,000 of the necessary funds and the balance will be raised in short order. The society is composed largely of manufacturers of cigars and workers in the cigar factories, and apart from their clubhouses, they already own and support one of the finest hospitals in the South, where members are cared for when ill. It was a matter of much pride to President Vega that when the election was called to decide on the buildings in question the voting was practically unanimous. Architect Fred J. James, who drew the plans for the Y. Pendas & Alvarez, Samuel I. Davis and other of the handsome factory buildings, will prepare the plans for the West Tampa building. Architect Kennard will draw the plans for the Ybor City building.

No small interest centred in the appeal cases of Jose de la Campa, "Britt" Russell and J. F. Bartlum, before Judge Joseph B. Wall, in the Sixth Judicial Circuit Court, when they were called last week. These three men, responsible in a large degree for the long and disastrous strike of the cigarmakers and other tobacco workers in this city last summer, fall and winter, were convicted, as will be recalled, in the Criminal Court of Record, of conspiracy, and sentenced to spend one year each in the penitentiary. They appealed their cases to the court now noted. Counsel for both the accused and the State agreed on a continuance, however, and the cases were accordingly set for May 2, when they will be heard. Apart from the counts on which they were indicted all three men face additional counts as well, and if the higher court sustains the lower, and the State shows a disposition to press the other cases the three strikers will face more trouble when they have served their time.

Sanchez y Haya, back in their handsome factory, which was damaged by fire, are enjoying a splendid trade. The firm's old established reputation and the excellence of their goods have made them a favorite with smokers throughout the country.

Manuel Sanchez, manager for Berriman Brother's factory here, went to Jacksonville last week on a business trip and to meet M. W. Berriman, of the firm, who has been spending some time in New York.

BLARDONE.

"44" Cigar Company Wins Suit.

ON April 15, 1911, the Hon. Charles I. Landis in the Court of Common Pleas, at Lancaster, Pa., in the injunction proceedings of the "44" Cigar Company vs. Emanuel Cohen, trading as the Globe Cigar Company, at Ephrata, Pa., rendered a final decree making the injunction permanent. The defendant is prohibited from selling and offering or exposing for sale a brand of cigars similar in appearance to the well known Lipschultz's "44" Cigars.

Tom Allen in New Tobacco Concern.

The Allen-Warfield Company, of 763 Broad street, Newark, N. J., has filed articles of incorporation with a capital at $100,000 of which $1,000 is paid in. The company is organized to grow, manufacture and deal in tobacco and tobacco products. The incorporators were C. Clifford Brangs, Edward W. Markens and Thomas Allen, all of Newark, N. J.

Twin City Items.

Co-operative Organization Contemplated---New Store Opened.

ST. PAUL, MINN., April 25, 1911.

THE cigar manufacturers and jobbers of St. Paul and Minneapolis are contemplating an organization to co-operate on the question of credits and other matters of importance to the industry. Minneapolis has had an organization for some time, but it has been dormant and at the present time does not hold meetings. A few of its members want an organization and the others do not, but it is probable that its funds will be turned back to members and a new association started. Manufacturers and jobbers of both cities realize that they need something in the way of credit protection and with a systematically conducted credit bureau, they could save many losses throughout the Northwest. It may be that a Twin City association will be formed to embrace firms of both cities.

H. W. Johnson has opened up a new cigar store at Fifth and Wabash streets, St. Paul, and will feature the "Jan Kubelik" cigar. Mr. Johnson already operates three retail stores here with good success. His new store was formerly occupied by the Haas Cigar Company.

W. C. French is now in charge of the West Hotel cigar stand, Minneapolis, succeeding Miss Ida Shork, who owned the business for many years, but declined to renew her lease this year on account of advanced rental. The business is controlled by the hotel management, and new fixtures were bought by them from J. Nathanson, formerly owner of the Leader Department Store cigar department.

The Mansur Drug Company, St. Paul, has placed a lady in charge of its cigar business, Miss Honour Smith, formerly connected with Miss Shork in the management of the West Hotel stand, Minneapolis.

W. S. Conrad, jobbers, St. Paul, have moved from Jackson street to 140 E. Sixth street, and have installed one of the largest humidors in the Twin Cities. They will enlarge their territory and add to the road force.

T. W. Short, St. Paul, has returned from California and is again managing his retail store.

The American Tobacco Company has been doing a great deal of special work in this territory. D. L. Smythe has been here representing the Porto Rican line of that company, and has spent several weeks in Minneapolis and St. Paul working with the distributors in both cities.

The St. Paul Commercial Club is to have a new building of its own and is accepting bids for cigar privileges. Fifty have already been received, but it will be some time before the result will be announced. The rental of the present stand is $200 a month.

Sig. C. Mayer & Co., of Philadelphia, have placed the "El Wadora" line with the Minneapolis Drug Company.

The Crombie Cafe, Minneapolis, which does a very large cigar business, has been sold to Frank McCormick by Stearne & Stone, who have managed it for some years.

The Hooker Cigar Company, Minneapolis, has closed out the last of its jobbing stock to the Powers Mercantile Company. The firm made a specialty of "La Vianda," and the Powers Company will feature that line also in the future.

Cox & Harris, who have many retail establishments in both cities, have purchased the Boston Block stand in Minneapolis, owned formerly by Dunn & Vogel. Cox & Harris owned the stand at one time, but sold it to the people from whom they bought it back now. Offices of the firm will be established at the stand, and headquarters made there for all the Minneapolis business.

Brackett Grocery Company, Minneapolis, have added the "La Verdad" line and are doing some splendid advertising for it. Carl Thomas is manager of the cigar business of the firm.

I. N. Sachs is now representing the Nestor Gianaclis Company, who manufacture the "Nestor" cigarette, a very strong line here. The Minneapolis Drug Company handle it here. Mr. Sachs will establish permanent quarters here and remain to do special work through the State.

Recent visitors here have included E. A. Kline, J. H. Kelley, of Salomon Bros. & Stern; F. E. Francisco, of the United Cigar Manufacturers Co.; John Danner, of Chicago, and Eugene Stoltz, of A. L. and M. L. Kaufman.

D. W. Ahern, formerly cigar jobber in Minneapolis, is now affiliated with the Weeks Company, Minneapolis.

Arthur J. Hill & Company have opened their jobbing headquarters in Minneapolis and are doing a splendid business.

Harry A. Sherman will open May 1st a retail stand in the Harry Mitchell Building Minneapolis. Mr. Sherman already has one big retail store, now in charge of Mark Errickson, formerly with Wineeke & Doerr, Minneapolis.

DILLON.

M. J. Sullivan & Son are opening a new cigar store in Fourth street, Clinton, Iowa. The premises were formerly occupied by H. R. Dexter.

TOO LATE FOR CLASSIFICATION.

Help Wanted.

SUPERINTENDENT of cigar factory. Must be a man of intelligence, thoroughly versed in the manufacture of cigars, location Pennsylvania, age 28 to 40. State age and experience in first letter. Remunerative position for man of ability. Business Service Co., 1214 Commonwealth Bldg., Philadelphia, Pa.

DETROIT DOINGS

DETROIT, April 25, 1911.

IN leaf trade and cigar manufacturing circles the two weeks just passed might well be characterized as a period of expectancy, with no certainty as to whether developments of the near future will be favorable or otherwise. While some plants continued uninterruptedly busy until Friday before Easter, the greater number were content to operate with limited forces, and practically nothing was done in any factory from Thursday before Easter to Tuesday following. This was a sort of breathing spell affording the manufacturer a chance to sit down for a while and think about their troubles. Heretofore they have been too busily occupied to do this. Fortunately, there is no more serious problem facing them at the present moment than 1910 Sumatra. This, however, taken with the general insufficiency of other types of leaf, is grave enough to afford the manufacturers many moments sombre reflection. Last year's offerings of 1909 Sumatra were not only high, but poor. The 1910 Sumatra, so far as evidenced to date, in this market, is not so poor, but frightfully high. Our people are regarding the Holland inscriptions with keen interest. Reports of lower prices that prevailed on some familiar marks at the fourth inscription encouraged the belief that later sales would disclose goods suitable for this market at much lower figures than heretofore offered.

It is reasonably safe to say that until actual conditions are fully disclosed, there will be little action in the new crop. Doubtless some purchases will be made for seed and Havana brands like "Royal Banner," "San Telmo," "Hemmeter," etc., but for the couple hundred million or so nickel cigars to be made here in the next twelve months the "Nothing Doing" sign will be given the Sumatra boys until prices drop, or until the last and final word from Holland shall be that prices are up to stay.

In such a situation our manufacturers, though casting about for possible comfort in other directions, such as domestic wrappers, shade-grown Connecticut, and such varieties, will unquestionably take the bull by the horns and pay the price, which will, of course, impair their profits. Adversity imparts wisdom. The manufacturer can offset his losses by less extravagant missionary efforts in behalf of the distributor. This would put the distributor on his own bottom and prove a good thing for the public, too, as it would enable the distributor to merchandise those wares he deemed fittest, which imply judgment, pride and general interest, instead of merely distributing, automatically, goods sold for him by some one else, and in whose welfare his interest is measured less by quality than by the extent of the "deal."

The agreeable weather of the past week seems to have stimulated retail sales slightly. A number of good window displays have helped considerably. O'Brien & Co.'s front offers exceptional advantages in this respect and for several days the attention of passers by was drawn to a glittering display of "La Marquise" cigarettes. The Butler & Butler Co. are represented here by T. R. Plues, general sales representative for the state.

In addition to "La Marquise," O'Brien's also showed a scarlet panel inscribed with the new Milo "Mon Caprice." Around this panel were quite niftily displayed a number of boxes of Calixto Lopez & Co.'s Tampa-made "Baronita," offset with scarlet packages of "Mon Caprice" cigarettes. It was tasty and inviting.

Next door to O'Brien & Co., Harris has another display of Porto Rican goods. He has better cigars inside, but you'd never know it unless some one told you or you ventured inside yourself to find out.

Frank Nichols is looking forward to a big sale of "Norma Martinez," a straight five-cent all Havana smoke, at McMillan & Co., and will feature that brand pending the circulation of the May 6th edition of "The Saturday Evening Post," in which will appear a half-page notice of this cigar, with names of old friends and best known distributors, amongst whom is included the G. & R. McMillan Co. "Norma Martinez" is made by J. M. Martinez Co., Tampa.

"Jack" Ablard reports business picking up at Cafe Grande stand. What little window space he has was used this week to show Philip Morris & Co. cigarettes.

C. J. Holton has improved his front. That is to say, Charles has not improved his own front, but the store front looks much better.

Some one has been making attractive displays of "Velvet" smoking tobacco. Ed Schawroth, 15 State street, J. T. Woodhouse & Co., J. C. Reedy and a number of others have effective windows. The window of J. C. Reedy, 304 Woodward avenue, is especially good, and ought to sell considerable of this brand of smoking.

A large newly set "La Azora" electric sign over Reedy's entrance is installed with Tungsten lights. It has a flash, and on these pleasant spring evenings it winks every now and then at its neighbor across the way, a brilliant "Pastora" electric sign over the entrance of Chas. Coombs. Thus these two sterling brands illuminate the paths of smokers of the best there is in broadleaf.

The stand next door to Coombs shows signs of improvement since S. M. Meader took hold of it. Mr. Meader, who came here recently from Saginaw, Mich., is a business man and is attentive to his affairs.

H. H. Stender, old time retailer jobber and manufacturer, under the necessity of vacating his Monroe avenue premises, will remove next week to 950 Jefferson avenue. Another victim to the march of (5c & 10c) dramatic art. Mr. Stender's factory permit is No. 9, 1st District, Mich., so I imagine his license is so ancient it wears whiskers. Mr. Stender stated he purchased the property to which he is removing. It is his expectation later in the year to leave the business in his brother's care and take a trip to Europe for pleasure and recreation.

Another old time manufacturing concern is the E. Marks Co., located for the past six years at 50 Woodward avenue. Mr. Marks commenced the manufacture of cigars here in 1869. At present the business is conducted in a modest way, no special attention being devoted to any but "E. M." a broadleaf wrapped Havana cigar, and "Goodanyda," a Conn. H. S. wrapped, long filled five-cent smoke.

P. V. Eipper, proprietor of the Colonial Cig. Co., under the D. U. R. waiting rooms and Inter Urban station on Griswold street, is selling out. With an improved entrance and slight renovations this ought to make a good stand for cigars, confectionery, etc. The rental is $75 per month. An attempt was made to put a saloon in, but the applicant's petition was denied by the Council committee on licenses, owing to the vigorous howl of other tenants of the building. Mr. Eipper is tired of the cigar business and wants to remove to Texas, where he has a 200-acre ranch not far from the scene of the recent border troubles.

H. C. Streetor, formerly of Kalamazoo, has since February been operating the Moffatt Building stand. Prior to that time the stand was run for seven years by J. I. King, now on the road for the American Tobacco Co. Mr. Streetor has continued about the same lines as he found on taking over the stand, except that he has enlarged somewhat. The patronage is almost altogether that of lawyers, real estate men and other professional men and clerks in the building, and these are served by Miss Alice King, sister of the former proprietor. Among prime favorites are "El Rey del Mundo," "Romeo y Julieta," "First Consul," "La Flor de Ramon Fernandez," "Pastora," "Royal Banner," and "Wm. Penn." In nickel goods, "E. B. Banner," "La Azora Opera" and "Cinco" are the big smokes.

Jas. A. Haugh has to forego the stand at 369 Woodward avenue. The building will be torn out next week to prepare for The Miller Grocery Co. The liquor license is owned by Volney H. Smith, who will remove to 166 Hastings street.

Fred. C. McMullen, 112 John R. street, reports great success with Superia Cigar Co.'s "Saturday Evening Post," the distribution of which he has for Michigan. Mr. McMullen is sundries buyer for The Wolverine Drug Co., through which connection he is afforded a considerable leverage on the drug trade.

Leland O. Shinkle, cigar manufacturer, is still growing. Lee is too modest to say anything about his new factory building, but I know it is on the corner of Grandy and Farnsworth streets, will be brick, three story and basement, thoroughly equipped, and will be finished and ready for occupancy some time in June.

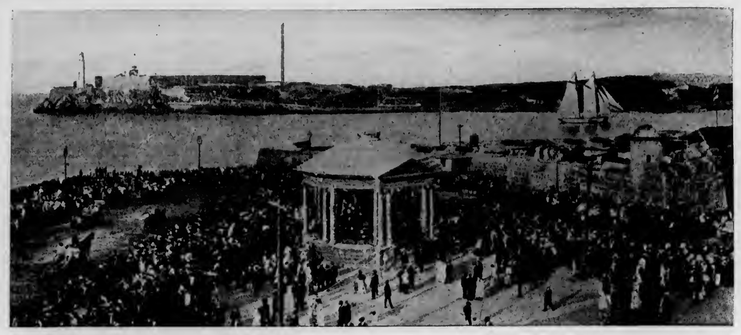
Well, well, here's Geo. R. Gross. Seventy-four years old and still a live wire. Some years ago he conducted a small factory at 175 Michigan avenue. Then he retired for a year or so, but he longed to keep occupied and got back in the game. His old friends can find him at 151 Canfield street, E.

Mose Eisenberg returned on the 23d inst. from his initial trip as a cigar salesman, well pleased with the results of his trip. Several new accounts were opened and altogether the outlook for Surety Cigar Co. is cheering. Before coming home Mr. Eisenberg stopped at Lima as a guest at the nuptials of Miss Louise Deisel, daughter of Henry Deisel, to Mr. Wemmer, the nephew of Messrs. Henry G. and Wm. Wemmer.

A visitor to the San Telmo factory this week was Mr. Fendrich, the well-known manufacturer, of Evansville, whose factory was recently destroyed by fire. Mr. Rosenberger showed Mr. Fendrich through his own plant and accompanied him to other plants as well, so that Mr. Fendrich profited in gathering ideas in factory construction which will be embodied in the reconstruction of his building.

Among recent travelling men here were: Chas. Waxelbaum, on his initial trip for his own firm; A. Fischer, A. Cohn & Co.; Simon Saaks, F. & E. Cranz, and Sam Bijur, F. Rosenwald & Bro., New York.

S. F. HEAVENRICH.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, April 22nd, 1911.

EIGHT days ago the first lot of new Partido in bales arrived in our city and as the weather has been favorable for commencing the packing season in the Partido district several escojidas have started up in town, as well as in the country, so the arrivals from the country will begin to increase from now on.

In the Vuelta Abajo however the packings will not commence before the middle of May, while business will be still one month later.

The weather has been favorable for the retarded plants and which have marveously developed since the rains early this month, so that some cutting of fillers has taken place and more will be cut during the balance of this month. In some sections local thunderstorms have taken place, while others have had dry weather.

In the Partido and Vuelta Abajo the vegueros usually expose the cut filler tobacco to the sun and only protect it at night from the dew by palm leaves and of course taking care that in case of rain it is quickly placed in the drying sheds. Through this procedure the drying of the fillers takes place in a shorter time.

The farmers in the Santa Clara province are not quite so intelligent and therefore the drying off process is not generally accelerated by exposing the cut tobacco to the ravages of the sun. On this account there is more danger that the green leaves will retain their sap longer and might be caught by the rainy season eventually, and in which case there would be pole sweat later on.

One good judge stated that in his opinion there might be an increase of fillers this year of 10.000 bales each for Vuelta Abajo, Partido and Remedios tobacco, or 30,000 bales for the whole crop of these three districts. The opinion also prevails that of the Partido growth anly one-third will consist of seco temprano styles, therefore prices may not rule as low as some people were only too anxious to make us believe. However the "fino" tobacco would be serviceable likewise, only they will need more time to cure in the bales, while the medio tiempo and maduro colors are only suitable for home consumption, or for export to Spain.

Our market has quieted down somewhat and which is but natural under the circumstances, as the tremendous movement during the month of March could not be expected to continue. There are fewer buyers in town, but the Cuban Land & Leaf Tobacco Co. has not stopped buying, as well as a few of our local manufacturers and our commission merchants have also received some orders to be executed for account of their northern clients. As soon as the new crop arrives in larger quantities, and is fit for working we confidently look for fresh animation in the new and old tobacco. Prices in the meantime are firmly maintained, as this year's crop will be shorter at all events. Of course undesirable lots of tobacco must be low priced in order to attract buyers.

Sales during the fortnight foot up 9337 bales or divided were of Vuelta Abajo 8061, Partido 75 and Remedios 1201 bales.

Buyers were: for the American market 3318, for Europe, for Buenos Aires 565 and for local consumption 5135 bales.

EXPORTS OF LEAF TOBACCO FROM APRIL 3RD TO APRIL 15TH INCLUSIVE.

To all Ports of the United States	8,846 bales
" " " " Europe	294 "
" the Canary Islands	25 "
" Buenos Aires	565 "
Total	9,730 bales

PRINCIPAL BUYERS OF LEAF TOBACCO AND CIGARS THAT COME AND GO.

ARRIVALS.

M. Phillips, of John Hunter, Morris & Elkan, London.
Colonel Alvaro Garcia, of Garcia & Vega, Tampa.
Faustino Lozano, of F. Lozano Son & Co., Tampa.
Henry Esberg, of Alta Cigar Company, Tampa.
John Windmuller, of Salvador Sanchez & Co., Tampa.
José Llovera, of José Llovera & Co., Tampa.
D. Emil Klein, of E. M. Schwarz & Co., New York.
Milton Samuels, of Sylvester & Stern, New York.

RETURNED.

Manuel Herrera, of Herrera, Calmet & Co., Havana.

DEPARTURES.

Benigno Balbin, for Tampa.
Thomas H. Engelhardt, for Tampa.
Enrique Pendas, for Tampa.
Robert Middlemas, for London.
M. Phillips, for London.
Mark A. Pollack, for Spain.
Francisco Muñis, for Spain.
Eustaquio Alonzo, for Europe, via New York.
Morris Rosenberg, for New York.
Percival S. Hill, for New York.
Wm. A. Mallet, for New York.
Ladislao Menendez, for New York.
Lennie Greenhall, for New York.
Milton Samuels, for New York.
Felipe Rodriguez, for New York.
Colonel Alvaro Garcia, for New York.

Business is still good with all of our principal factories, while the smaller ones however are less busy and during the two coming months of May and June we are usually at the low ebb of our exports of cigars we may not look for any exception from this rule this year. When the new wrappers are fit to be worked and meet with acceptance the rising tide usually sets in. It is to be regretted, however, that when some small manufacturer tries to ship cigars with new wrappers abroad, which not even had any fermentation in the bales, the result of such a proceeding is just the opposite to what he intended to create. Such cigars may arrive in poor condition as to appearance, as a new wrapper rolled upon an old filler is apt to shrink and lose its smooth looks, when it gets older. Besides the taste must be bitter. Therefore instead of getting larger orders for such cigars, they will create a false impression of the new crop and the importers will be prejudiced. Fortunately the above is an isolated case only, as none of our larger manufacturers would be guilty of such methods. Unless they have tried the new wrappers thoroughly they will not send any new cigars out at all.

Our exports, as per our official Custom House returns, shows the following shipments of cigars from the Port of Havana:

From March 16th to March 31st,	1911	11,229,314 cigars
" " " " "	1910	10,633,296 "
Increase in 1911		596,018 cigars
From January 1st to March 31st,	1911	44,422,029 cigars
" " " " "	1910	38,819,353 "
Total Increase in 1911		5,602,676 cigars

H. Upmann & Co. are fully occupied in their H. Upmann factory.

Partagas is selling as well as ever.

La Diligencia is well filled up with orders from everywhere.

La Flor de P. A. Estanillo reports a steady improving trade with the United States for its "Elite" brand.

Sol is doing well, as Behrens & Co. have still a larger order slate to attend to and the calls are good from all countries.

Henry Clay and Bock & Co. have no complaints about dull times, as on the contrary some of its factories are way behind in the execution of orders.

Hija de José Gener have no complaint about dull business.

Por Larrañaga has been formed into a stock company and while the former managers of Doña Antonia Lopez Cuervo still remain as directors, they intend to extend the sale of the well known brand more than ever in the future.

Castañeda is working with full forces.

BUYING, SELLING AND OTHER NOTES OF INTEREST.

The Cuban Land & Leaf Tobacco Co. is reported here to have purchased 4500 bales of all kinds of leaf during the past fortnight, and as this company is supplying not only all the Havana cigar factories of Henry Clay and Bock & Co., Ltd., but also the Havana American Co. at Tampa and Key West, and the various cigarette factories at Havana, it is hard to say which quantity is destined for local consumption and which is for export to the United States.

Antonio Suarez sold 1700 bales of Vuelta Abajo during the past two weeks.

Colonel Alvaro Garcia bought 700 bales of choice Vuelta Abajo fillers for his "La Sirena" factory at Tampa and while he left well pleased with his purchase he told your correspondent that he expected to return to Havana by the end of May.

Muñis Hermanos & Co. were sellers of 1200 bales of all kinds of leaf.

Michaelsen & Prasse were buyers of over 700 bales of Remedios and Vuelta Abajo for their customers.

Sobrinos de A. Gonzalez turned over 850 bales of Vuelta Abajo from their recent purchases in the country to local and northern clear Havana cigar manufacturers.

Hija de José Gener purchased 400 bales of Vuelta Abajo last week.

José Menendez closed out 800 bales of Vuelta Abajo to one local manufacturer.

Leonard Greenhall picked up 350 bales of choice Vegas for Greenhall Bros., of New York.

Camejo y La Paz disposed of 725 bales of Vuelta Abajo.

Benigno Balbin bought 300 bales of Vuelta Abajo fillers for his Elisardo factory at Tampa.

A. M. Calzada & Co. sold 325 bales of Vuelta Abajo of their recent purchases of 1000 bales in the country. This leaves them a very choice selection of factory styles and which are bound to find quick purchasers, as soon as the clear Havana cigar manufacturers come down here again, when they can also buy some new wrappers from the Partido sections.

Jerome Windmuller, of Salvador Sanchez & Co., Tampa, is reported to have secured some 300 bales of fine Vuelta Abajo fillers.

José F. Rocha sold 500 bales of Vuelta Abajo.

Thomas H. Engelhardt was a buyer of 250 bales of leaf tobacco.

José C. Puente was a seller of 325 bales of Vuelta Abajo.

M. Herzog sent a cable order for 225 bales of Vuelta Abajo to one of our local warehousemen.

Herrera Calmet & Co. disposed of 300 bales of Remedios.

Adolfo Moeller was a buyer of a few hundred bales of leaf tobacco for export.

Rz. Bautista & Co. have started their fine Partido packing in their "Villa Divina" plantation, last Monday, April 17th, and sold 202 bales of all kinds of leaf.

Our heaviest shippers last week were: Sylvester & Stern, 964 bales; Leslie Pantin, 319; Michaelsen & Prasse, 707; M. V. Perez, J. Bernheim & Son and M. A. Pollock.

RECEIPTS OF LEAF TOBACCO FROM THE COUNTRY.

For Two Weeks Ending April 15, 1911.		Since January 1, 1911.
4,346 bales	Vuelta Abajo	35,111 bales
59 "	Semi Vuelta	1,965 "
17 "	Partido	699 "
187 "	Remedios	8,157 "
95 "	Mayari	479 "
4,704 bales		46,411 bales

ORETANIV.

Obituary

Death of Isaac H. Lockwood.

ISAAC H. LOCKWOOD, senior member of the firm of Lockwood & Company, cigar dealers, at Torrington, Conn., was recently found dead at his home.

Mr. Lockwood did not appear at the store as usual upon the morning of April 12th, and an investigation was started by his partner, Homer L. Wooster, who, upon going to Mr. Lockwood's house, found it locked. After calling upon the police an entrance was forced and the body of Lockwood found lying on the bed partially dressed. A verdict of death from heart disease was rendered by the medical examiner.

H. C. Harris, the junior member of the tobacco manufacturing firm of Robert Harris & Bros., Reidsville, N. C., which firm is among the pioneer tobacco manufacturers of that State, died recently at the age of 60 years. For several months past he had been suffering from Bright's disease. He is survived by a widow, one son and one daughter.

Volney D. Becker, who until three years ago was manager of the Hansen-Schmitt Company, tobacco manufacturers at Milwaukee, died recently at his home, 399 Brady street. Mr. Becker was born in Otsego County, N. Y., and went to Milwaukee in 1880, and was for many years identified with the tobacco trade.

Henry Hackman, a pioneer cigar manufacturer of Long Branch, N. J., died some days ago at the age of 80 years. Born in Germany, he came to America when only twelve years of age. He is survived by five children.

Emil Pfaffe, cigar manufacturer, of Quincy, Ill., died recently after an extended illness, and suffering from asthma and heart trouble. He was fifty-four years of age and had learned the cigarmaking trade in Berlin, Germany, the place of his birth. He has been a resident of Quincy since 1890, and is survived by a widow and five children.

Warm Weather Helpful at Cleveland.

Local Trade Notes---Many Visitors.

CLEVELAND, O., April 28, 1911.

THE warm weather seems to have livened things up, and there have been more visitors here the past two weeks than for some time.

Mr. W. F. Sharples, of the Compeer Cigar Company, with the "Plantista" cigar, has been here for the past two weeks.

Mr. Harry Lewis, of I. Lewis Cigar Manufacturing Company; Mr. Korn, of S. H. Furgatch & Co., and Mr. Cameron, of the Waldorf-Astoria Cigar Company, also visited here.

Mr. Soldberg, president of the Simon Batt Co., passed through Cleveland last week.

Mr. Andrews, representing the "Milo" cigarette, and Mr. Eaton, of the Falk Tobacco Co., were in the city.

Mr. Adolph Labowitch, representing the "Daniel Webster," has returned from a week-long trip through Ohio. He reports that business has been first-rate.

In the matter of E. G. Kraus, the E. Ninth street cigar broker, who recently failed, a proposition of 20 per cent. has been accepted by a majority of the creditors.

Mr. Casper Rosenberg, head of the "Ology" cigar factory, and Mr. E. A. Kline, of the E. A. Kline Co., manufacturers of the "Rigoletto" and "El Symphonie" cigars, report good business.

Mr. F. G. Gollmor, manager of the Stranahan Co.'s two stores, reports conditions very favorable since the first of the year, and looks for a considerable increase over last year. Their stand in the centre of the Arcade, near the Superior Entrance, is being remodeled with opal onyx fixtures, put in by The Bishop & Babcock Co., and it will be one of the finest in the city. Their leading brands are: "Danton," of Fisher & Yglesia Co.; "Henry 4th," of Bustillo Bros. & Diaz; "Mi Rey," of Rey, Straus & Co.; "Alvarez," of M. Perez & Co.; Rigby's full line of five and ten-cent cigars; "El Verso" and "San Felice," of Deisel-Weimer Co.; "Daniel Webster," of Y. Pendez & Alvarez; "La Samarita" and "Little Sara," of Shields-Wertheim; "Cinco," "Havana Smokers," "Denola," and all the popular brands.

Mr. J. B. Shields, of the Shields-Wertheim Co., manufacturers of the "La Samarita" and "Little Sara" cigars, has just returned from a trip through Southern Ohio and West Virginia, bringing back very favorable reports and large orders. Mr. Bert Smith, their Indiana man, is planting "Little Saras" and "La Saramitas" through his territory until it almost resembles Cleveland. They have just received a large stack of orders from J. C. Leverance, the Middle West man. Mr. Sol. S. Jacobs, the Coast man, claims the goods are not shipped fast enough to suit him. Their Chicago office, looked after by Sig. S. Stein, is sending in their full share of orders. Mr. Fred B. Shields' territory is showing signs of a big increase, and their city men, L. B. Shields and Jerome Wertheim, are satisfied, as things have opened with a rush. As usual, the plant shows signs of great activity.

Mr. George Bassett, the new proprietor of the Osborn Building cigar stand, has opened with a hurrah and is featuring "Little Saras" and "La Saramitas," made by the Shields, Wertheim Co..

WEIL.

Sanity of Erstwhile Cigar Broker in Doubt.

WASHINGTON, April 30.

ROBERT J. COUHAIN, who claimed to be at the head of a tobacco brokerage agency and maintained an elaborate suite of offices in the District National Bank Building, is in the Washington Asylum Hospital awaiting an examination as to his mental condition. He was arested recently by local detectives.

When taken to police headquarters Couhain said he was the representative of the Weiss Tobacco Company, of Newport, R. I., and had opened his palatial offices here to sell to the wholesale trade. He also said that his home was in St. Paul, Minn.

A message was sent to the police of Newport and the chief of the department there replied that Mr. Weiss, head of the tobacco company, had denied that Couhain was his representative here or elsewhere. Couhain's mother in St. Paul declined to have anything to do with the young man here.

While there is no criminal charge against Couhain, his general deportment and alleged visionary business ideas, gave grounds for suspicion as to the man's sanity. The attention of the police was directed to Couhain and his stupendous business ideas by business men occupying offices in the same building.

Cincinnati Trade Welcomes Good Weather.

Business Brightening Up Rapidly---Trade Visitors There.

CINCINNATI, OHIO, April 27.

THE setting in of the real warm weather today was welcomed by the retail cigar dealers, who at once noticed a difference in their business. The weather had been very unpleasant for the past three weeks, and totaled up figures show that it rained fourteen days out of the past twenty days, which had greatly affected the retail business.

Jobbers have not been complaining, and many state that there business during the month of April greatly exceeded that of either March, February and January. Many of the jobbers have started house cleaning, and when the TOBACCO WORLD representative called on the trade this week he found things all topsy turvy. They have been so busy straightening up things that they have been unable to interest themselves in new brands.

A. J. Fitzsimmons was in town this week calling on many of the jobbers. He is in charge of "Honest Scrap" department of the American Tobacco Company.

C. G. Bealt, president of the Eight Hour Tobacco Company has returned to his desk after several weeks at French Lick Springs.

Gerson J. Brown, president of the J. B. Moos Company, ran up to Cleveland to look over things at their branch house.

C. Trutz, salesman for the Phoenix American Pipe Company, of Washington, Mo., called on many of the big pipe jobbers here this week.

The J. B. Moos Company are now featuring the Pocket Cigar Lighter. This lighter is manufactured by the McLelland Company, of St. Louis. J. B. Moos Company is jobbing them out at $7.50 a dozen. This house is also jobbing the regular 35-cent black and white compressed Vienna Meerschaum pipe, with solid rubber stem at 25 cents apiece. They are selling very fast, and many of the retail stores around town have them displayed in their show windows.

Rothert-Lambert Sons Tobacco Company will soon place a new brand of granulated smoking tobacco, called "Pony Boy," on the market.

The receipts of tobacco in Cincinnati during the past two weeks amounted to 2,898,594 pounds. There were 1,989,754 pounds shipped out.

SEVING.

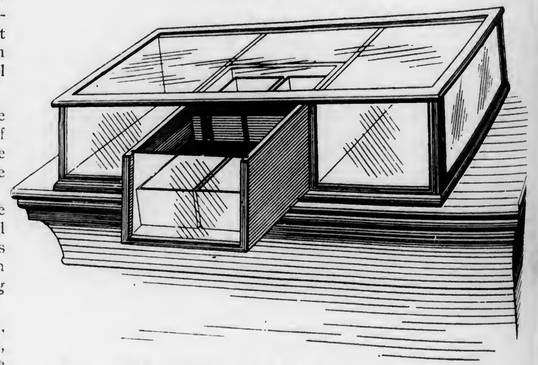
Tobacco Fire in Connecticut.

On April 24th a tobacco warehouse owned by Waldo S. Bellmar, at Thompsonville, Conn., together with its contents were destroyed by fire, entailing a loss of $5,000 on the building and $10,000 on the stock of leaf tobacco it contained. The fire is thought to have been of incendiary origin.

Abe Harris, of the American Exchange Cigar Co., New York recently covered Detroit and vicinity.

Leo F. Weiss, with the American & West Indies Trading Company, was lately shaking hands with his old customers in Detroit, Mich.

The Latest Show Case.



Patented March 7, 1911, by A. Lange, 3901 Arcadia Street, Philadelphia.
Complete Show Case now on exhibition at 613 Callowhill Street, Philadelphia.

PENNSYLVANIA TRADE NEWS — Late Reports from Lancaster, York, Reading

At Pennsylvania's Tobacco Capital.

Growers Have Interesting Meeting---Trade-mark Suit Decided---Current Notes of the Trade.

LANCASTER, April 28, 1911.

ANOTHER interesting meeting of the Lancaster County Tobacco Growers' Association was held last week, and a number of papers were read. Among them was one entitled, "What Causes the Plant to Rot in the Seed Beds, and What is the Remedy?" which was discussed by A. E. Lane, of Clay. Another one was, "Should Manure be Applied for a Top Dressing before being Plowed Under?" This subject was handled by H. C. Rinehold, of East Petersburg. On May 8th the association will hold another meeting in the Chamber of Commerce, Lancaster, at which time the following papers are to be presented: "Is it Advisable to Use Fertilizer in Connection with Manure?" by Christian Hoover; and "What is the Cause of Calico Tobacco, and is there a Remedy for it?" by George Hibshman.

A permanent injunction has been granted against the Globe Cigar Co., of Ephrata, Pa., restraining them from using "4 + 4" as a trade-mark. This decision is the result of a contention raised by the 44 Cigar Company, of Philadelphia, which company argued that it was a direct infringement upon their "44" brand, and the court agreed with them.

The "La Famosa" five-cent cigar of E. Kleiner & Co. is being distributed in Lancaster by Morris Strauss, North Queen street cigarrist.

Dan Manheimer, of the Imperial Cigar Co., returned last week from an extended business trip through the West.

The "Jose Vila" clear Havana cigar made by Berriman Bros., Tampa and New York, is given a prominent position in the stock of Simon Shissler, jobber and retailer, on North Queen street.

The leaf tobacco firm of Long & Taylor, Woolworth Building, this city, who some time ago succeeded to the leaf tobacco business of Menno M. Fry & Co., of which they were both members, have now purchased from the estate of the late Menno M. Fry a leaf tobacco warehouse at Landisville, which is one of the best adapted buildings in the county and has a capacity for holding 7500 cases of tobacco.

A two-story stone tobacco warehouse, owned by A. N. Garber, at Salunga, Pa., was destroyed by fire last week, supposed to have been caused by sparks from a brush fire. It is learned that a son had been burning brush close by the warehouse, and a stiff breeze is supposed to have carried these sparks upon the roof. The loss is only about $2000 and is covered by insurance.

Fair Business in York County.

Local Cigar Manufacturers Bringing Out New Goods---Another Factory for Dallastown.

YORK, PA., April 28, 1911.

THE cigar business is keeping up moderately well, but very few of our factories are really rushed.

H. F. Kohler, of Nashville, Pa., advises that the "El Sayo" brand recently referred to in these columns as a ten-cent product is a nickel cigar, and an extraordinarily fine one. He is, however, putting upon the market a high-class ten-cent cigar under the brand "Mardonius." The Kohler product is meeting with a strong demand among some of the largest jobbing houses in the country, and the factory is one of the most uniformly busy places in York County.

Herman Warner & Co. have experienced an increasing demand for their product since introducing their "Pulliam" straight five-cent cigar, the present shape of which is appealing very strongly to the consuming public, and consequently the factory is being materially benefited by increasing sales.

It is now only a couple of months since the C. H. Plitt Cigar Co. began operations, and there is already evidence of considerable activity in their business. This firm makes the "20th Century" cigar, which has for many years held an enviable position in several large distributing centres, but its sale is now being extended to new fields and encouraging results are being obtained.

Samuel Kaufman, of Dallastown, formerly engaged in the cigar industry, is about to re-enter the trade on his own account as a manufacturer.

A large tobacco warehouse, the property of F. K. Frazer, at Goldsboro, this county, was recently destroyed by fire, supposed to have been caused by sparks from a passing locomotive. The loss is placed at $5000.

T. E. Brooks & Co., of Red Lion, have experienced very little let up in the demand for their goods since the new year. They still carry on their books a number of orders for future shipment and continue to manufacture steadily.

H. F. Martin recently returned from a flying business trip through New York State and part of Pennsylvania, and picked up a batch of orders which will keep his factory moving steadily for some time.

Since the Pennsylvania Cigar Company moved to a downtown location they have considerably increased their operations, both in the manufacture of cigars and in leaf tobacco.

Important New Factory at Reading.

Daniel Fleck begins Operations with Fifty Hands---Local Changes and News Notes.

READING, April 28, 1911.

THE cigar trade is moving along steadily and at least one important new factory was opened here during the past fortnight. The output is keeping up very well and manufacturers generally are operating with steady forces.

Daniel Fleck, formerly connected with the Fleck Cigar Company, has retired from that firm and is engaging in business for himself at 818 Court street. Preparations have been made for the operation of a factory with fifty hands at the start, and it is now about ready to open. He has already visited a number of places and has secured some advance orders for his goods. Mr. Fleck is a son of Charles Fleck, the head of the Fleck Cigar Company, and has been engaged in the business for the past twenty years, during a considerable portion of which time he has been traveling, and made the acquaintance of a large number of jobbers and distributors.

A permit has been taken out for the erection of a four-story cigar factory at 645 Cherry street, which will be built for I. Goldsmith and will be occupied as soon as completed.

I learn that the United Cigar Stores Company has recently leased a store-room at 623 Hamilton street, Allentown, and will open a new retail store there, notwithstanding that they already have one at 715 Hamilton street.

A handsome new building was recently erected at 17 North Seventh street, Allentown, which was last week taken possession of by Hunsicker & Co., wholesale tobacconists, who had for many years been at 727 Hamilton street.

From all accounts the cigar firm of Henry Heymann's Sons continues very busy at both their factories. Reports from Bowmansville, where they have a branch establishment, are to the effect that the premises have been very greatly improved, and that this is rapidly becoming one of the most important factories in Lancaster County. The factory is being operated from 6 A. M. to 9 P. M.

Wm. Barnes, of Malden, Mass., has purchased the retail department of the H. P. Bowers cigar store at Concord, N. H. Mr. Bowers will continue the manufacture of cigars in the same building, but will do a wholesale business exclusively.

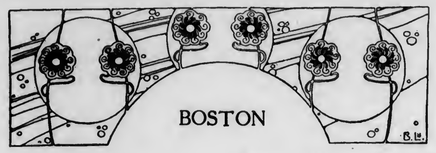
Output of Tobacco Products in March.

THE official statement of stamp sales of the Internal Revenue Department shows a large gain in all branches of the trade for March as compared with the previous year, except tobacco and snuff. The figures are as follows:

	1910.	1911.
Cigars	$1,684,983.41	$1,851,012.25
Little cigars weighing not over three pounds per thousand	45,742.32	80,410.08
Cigarettes weighing over three pounds	6,095.45	7,066.95
Cigarettes weighing not over three pounds	668,830.21	1,068,073.14
Snuff of all descriptions	209,227.64	219,766.37
Tobacco, manufactured, of all descriptions	2,291,892.62	2,923,854.46
Total:	$4,906,771.65	$6,150,183.25

In numbers the figures show the following:	1910.	1911.
Cigars	561,661,137	617,004,083
Little cigars	84,708,000	107,213,440
Cigarettes, over three pounds	2,031,816	1,963,041
Cigarettes, less than three pounds	678,271,722	854,458,512
Snuff, pounds	3,487,127	2,747,079
Tobacco, pounds	38,198,210	36,548,180

W. F. Sharp & Co. have opened a new cigar store and pool room at Dowagiac, Mich. Mr. Sharp was formerly at Kalamazoo.



BOSTON, MASS., April 25, 1911.

THERE has been a fine boom in the undertaking business, judging from the reports gathered at the various tobacco headquarters. To date it appears that sixteen grandmothers, four maiden aunts, one great-grandfather and a second cousin have shuffled off the mortal coil to allow tobacco enthusiasts to attend the opening baseball games. Accurate statistics are to be gathered and held, to be used at the time of the closing championship games and any one found with more relatives than the law allows will be called "across the carpet." In the meantime, trade continues to be working with only base hits and low scores.

Anent that Philadelphia Tobacco Exhibit. A few months ago Boston had a cigar "exposition" which was featured as a live one. The spot was in the Chamber of Commerce. And to show the interest manifested, the exhibition consisted of a small case showing a few local makes. One-half minute was required to view this grand display and it was lucky that no admission was charged. But, then, they don't lynch people in the East, do they?

A. B. Smith & Co. have removed their factory to the top floor of the present building, where they have more room for their growing business. Mr. Smith is settling in his new residence at Winchester.

Hugh Campbell, president of the United States Tobacco Co., Richmond, Va., is visiting the local headquarters this week, being in consultation with Nathan F. Ives, their New England manager. Mr. Ives, or "Nat." as he is called by the trade, reports an excellent business with all their brands, and particularly with "Alumni" sliced plug and "Epicure" shredded plug.

I. Kaffenburgh & Sons, tobacco leaf, give out some good advice with their optimistic business reports, remarking: "There is not an over-supply of good tobacco in the market and it behooves manufacturers to buy early."

Lowell D. Hoyt & Co. operate one of the best equipped cigar stores in the city. They are located right near the Stock Exchange, and one of the attractions of their store is a number of files of brokers' hourly reports. They handle as specialties the "Marie Garcia" and the L. L. & L. "Reynaldo" lines. Mr. Hoyt has been in the tobacco field for thirty years with a contingent wide experience. With him is associated S. S. Harrington, formerly with the S. S. Pierce Co., a veteran of fifteen years' service.

The Nestor, Gianaclis Co. are making a window campaign here and are securing many very desirable locations. A notable display is in the window of Pillsbury & Co., on Boylston street near Tremont. Charles T. Ellis, sales manager, is extremely gratified at the way business is progressing on the various "Nestor" styles, especially so with their "No. 2" superfine size.

"I picked up an excellent find of Connecticut broadleaf and paid a high price for it," remarked Henry Fonseca, of Fonseca Bros., Inc., packers of leaf tobacco, who just returned from New York. Continuing, he remarked: "The market is bare for Connecticut broadleaf. Connecticut light Havana seed wrappers, especially the force sweat 1910, are very poor in regard to quality and color; also extra high priced. In new Sumatra I examined a thousand bales and found it generally fine quality, light, big yield, with prices ranging from $1.50 to $2.55 in bond."

If age improves cigars as it does wine, the cigar displayed in the window of a Congress street dealer must be of rare flavor. It is one of those served at the Prince of Wales dinner at the Revere House in 1860, and is carefully sealed away in a glass tube.

In order to handle their rapidly growing business in this territory, Larus & Bro. Co. have taken the entire building at 125 Milk street and are remodeling it to meet their requirements. E. U. Harrington, New England manager, attests the continuance of a growing trade with their many brands, notably "Sensible," "Edgeworth," "Cuboid," "Rock Castle" and "Winchester."

C. W. Saunders, representing the Cortez Cigar Co., was a recent visitor to our midst.

It is a wonder some department store doesn't take hold of a cigar and tobacco department. They certainly would make more money with it than they do on some of their other goods. But probably they are waiting for some enterprising tobacco trade member to wake 'em up.

Park B. Wile, of Park B. Wile & Co., leaf tobacco, returned yesterday from a New York jaunt. This concern has a big warehouse at Hartford, Conn.

Thomas G. Thompson, vice-president and treasurer, and L. E. Scheibe, of the Ruy Lopez Ca., New York, are business bent in and about Boston.

Another visitor was Charles Jacobs, representing Carlos Fernandez & Co., New York, who is on a still order hunt.

The cigar jobbing firms of Rosenthal Bros., 326 Hanover street, and D. Bendetson, 363 Hanover street, are consolidating, and on May 1st both of these concerns will be located at 120-122 North street near Cross, Boston, under the name of Rosenthal Bros. & Bendetson. With increased facilities, larger stocks of goods are to be carried, and assurance is extended the trade that a prompt service and quick delivery can be depended upon at all times.

Reorganization of Connecticut Tobacco Corporation.

BY a peculiar transaction, which is somewhat out of the ordinary, the Connecticut Tobacco Corporation, Tariffville, Conn., has succeeded itself to its former business.

The transaction came about as the result of a meeting of the stockholders, recently held, when it was voted to dissolve the corporation and form a new one with the name of the old one, and with an increased capital stock from $172,000 to an authorization of $1,000,000. Of the latter amount, however, only $250,000 was required to be paid in, the remainder to be issued at the option of the directors.

The Connecticut Tobacco Corporation has heretofore operated three plants—two in Tariffville and one in East Hartford, but has now taken over the Silver Lane Plantation of 600 acres in East Hartford, of which D. A. Shaw, of Quincey, Fla., who recently became associated with this company, will take charge.

The directorate of the new corporation is a remarkably strong one, as will be seen by the following names: Marcus L. Floyd and C. M. Wooster, Tariffville; Chas. Soby, E. Leschke and E. A. Fuller, all prominent tobacco men of Hartford; John M. Meyer, leaf tobacco man of Chicago, Ill.; Franz Thorbeck, of Manheim, Germany; L. Schmidt, of L. Schmidt & Co., Sumatra importers; W. J. Hazlewood, R. J. Caldwell and J. W. Lane, all of New York; Joseph W. Alsop, of Avon, Conn.; D. A. Shaw, East Hartford, Conn., and John Brand, of the leaf tobacco firm of John Brand & Co., Elmira, N. Y.

The following are the executive officers: President, William J. Hazlewood; vice-president, John H. Meyer; secretary and treasurer, Charles Soby, and an executive committee in charge of the operations, consisting of Marcus L. Floyd, Chas. Soby and D. A. Shaw.

Baltimore Sends Instructed Delegates to Convention.

AT the annual meeting of the Baltimore Cigar Leaf Association, held at the New Howard Hotel, Baltimore, Wednesday evening, April 5th, A. W. Gieske, W. J. Sneeringer, Jr., and A. Fader were elected delegates to the National Convention to be held at Lancaster. The alternates are John Dellevie, Henry Kraus and Leonard Wertheimer.

The delegates were specifically instructed to bring to the attention of the National Association the matter of having a Board of Complaint, and to urge the Government to adopt better laws on the tare of tobacco. They discussed the feasibility of having the present law amended so as to provide for an average tare of fifteen pounds upon Havana.

Preceding the business meeting the members of the board, who were out in good force, participated in an elegant dinner, and a spirit of thoroughly good fellowship prevailed during the entire evening.

New Lewis Agent in New Orleans.

NEW ORLEANS, April 20, 1911.

WHILE in New Orleans, during the latter part of March, Harry Lewis, of the I. Lewis Cigar Mfg. Co., of Newark, N. J., appointed W. B. Shearer, of New Orleans, as the factory agent for the State of Louisiana, and the City of New Orleans, for the various well-known products of this house. Mr. Shearer has been on the job for about a month now, and there are more "Cobs" and "Telonettes" in sight here than there have ever been before. New Orleans is undoubtedly a great market for smokers, and the Lewis Co.'s products seem to have caught the popular fancy.

The National Tobacco Company, of Indianapolis, to deal in cigars, tobaccos, etc., has been incorporated with a capital of $10,000 by T. J. Owen, A. Seaton and T. J. Moll, all of Indianapolis.

Retail Business Good in 'Frisco.

Jobbers Opening a Pipe Department---"Por Larranaga" Havana Cigars Being Featured.

SAN FRANCISCO, April 20, 1911.

THE retailers in San Francisco are enjoying a very fair business at present, most of the downtown dealers noting considerable improvement over this time last year. The summer vacation season has hardly started, and several weeks of moderately warm, pleasant weather have been highly conducive to business. It is anticipated that the vacation period will be more active this year than for a long time past, owing to the efforts of the San Francisco Convention League, which has secured a number of important national conventions for this city, to take place during the summer. This city is nearly always cool and breezy at that season, and every year more people come to get away from the sultry heat of the eastern cities.

The country trade is very nearly at its best now. With another year of good crops and high prices in prospect, the California farmers and fruit growers are smoking good cigars, and the weather is not yet so dry as to compel retailers to limit their stocks.

Both dealers and consumers are glad to note the increase in the arrivals of Tampa goods. The stocks are not yet plentiful, but it is now possible for retailers to get fair supplies of some of the most popular brands.

Retailers have been considerably aroused over the new law prohibiting the sale of any preparation of tobacco to persons under eighteen years of age, which has received the approval of the Governor. Its violation is a misdemeanor, the first offense being punishable by a fine of $25 to $100, or sixty days' imprisonment, while the penalty for more than two offenses is a fine of $100 to $300, or imprisonment for ninety days to six months, or both. Ignorance of the law will not be accepted as an excuse, and within ninety days all dealers are required to post conspicuous notices of the provisions of this act in their stores.

Report comes from the State capital that pipes are now the popular thing there, although the State Senate, recently adjourned, smoked quite a lot of cigars. It seems that Governor Johnson, either from policy or preference, has become generally known as a pipe smoker, and many of the Capitol attaches have followed his example.

Quite a number of retailers in San Francisco are still doing business in temporary wooden buildings, and were somewhat troubled over the recent report that such structures, which were erected within the fire limits in 1906, were to be demolished this year. The matter, however, has been placed at the discretion of the Board of Public Works, and President Casey states that the unoccupied buildings will receive the first attention, which will give those that are occupied about a year or more. It would be something of a hardship for the dealers who would be compelled to move by this action, as rentals on cigar stands in permanent buildings have been very high for several years, and a greater demand for locations would certainly cause an advance in the figures asked.

The Black-Crane Company, which started business here some time ago as window display specialists in the cigar trade, are doing quite a lot of work at local retail stands in the interest of certain brands. Their work has been a great help to many of the retailers, giving their stands a more attractive appearance than they would otherwise be likely to have. This company has recently taken a contract for display work with the "Watt" cigar, distributed by H. L. Judell & Co., and has put in a number of very catchy displays with this brand.

Emil Judell, of H. L. Judell & Co., has just returned from a trip through the northern part of the State.

The stand of Wm. Bercovich, at Powell and Market streets, is turning out in a highly satisfactory manner. It is well located for night trade, and has from the start been kept open until late. Mr. Bercovich hopes to be able soon to keep the place open at all hours.

Greenwood & Kalisky have had quarters fitted up for a fine cigar store on Seventh street, near Mission, opposite the Post-office Building. The store is in a new office building, and while for several years there has been little in that locality to attract business, it is believed that from now on it will be a decidedly more favorable location. Greenwood & Kalisky will specialize on the "Optimo" and other lines distributed by Ehrman Bros & Co.

Bier, Saalburg & Co., distributors of the "Cortez" cigar, who have for a couple of years been located on California street near Market, have secured new quarters at 45 California street, a few doors from their former place. They have double the floor space formerly occupied, and say that all of it is needed, as their business has long since outgrown the smaller establishment.

Pipe smoking appears to be growing in popularity here, if the interest taken by jobbers in this department is any criterion. Last year M. A. Gunst & Co. went into the pipe business more heavily than ever before, and now it is announced that Horn & Co. have started a pipe department. Geo. Adams, who is well known to the trade here, and is an expert on pipes, has been placed in charge of this end of the business.

Benj. Walt, representing the Manhattan Briar Pipe Company, New York, spent some time in San Francisco about the middle of the month.

The Edw. Wolf Company received a few days ago a new shipment of "Por Larrañaga" goods, made in sizes especially suited for this market. Mr. Wolf says the business in this line is all that could be expected, considering the normally limited demand for imported goods in this market. Mr. Wolf has received notice that E. C. Morris, representing the "Por Larrañaga" factory, is now in Japan.

Albert Entovich, who has been beating cigar vending machines at a number of stands at Sacramento, Cal., was arrested last week.

According to a report from El Paso, Texas, the American Meerschaum Company is planning to erect a factory on its property at Hanover, N. M.

The United Cigar Stores Company has leased a lot at the corner of Main and Seventh streets, Los Angeles, where a fine building will be erected.

J. A. McHenry, traveling for Boltz, Clymer & Co.'s San Francisco house, reports a big business on his recent trip up the coast.

Reda & Blank, well known retailers of the automobile district, have opened a new stand at Larkin street and Golden Gate avenue.

ALLEN.

Memphis Items of Interest.

MEMPHIS, April 25, 1911.

A SPIRIT of intense commercial unity is everywhere evident in Memphis, the hustling metropolis of Tennessee. In every and all commercial enterprises there exists a strong co-operative harmony—a practice which makes this energetic city of business builders and hustlers justified in its slogan "Memphis Holds the Reins of Dixie."

From all sides can be seen marked building activity. Here are seen modern office buildings projecting eighteen stories and over into the air. Here, too, is one of the finest electric traction systems in the South, a credit indeed to Memphis.

It is no small wonder, then, that there are so many and representative cigar and tobacco distributors as are centered here. Behind the counters in commodiously equipped cigar stores can be found intelligent and pleasing dispensers of smokers' sundries, drawn from well stocked vaults containing a varied assortment.

Indeed, one of the most successful jobbers and distributors is the house of J. Samelson & Co., whose conduct is under the personal supervision of Ike Samelson, a veteran in the cigar and tobacco business. In addition to covering all of the principal South and Southwestern States, in which territory they feature brands of clear Havanas, "Tadema," of Arguelles, Lopez & Bros., and "Julia Marlowe," of Corral, Wodiska y Ca. This concern operates several busy retail stands in the leading hotels and bank buildings.

Although comparatively new in its present location, the Best & Russell Cigar Co. is showing remarkable gains to the front. A. B. Adair, their suave secretary and manager, tells your correspondent that since shipments of his two leading Tampa brands, "La Flor de Sanchez y Haya" and "Lozano" have resumed, his output is in no small volume. On their regular popular brands, "Owl," "Contract" and "Permits," an amazing amount of business is done, due partly to the continual publicity given these cigars.

J. Harvey Hogg, manager of the cigar department of W. C. Early Company, Berriman Bros.' "Jose Vilas" are receiving an introduction appropriate to this well-liked brand of clear Havanas from "The Blue Ribbon Factory." Mr. Hogg at frequent intervals arranges tasteful window displays of this brand in prominent downtown stores, one of which was recently seen in the windows of the Fortune-Ward Drug Co. This house is also lending some effort to "El Wadoras," of Sig. C. Mayer & Co., Philadelphia, having them placed in many popular stores.

Sol Coleman, Inc., reports through their genial Mr. Lewis, continued demand for "Los Reyes de Reyes," for which brand they are distributors in this territory. Mr. Patterson, Southern representative of Lopez Hermanos & Co., Tampa, was calling at this house recently, leaving with a liberal order for several sizes.

As many "Sidelos" as are received by Sternberg & Sons are immediately disposed of to anxious customers for this popular brand. D. Sternberg states he is not able to get enough of the brand to supply the demand of his customers.

Will Moseley, who holds forth behind the retail counters of the R. L. Moseley store, remarked that business for "Cortez" and "La Megas" was never better. A handsome window display of the former brand was shown recently. In nickel goods, "Moseley's Little Havanas" are enjoying a large sale. This cigar is a product of the Moseley factory.

"Charles the Great" still continues the banner clear Havana cigar with the Vaccaro Cigar & Liquor Co. The brand has been sold by them for many years past. Mr. Vaccaro also reports a brisk trade on "Cuesta Rey's," and on "La Flor de Vaccaro," a private brand made in New York.

R. L. Lee & Son, distributors for Regensburg's "Americans," and Jose Lovera & Co.'s "Loveras," speak of a very satisfactory volume of business.

It does not take an observer long to notice that Sam Van Cleeff has a host of patrons of his up-to-now Bismarck Cigar Stand, next to the Gayoso Hotel. Mr. Van Cleeff has the magnetism of keeping a throng of good fellows in his stores, who withal are good spenders. In his counters are seen "Websters," "Solace," "José Vilas," "Cuesta Rey," "Luis Martinez," "Sidelos," "Henry the Fourth," "Tadema," "Los Reyes de Espana," "Charles the Great," "Julia Marlowe," "Cortez," "The Rey," and "Dulces" in clear Havanas, while in Porto Rican goods he has good trade on "Savaronas" and "Portinas."

Traveling representatives in the city recently were: Mr. Patterson (Lopez, Hermanos & Bro.), Mr. Breder (Arguelles, Lopez & Bro.) and A. M. Goehring (Exchange Cigar Co.), all of Tampa.

ESCRIBO.



NEW YORK STATE.

NEW YORK CITY.

THE report of the cigar output for March would indicate that there should have been an active leaf market, and yet Water street has had its complaint to make. At this writing, the signs of returning activity are very dim. An increase of fifty-five million cigars in one month is very significant, and if the ratio be anything like maintained, it will become a matter of supply. There will be no question about the demand.

There are reports at the present time, however, of a less urgent demand for the manufactured products which naturally will affect the leaf market. These are coming principally from the eastern sections, while western factories are working to their usual capacity.

From the busy sections have been booked orders for Pennsylvania tobaccos of the 1909 crop in such quantities as to lead to the belief that purchases are being made for future use. Meanwhile, growers have gotten into active preparation for planting a larger crop of tobacco than for several years past.

Not so much importance was attached to the Sumatra inscriptions at Rotterdam on the 28th of April, and yet several parcels were purchased for the American market, and another sale will be held at Amsterdam on the 5th of May, which is attracting considerable attention.

Since the last sale at Amsterdam, importers have been busy offering purchases made at early sales, and endeavoring to ascertain the salability at prices now prevailing.

The Havana market has not shown any unusual activity during the past fortnight. Prices are remaining high, but there are still some good tobaccos to be obtained.

BALDWINSVILLE.

A few deals of moderate size have been consummated in this market, and goods were taken mostly by western buyers, some of whom found little to strike their immediate fancy.

PENNSYLVANIA.

PHILADELPHIA.

PROSPECTS with the leaf trade in Philadelphia are not wholly bad, and there has been considerably more buying and selling during the past few weeks than earlier in the year. Prices have remained firm, with indications strongly in favor of an advance rather than a reduction. It may be that this has been a prompting factor among manufacturers who have lately bought some new stock. There were several 100-case transactions in seed leaf.

In Sumatra tobacco, some old goods have lately been criticaly inspected in preference to offerings of new, but prices are uniformly high.

With only limited quantities of Havana tobaccos to offer, importers are not inclined to make much concession in price, feeling confident that all available stock will find a market in the course of a short time.

LANCASTER.

There was much more activity in the leaf market recently than for some weeks before, and a number of sales of old goods, *i. e.*, 1909, were consummated. Western manufacturers have been carefully going over the market and some sales have resulted. Careful inquiry among dealers leads to the belief that a larger proportion of the 1909 goods has probably been sold than has thus far been reported. It is not a little surprising to note that much 1910 has already changed hands, and the great bulk of it to dealers with only a minor portion of it to manufacturers. It is also apropos to say that not all packers are offering their 1910, preferring to wait until after the summer season shall have put them through the natural sweating process. These goods, it is believed, will become largely available as binder stock, and may have to be depended upon to help in meeting the deficiency of supply usually available in Wisconsin.

OHIO.

DAYTON.

WITH probably 60 to 70 per cent. of the seed leaf tobaccos having passed into the packer's hands, there is now more active bidding for Zimmer Spanish, and the tone of the market is strengthening daily.

ARCANUM.

Buying continues at old prices. There is still considerable tobacco in the country section, and the prices established in this market are generally accepted throughout the Miami Valley district. Usually the first buying is done here and first deliveries made here. Little Dutch is nearly all bought, and Zimmer Spanish is also steadily disappearing. Of the seed leaf probably 70 per cent. is now in buyers' hands.

WEST MILTON.

Some dissatisfied growers threatened to reduce their tobacco acreage this year, but it is doubtful if the number of such cases will be sufficient to make much of a change. From best sources it is learned that the acreage will probably be about the same. During the past month a great deal of tobacco has been sold, farmers realizing about the same as for their previous crop. Unfavorable weather is retarding the progress made by farmers in their preparation for planting another crop.

WISCONSIN.

EDGERTON.

ALL receiving points in this State are now quiet and only scattered crops remain to be delivered. Some of the belated crops have been weighed on the farm, but remain in the farmers' hands for later delivery, and consequently warehouse work will be prolonged. In view of the fact that there is so little tobacco remaining in the outlying districts there is no buying worth speaking of.

Little encouragement is found in the market for old goods. Business has been confined to small orders.

Growers are fairly well started in their work of sowing the seed bed for another crop, and already white canvases are dotting tobacco patches.

MADISON.

Northern Wisconsin farmers are much elated with the discovery that tobacco can be profitably raised in a number of new locations. Some new tobacco lands are now being opened, which will probably add materially to Wisconsin's acreage this year. By a peculiar incident, a tobacco man in traveling through the State noticed one farmer growing a large tobacco plant in a tub indoors, and finding that the farmer was raising merely as a curiosity, being an expert on tobacco culture, he advised the farmer to plant his tobacco out of doors. The suggestion was acted upon and quickly spread to neighbors, who are following suit.

NEW ENGLAND.

SPRINGFIELD, MASS.

CONNECTICUT Valley tobacco farmers are now busily preparing their seed beds. A few of the more courageous have ventured to sow their beds, but the most conservative preferred to wait until signs of spring had become more pronounced. Cool weather has held on tenaciously and spring is already late.

The acreage of Havana seed tobacco promises this year to be the smallest in a decade. In recent years about three-fourths of the New England acreage has been planted with Havana seed tobacco. This year the acreage of this strain will be restricted by the tent-growing area and by the increase in the broadleaf acreage. Some good judges even predict that not more than 60 per cent. of the 1911 acreage will be of Havana seed, and that even this percentage will decrease annually. The popularity of Havana seed is evidently on the wane. Temporarily, at least, from the standpoint of growers. It is equally evident that priming or picking has passed the experimental stage among growers who raise tobacco in the open.

SUFFIELD, CONN.

The tobacco farmers have been more than busy in getting their tobacco beds ready for seed, and in a few instances, beds can be found containing plants nearly large enough to be set out of doors.

It is estimated that about the usual 3200 acres will be raised this year, in town, of which probably one-third will be harvested by the picking method, and probably 200 acres grown under cloth.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

L. L. SCHLOSS,
CIGAR BROKER,
29 Randolph Street, Chicago, Ill.
Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill. 6-17-he

HARRY L. ROBY, Leaf Tobacco Broker
21 Emmet St., Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e.

N. D. ALEXANDER, Leaf Tobacco Broker
18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

CIGAR MANUFACTURER'S OPPORTUNITY.
Commodious building at Ziegierville, Pa., with plenty of help. Conveniently near Philadelphia. Moderate terms to good tenant. Apply American Ice Co., 6th and Arch streets, Philadelphia. 2-1-tf.

PIPE FOR IRRIGATION PURPOSES.
We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
167 South St., New York City. 3-15-tf.

When in the market for Pennsylvania leaf of any kind write us. We can save you money.
HERMAN STEIN,
Packer and Dealer in Leaf Tobacco, Lancaster, Pa.

WANTED—Specialty or missionary men to introduce 5 and 10-cent cigars. Address J. G. B., care Tobacco World. 4-15-h.

WANTED—Jobber to take output of small union factory making only standard goods. For particulars Address Union, Box 12, care Tobacco World. 5-1-c.

WE CAN USE 10 or more second-hand Borgfeldt Bunching Machines if in good condition at a reasonable price. Address 671, Tobacco World. 5-1-c.

Situations Wanted.

WANTED—Position as cigar or cigarette salesman, by energetic and well-trained young man. Philadelphia territory preferred. Address Box 4, Tobacco World, Philadelphia. 2-15-tf.

CIGAR SALESMAN—Seven years' experience selling factory to retailers direct; twenty towns in New Jersey, a few in Pennsylvania. Opened over 250 new accounts in 1910. Want live advertising and reliable factory to represent; will cover a new territory or Pacific Coast. Will sell retailers or jobbers. A1 references. Address Cigars, P. O. Box 584, Trenton, N. J. 5-1-c.

For Sale.

FOR SALE—Progress Bunching Machines and one No. 2 Strickler Scrap and Stem Cleaning Machine. Address The J. H. Lucke Co., Cincinnati, Ohio. 5-1-a.

MACHINERY AND TOOLS—Consisting of 50 H.-P. Boiler, 40 H.-P. Engine feed water heater cooking kettle, reserve tank, dipping tub, two wrinkers, two cutters, two shell dryers, Adt steam dryers, four conveyors steam coils, steam line shafting pulleys, hangers, belting tools, etc. Address Greenwold Bros., Walnut and Canal Streets, Cincinnati. 11-1-tf.

FOR SALE—Pure Dutch, Gebhardt or Zimmer Spanish scrap filler tobacco. These scraps are from old resweat wrapper B tobaccos—high quality, clean, dry and ready to work. Write for samples and prices. Horner Tobacco Company, 208 S. Ludlow St., Dayton, O. 3-1-ch.

FOR SALE—Pure Havana scraps, guaranteed high aroma. Price, 45 cents any quantity.

ALONZO B. PANDOZ CO., 173-175 E. 87th St., New York 8-15-ch

FOR SALE—50,000 pounds tobacco siftings; also scrap tobacco. Progress machines, Gordon long filler machines, presses, molds, shafting, belting, and other cigar manufacturing apparatus. Address Swisher Bros., Newark, O. 5-1-c.

FOR SALE—To close out 40 cases 1905 and 1906 leaf tobacco, fine old Pennsylvania. Also one-half million assorted cigars to be sold. Address Fannie B. Hershey, Gordonville, Pa. 5-1-c.

FOR SALE—Wisconsin Binders and '08 B's. Sound packings in large or small lots. C. J. Jones & Son, Janesville, Wis. 4-15-h.

FOR SALE—Wholesale and retail cigar and tobacco business, established 1844, in prominent stand, Trenton, N. J. Owner wants to retire on account of health. Splendid opportunity. Box 11, Tobacco World, Philadelphia. 4-15-h.

Tobacco Packer Enters Packing Box Trade.

M. H. BEKKEDAL, extensive leaf tobacco packer at Westby, Wis., has now secured possession by purchase of the Chippewa Hardwood & Hemlock Co., at Couderay, Wis., which plant was formerly operated by a wholesale shoe manufacturing firm of Minneapolis. Last fall Mr. Bekkedal had purchased all the interests of the Signor Crisler Co. in the Couderay Indian Reservation, near Couderay, and has been logging heavily during the past six months.

It is his intention to manufacture tobacco boxes, and the needs for his own leaf packing business amount to about two million feet per year. He may even be able to supply boxes to the trade in general, in the course of time.

Government Seizure of Cigars and Tobacco.

THE cigar store of G. Belasco, at 578 Seybert street, Hazleton, Pa., was recently raided by United States revenue officials, who confiscated several hundred packages of unstamped cigars and tobacco, which were shipped to the revenue office at Scranton.

It is claimed that this illegal traffic has been going on for some time, and that considerable of the goods were shipped to Hazleton from New York. Several hundred packages of unstamped goods were also located at freight depots, consigned to various persons in the coal regions.

Belasco was not arrested, the object being to place the full responsibility upon the shippers in New York.

The Editor's Letter Box

Editor, TOBACCO WORLD:
Enclosed you will find my check for subscription renewal. Allow me to congratulate you on your wonderful improvement and progress.
Sincerely yours,
HENRY M. GROTTA.
Nickerbocker Pharmacy,
New York City.

Editor, TOBACCO WORLD:
Dear Sir:
Can you give us the name and address of a firm that manufactures small cloth or muslin sacks used for smoking tobacco?
Respectfully yours,
R. K. SCHNADER & SONS.
Lancaster, Pa.
Answer:
The Millhiser Bag Co., Richmond, Va., can doubtless supply your wants.

Philadelphia, April 26, 1911.
Editor, THE TOBACCO WORLD.
Dear Sir: Kindly inform me through your columns who makes "Between the Smokes" cigar. They are put up twenty in a wooden box, something like "Galba" cigars, made in Austria.
SUBSCRIBER.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

SHIN FAY:—22,096.
For cigars, cigarettes, chewing and smoking tobacco. April 10, 1911. Henry Worms & Co., Winfield Junction, N. Y.

STERLING MARK:—22,097.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 10, 19100. T. A. Wadsworth, Detroit, Mich.

HAVANA SCORE:—22,098.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 10, 1911. T. A. Wadsworth, Detroit, Mich.

ENGLEWOOD STANDARD:—22,099.
For cigars, cigarettes. April 10, 1911. Louis Sachsel, Chicago, Ill.

DUTCH MASTERS:—22,100.
For cigars, cigarettes and cheroots. April 10, 1911. G. J. Johnson Cigar Co., Grand Rapids, Mich.

LOVILLA:—22,101.
For cigars, cigarettes, chewing and smoking tobacco. April 10, 1911. Franklin Harris, New York.

SUPREME COURT:—22,102.
For cigars. April 10, 1911. Sig. C. Mayer & Co., Philadelphia. Re-registration.

CITY LIFE:—22,103.
For cigars, cigarettes, chewing and smoking tobacco. April 11, 1911. The Moehle Lithographic Co., Brooklyn, N. Y. Re-registration by transfer. Originally registered October 20, 1896, by H. E. Bradman, Belfast, Me.

REY-OMA.—22,104.
For cigars, cigarettes and cheroots. April 12, 1911. Petre, Schmidt & Bergman, Philadelphia.

SAY-SO:—22,105.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 12, 1911. S. R. Moss Cigar Co., Lancaster, Pa.

THE ELM CITY:—22,106.
For cigars. April 12, 1911. J. P. Kilfeather, New Haven, Conn.

CSETNEKI:—22,107.
For cigars, cigarettes, chewing and smoking tobacco. April 12, 1911. Louis Mittler, Yonkers, N. Y.

FRAT:—22,108.
For pipes and smokers' articles. April 12, 1911. Manhattan Briar Pipe Co., Jersey City, N. J.

SARABELLA:—22,109.
For cigars, cigarettes and cheroots. April 12, 1911. D. S. De-Jongh, New York.

HIBB:—22,110.
For cigars, cigarettes, chewing and smoking tobacco. April 12, 1911. The Hibbeler Co., St. Louis, Mo.

O-RO-MA:—22,111.
For cigars, cigarettes and cheroots. April 12, 1911. F. H. Beltz, Schwenksville, Pa.

WHITE AND GOLD:—22,112.
For cigars. April 12, 1911. El Draco Cigar Mfg. Co., Philadelphia.

ANNSISTER:—22,113.
For cigars, cigarettes, chewing and smoking tobacco. April 13, 1911. Richman Bros., Chicago, Ill.

FAMA VOLAT:—22,114.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 14, 1911. Lavello Cigar Co., Chicago, Ill.

THIS PRIZE WONDER:—22,115.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 17, 1911. L. J. Smith & Co., Red Lion, Pa.

FAT MEN'S CLUB:—22,116.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 17, 1911. John Steigerwald & Co., Philadelphia.

RUFILLIA:—22,117.
For cigars, cigarettes, chewing and smoking tobacco. April 17, 1911. Schmidt & Co., New York.

REALES PORTO RICO:—22,118.
For cigars, cigarettes, chewing and smoking tobacco. April 18, 1911. Chas. M. Gudknecht, Philadelphia.

BARCAROLLE DE VENICE:—22,119.
For cigars, cigarettes, chewing and smoking tobacco. April 18, 1911. Chas. M. Gudknecht, Philadelphia.

LA ENGEL:—22,120.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1911. The Golindo Cigar Co., Baltimore, Md.

RAGALVA:—22,121.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1911. Alvarez & Garcia, New York.

ALGARCO:—22,122.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1911. Alvarez & Garcia, New York.

GAMARAL:—22,123.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 18, 1911. Alvarez & Garcia, New York.

GRAB:—22,124.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 18, 1911. Heineman Bros., Baltimore, Md.

LIVIA:—22,125.
For cigars, cigarettes, chewing and smoking tobacco. April 18, 1911. Schmidt & Co., New York.

LA PATRONA:—22,126.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 18, 1911. American Lithographic Co., New York. Re-registration.

LA RIKONA:—22,127.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 18, 1911. American Lithographic Co., New York.

FLORASOL:—22,128.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 18, 1911. American Lithographic Co., New York.

LUZORO:—22,129.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 18, 1911. American Lithographic Co., New York.

MI ALIZA:—22,130.
For cigars, cigarettes and cheroots. April 18, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

22,131. Not issued.

TRADING POST:—22,132.
For cigars, cigarettes and cheroots. April 18, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

BIMBIE:—22,133.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 18, 1911. John F. Kuhn, Philadelphia, Pa.

EL BROLIO:—22,134.
For cigars, cigarettes and cheroots. April 18, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

LA CRIMERA:—22,135.
For cigars, cigarettes and cheroots. April 18, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

VO-LANT:—22,136.
For cigars, cigarettes, chewing and smoking tobacco. April 7, 1911. Walter M. & Edison D. Fox, St. Louis, Mo. Re-registration by transfer.

DONS:—22,137.
For cigars, cigarettes and cheroots. April 19, 1911. Harry B. Donley, Myerstown, Pa.

GRAND COUP:—22,138.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 19, 1911. L. C. Wagner & Co., New York.

REPLACER:—22,139.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 19, 1911. L. C. Wagner & Co., New York.

TELAGE:—22,140.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 21, 1911. American Lithographic Co., New York.

FLOR DE BRENDAN:—22,141.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 21, 1911. American Lithographic Co., New York.

MARKWELL:—22,142.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 21, 1911. American Lithographic Co., New York.

MARY MURRAY:—22,143.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 21, 1911. American Lithographic Co., New York.

FINAROMA:—22,144.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 21, 1911. Duquesne Cigar Co., Pittsburgh, Pa.

DUKANOLA:—22,145.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 21, 1911. Duquesne Cigar Co., Pittsburgh, Pa.

ESTHERELLA:—22,146.
For cigars. April 21, 1911. Louis Reiss, Rochester, N. Y.

LA COMPANERO:—22,147.
For cigars, cigarettes, chewing and smoking tobacco. April 21, 1911. Henry Clay & Bock & Co., New York.

DEEK:—22,148.
For cigars, cigarettes. April 21, 1911. Moeller & Kolb, Chicago, Ill.

TWO ROOTERS:—22,149.
For cigars, cigarettes and cheroots. April 21, 1911. Merchants Cigar Co., York, Pa.

SMOKER'S BEAUTY:—22,150.
For cigars, cigarettes and cheroots. April 21, 1911. Merchants Cigar Co., York, Pa.

PALMER'S NO. 91:—22,151.
For smoking tobacco. April 21, 1911. J. Ward Palmer Tobacco Co., Ltd., Baltimore, Md., assignee of the J. Ward Palmer Tobacco Co., Ltd., New York.

PALMER'S NO. 57:—22,152.
For smoking tobacco. April 21, 1911. J. Ward Palmer Tobacco Co., Ltd., of Baltimore, Md., assignee of the J. Ward Palmer Tobacco Co., of New York.

BELLE RIVE:—22,153.
For cigars, cigarettes, cheroots, chewing and smoking tobacco April 22, 1911. American Lithographic Co., New York.

DAN BEARD:—22,154.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 22, 1911. American Lithographic Co., New York.

MISS DAISY:—22,155.
For cigars, cigarettes, cheroots, chewing and smoking tobacco April 22, 1911. American Lithographic Co., New York. Re-registration.

LA SOLEDA:—22,156.
For cigars, cigarettes, cheroots, chewing and smoking tobacco April 22, 1911. American Lithographic Co., New York. Re-registration.

LA CHARMITA:—22,157.
For cigars, cigarettes, cheroots, chewing and smoking tobacco April 22, 1911. American Lithographic Co., New York.

MISS PEACH:—22,158.
For cigars, cigarettes, cheroots, chewing and smoking tobacco April 22, 1911. American Lithographic Co., New York.

BETHESDA BELLE:—22,159.
For cigars, cheroots and stogies. April 22, 1911. J. Harry Cooper, Caldwell, O.

PRINCE TROILUS:—22,160.
For cigars, cigarettes, chewing and smoking tobacco. April 22, 1911. Schmidt & Co., New York.

KING PRIAM:—22,161.
For cigars, cigarettes, chewing and smoking tobacco. April 22, 1911. Schmidt & Co., New York.

GOODBYE CHARLIE SON OF A GUN:—22,162.
For cigars, cigarettes, chewing and smoking tobacco. April 22, 1911. The Chas. Stutz Co., New York.

22,163. Not issued.

THE BEST OUT:—22,164.
For cigars, cigarettes, chewing and smoking tobacco. Merchants Cigar Box Co., Dallastown, Pa.

CHERITON:—22,165.
For cigars, cigarettes and cheroots. April 25, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

HOLROYD:—22,166.
For cigars, cigarettes and cheroots. April 25, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

PEHAN:—22,167.
For cigars, cigarettes and cheroots. April 25, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

VLANCE:—22,168.
For cigars, cigarettes and cheroots. April 25, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

VAN BUREN POINT:—22,169.
For cigars, cheroots, stogies and tobacco. April 25, 1911. A. A. Brugger, Erie, Pa.

BIG BLAZE:—22,170.
For cigars, cigarettes, chewing and smoking tobacco. April 25, 1911. Union-American Cigar Co., New York.

LIVELY TIPS:—22,171.
For cigars, cigarettes, chewing and smoking tobacco. April 25, 1911. Union-American Cigar Co., New York.

RED ONION:—22,172.
For cigars, cigarettes, chewing and smoking tobacco. April 25, 1911. Cairo Cigar Co., Cairo, Ill.

LA PARMA DE MEXICONO:—22,173.
For cigars, cheroots and stogies. April 25, 1911. J. Harry Cooper, Caldwell, Ohio.

MASCOTTE WHIP:—22,174.
For cigars. April 25, 1911. Mascotte Cigar Co., Pontiac, Mich.

GOLDEN BAR:—22,175.
For cigars, cigarettes and stogies. April 25, 1911. Louis Doebert, Buffalo, N. Y.

MYSTIC STAR:—22,176.
For cigars, cigarettes and smoking tobacco. April 25, 1911. C. H. Plitt Cigar Co., York, Pa.

EPITAPH:—22,177.
For cigars. April 25, 1911. Edgar Ward, Bethlehem, Pa.

HAND HAVANAS:—22,178.
For cigars and cheroots. April 25, 1911. Lesher Cigar Mfg. Co., Lansing, Mich.

ROYAL LION:—22,179.
For cigars, cigarettes, chewing and smoking tobacco. April 25, 1911. Wm. Steiner, Sons & Co., New York.

GOLD SPRING:—22,180.
For cigars, cigarettes, chewing and smoking tobacco. April 25, 1911. Wm. Steiner, Sons & Co., New York.

BOB DANIELS:—22,181.
For cigars, cigarettes, chewing and smoking tobacco. April 25, 1911. Wm. Steiner, Sons & Co., New York.

TOM CURTIS:—22,182.
For cigars, cigarettes, chewing and smoking tobacco. April 25, 1911. Wm. Steiner, Sons & Co., New York.

CHAS. EDDY:—22,183.
For cigars, cigarettes, chewing and smoking tobacco. April 25, 1911. Wm. Steiner, Sons & Co., New York.

GEO. FERRY:—22,184.
For cigars, cigarettes, chewing and smoking tobacco. April 25, 1911. Wm. Steiner, Sons & Co., New York.

PERCY HALL:—22,185.
For cigars, cigarettes, chewing and smoking tobacco. April 25, 1911. Wm. Steiner, Sons & Co., New York.

EDWARD HALL:—22,186.
For cigars, cigarettes, chewing and smoking tobacco. April 25, 1911. Wm. Steiner, Sons & Co., New York.

COSTENO:—22,187.
For cigars, cigarettes, chewing and smoking tobacco. April 25, 1911. Wm. Steiner, Sons & Co., New York.

ENCLOSO:—22,188.
For cigars, cigarettes, chewing and smoking tobacco. April 25, 1911. Wm. Steiner, Sons & Co., New York.

BURNO:—22,189.
For cigars, cigarettes, chewing and smoking tobacco. April 25, 1911. Wm. Steiner, Sons & Co., New York.

JACK WENDELL, JR.:—22,190.
For cigars, cigarettes, chewing and smoking tobacco. April 25, 1911. Wm. Steiner, Sons & Co., New York.

BAR X:—22,191.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1911. The Shields-Wertheim Co., Cleveland, O.

BILL OF SALE:—22,192.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1911. Klingenberg Bros., New York.

MORTGAGE:—22,193.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 26, 1911. Klingenberg Bros., New York.

ORIGINAL LEAF:—22,194.
For cigars, cigarettes and cheroots. April 26, 1911. H. H. Beerbaum, Milwaukee, Wis.

TWO ROVERS:—22,195.
For cigars and cheroots. April 26, 1911. Merchants Cigar Box Co., Dallastown, Pa.

PANETELA SWEEPERS:—22,196.
For cigars. April 26, 1911. Merchants Cigar Box Co., Dallastown, Pa.

KING APPLE:—22,197.
For cigars, cigarettes, chewing and smoking tobacco. April 26, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

CANCELLATIONS.

GRASS WIDOWS:—21,671.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered February 16, 1911, by E. H. McCaul, Sparta, Mich., has been cancelled.

TRANSFERS.

ANNSISTER:—22,113.
For cigars, cigarettes, chewing and smoking tobacco. April 13, 1911. Richman Bros., Chicago, Ill.; has been transferred to M. Livingston & Co., on April 24, 1911.

LORD BLACK:—31,479.
For cigars, cigarettes, chewing and smoking tobacco. October 25, 1905, by Petre, Schmidt & Bergmann, Philadelphia, and transferred to D. A. Heindel, Adm. of Estate of D. A. Frey, deceased, December 17, 1910, and re-transferred to W. H. Grimm, Windsor, Pa., on December 23, 1910; was again transferred to J. A. Shuhart & Co., York, Pa., on April 22, 1911.

Standards for Thirty Years



Havana Filled Cigar retailing at 10 cents



High Grade Nickel Cigar that sells on its Merits

These brands will be a valuable acquisition to live dealers
Write direct to the manufacturers

GEO. S. MILLER & CO., Pottstown, Pa.

PAPER FOR PACKERS

TOBACCO LINERS

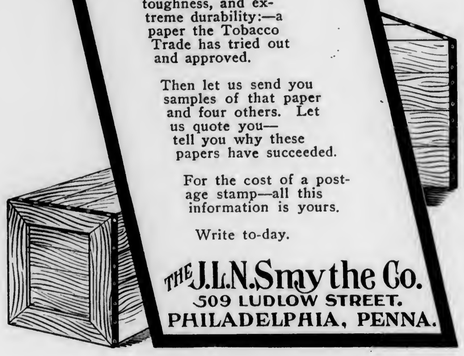
You are as anxious to get the best possible wrapping protection for your "leaf"—as you are to reduce your "liner" expense.

You want a paper with STRENGTH—toughness, and extreme durability:—a paper the Tobacco Trade has tried out and approved.

Then let us send you samples of that paper and four others. Let us quote you—tell you why these papers have succeeded.

For the cost of a postage stamp—all this information is yours.

Write to-day.



THE J.L.N. Smythe Co.
509 LUDLOW STREET.
PHILADELPHIA, PENNA.

MORE POPULAR THAN EVER

JOBBERS who have taken hold of these goods during the past three months HAVE MET WITH SUCCESS, because

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AFFORDS

FAIR PROFIT to the Jobbers; GOOD MARGIN to the Dealers; FULL VALUE to the Consumers

The POTENTATE is a QUALITY Ten-cent Cigar in all that "Quality" implies

We also make a SUPERIOR LINE OF NICKEL GOODS, under the titles of "Lehr's Smokers," "King of the Desert," and "Confidence." Correspondence with active handlers invited.

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Established 1876 READING, PA.

The American Tobacco Co.

Boot Jack Plug
Piper Heidsieck Plug
Star Plug
Standard Navy Plug
Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
Drummond Natural Leaf Plug
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Battle Ax Plug

They Please All Tastes

Always Uniform and Reliable

RZ. BAUTISTA Y CA.

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Neptuno 170-174

Havana, Cuba.

Cable—"Rotista"

Cable Address: CALDA

A. M. CALZADA & CO.

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Commission Merchant

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Consulado 142, Havana, Cuba

CARDENAS y CIA Cable Address, "Nasdecar"

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PEREZ & OBESO

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(Sobrinos de G. Palacios)

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Proprietors of famous Lowland Vuelta Abajo Vegas

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In Vuelta Abajo, Semi- Vuelta, Partido and Remedios

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Cable "Sepuente"

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Commission Merchants
Leaf Tobacco & Cigars

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Founded 1868

LEAF TOBACCO MERCHANTS

Packers of VUELTA ABAJO, SEMI VUELTA,
PARTIDO, and all varieties of Tobacco grown
———in the Santa Clara Province———

Cable Address "ANTERO"

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HEINRICH NEUBERGER

=Leaf Tobacco Merchant=

HAVANA, CUBA—Calzada del Monte No. 15

NEW YORK, No. 145 Water Street BREMEN, GERMANY

JOSE F. ROCHA

Cable: "DONALLES"

Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo
Partido y Vuelta Arriba

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ERNEST ELLINGER & CO. Packers and Importers

OF HAVANA TOBACCO

Havana Warehouse, Estrella 35-37 New York Office, 87-89 Pine Street

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Joseph Mendelsohn Louis A. Borneman

MENDELSOHN, BORNEMAN & CO.

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Louis A. Kramer, Packer of Leaf Tobacco

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A. Cohn & Company

Importers of Havana and Sumatra, Packers of Seed Leaf Tobacco and Growers of Georgia Sumatra

142 Water Street, . . . New York

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Importers and Packers of **Leaf Tobacco**

141-143 East Lake St., Chicago, Ill.

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Packer & Dealer in **Leaf Tobacco**

Specialty of Fine Pennsylvania Leaf

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E. L. NISSLY & SONS

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CHOICE CIGAR LEAF TOBACCO

Packing Houses: Lancaster, Florin. Main Office: Florin, Pa.

Critical Buyers always find it a pleasure to look over our samples.
Samples cheerfully submitted upon request.

PLANTATIONS:
Decatur County, Georgia,
Gadsden County, Florida

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WAREHOUSES:
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Amsterdam, Georgia

Largest Growers of Shaded Tobacco in the World

We Offer the Fanciest Grades of Wrappers; Lights, Mediums and Darks

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HANOVER, PENNA.

Cigar Ribbons, Silk Imitation and Muslinola Ribbon
Printed or Stamped in Gold or Silver

Labels Stock Cards

Give Us a Trial. We Want Your Opinion

Parmenter Wax-Lined Coupon Cigar Pockets

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MOISTURE HEAT AND BREAKAGE

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MOST EFFECTIVE Advertising Medium Known

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Steam Cigar Box Manufacturers
AND MAKERS OF
Patented Wire Bound Shipping Cases

HOWARD & BOUNDARY AVE. YORK, PA

Established 1834

WM. F. COMLY & SON Auctioneers and Commission Merchants

27 South Second Street, Philadelphia

REGULAR WEEKLY SALES EVERY THURSDAY. CIGARS, TOBACCO SMOKERS' ARTICLES, SPECIAL SALES OF LEAF TOBACCO. CONSIGNMENTS SOLICITED. ADVANCES MADE. SETTLEMENTS MADE ON DAY OF SALE

OUR HIGH-GRADE NON-EVAPORATING

CIGAR FLAVORS

Make tobacco mellow and smooth in character and impart a most palatable flavor

FLAVORS FOR SMOKING and CHEWING TOBACCO

Write for List of Flavors for Special Brands
BETUN, AROMATIZER, BOX FLAVORS, PASTE SWEETENERS

FRIES & BRO., 92 Reade Street, New York



F. P. SHANFELDER

Maker of

Quality Cigars

Put up in Attractive Style

¶ Jobbers and Dealers wanting Goods that are STANDARDS, should write

OUR BRANDS:—"Lucy Forrester," "Royal Guide," "Happy Felix" and "Fort Steadman"

Newmanstown, Pa.

MONARCH CIGAR CO.

RED LION, PA.

MAKERS OF LORD NORTHCLIFF, Superior five cent cigars and a fine line of medium priced goods.

Facilities Unexcelled - - - Correspondence Solicited
Goods Sold to Jobbing Trade Only

FATIMA TURKISH BLEND CIGARETTES

20 for 15 cts.



Win immediate favor everywhere through their attractive mildness, delightful fragrance & high quality.

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The NEW HOME of SANCHEZ Y HAYA

Factory No1 Established 1867 TAMPA, FLA.



Always the Standard of Excellence in CLEAR HAVANA CIGARS

BEHRENS & CO.

HAVANA, CUBA

Manufacturers of the "SOL" Brand

SOL HABANA

Finest Vuelta Abajo Tobacco Exclusively

No Better Goods Made
Quality Always Reliable

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P. O. Box 494 Key West, Fla.

Superior Havana Cigars

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RUY LOPEZ TRADE MARK KEY WEST CIGARS

That's All!

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Only Clear Havana Cigars

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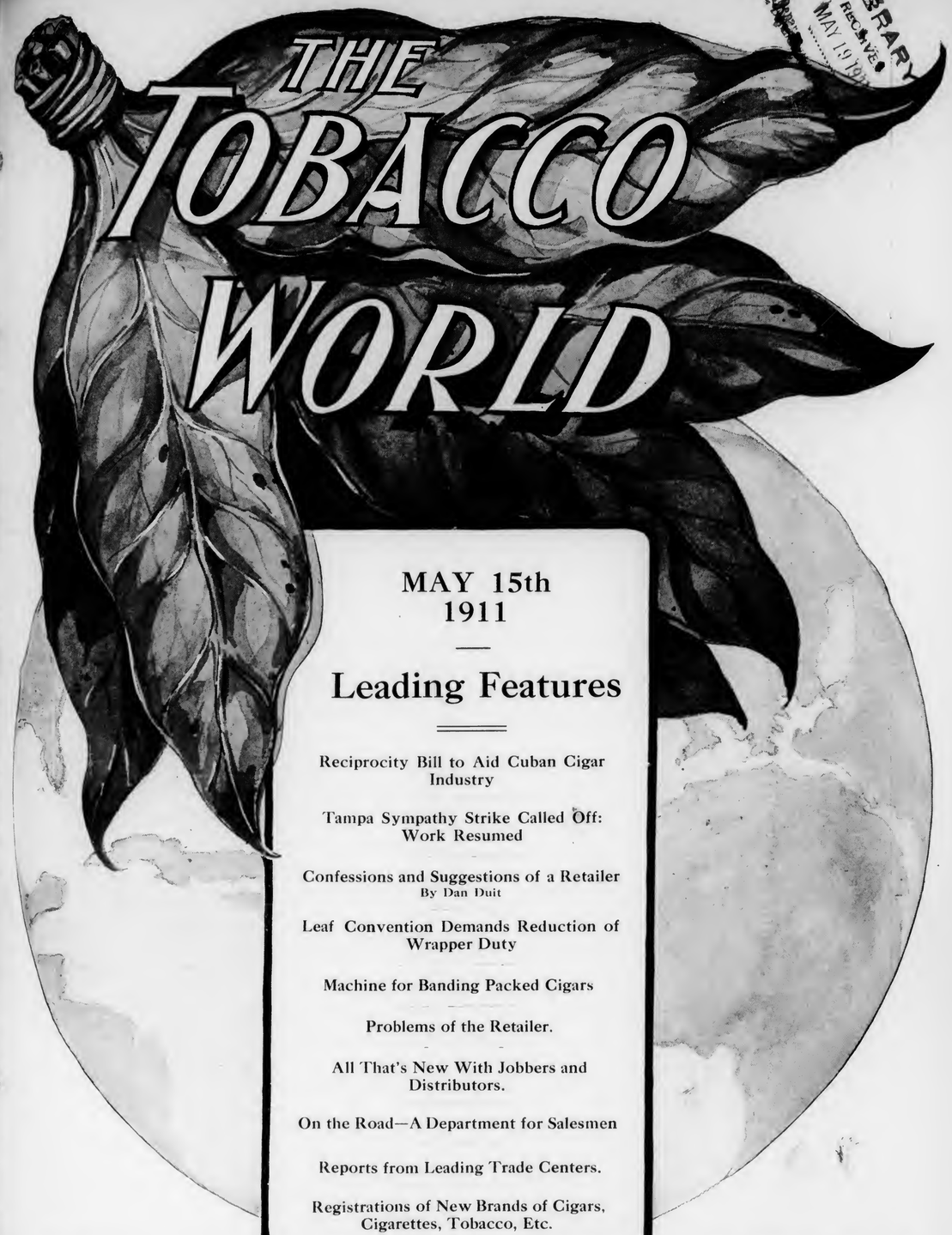
THE LEADING 5c. CIGAR



Straiton & Storm Co., New York

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THE TOBACCO WORLD



MAY 15th
1911

Leading Features

Reciprocity Bill to Aid Cuban Cigar Industry

Tampa Sympathy Strike Called Off: Work Resumed

Confessions and Suggestions of a Retailer
By Dan Duit

Leaf Convention Demands Reduction of Wrapper Duty

Machine for Banding Packed Cigars

Problems of the Retailer.

All That's New With Jobbers and Distributors.

On the Road—A Department for Salesmen

Reports from Leading Trade Centers.

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXI No. 10

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
41 Union Square, New York



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REGENSBURG'S HAVANA CIGARS

ALL SIZES ALL SHAPES
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For One Hundred Years the Old Reliable

Nothing as good for Pipe or Cigarette.
Sells for 5 Cents

Frishmuth Bro. & Co., Inc., Philadelphia

In Production

Experience + Brains = Quality

Quality speaks for itself. **Quality** in your offerings means **success** in your **business:** you get it in the superlative degree when you handle our products and the numerous letters of commendation we receive from satisfied distributors attest this fact beyond argument.

Study This List

Stogies, 3 for 5c.
Red Demon
Our Special Dutch
Our Little Havanas

Cigars, 3 for 5c.
Ducico
Indemnity Bond
County Fair

Cigars, 2 for 5c.
Capt. Sam Brady
Pittsburg Girls
Lenawee Bouquet

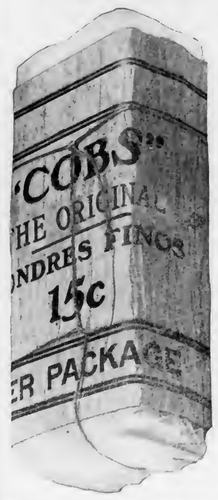
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COBS



A MAN WHO HAS once smoked Cobs wants Cobs. They give him satisfaction and bring him back to your store. They are the smoke of Quality. They please the most critical and at 15c. for 9 are the most economical cigar in the country.

Vest Pocket edition 5c. for a packet of 3.

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The largest Independent Cigar Factory in the World

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Hey There! Where are you going?
Looking for a good cigar? Get

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AND STOP YOUR RUNNING

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MANUFACTURERS OF

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Made by

SAN TELMO CIGAR MFG. CO.

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"QUALITY CREATORS"

Established 1857

M. STACHELBURG & CO.

Havana Cigar Makers

Tampa

BARON~GRAY



A Five Cent Cigar "Good Till the Last Puff"

Fine Proposition for Live Wholesalers and Distributors

WRITE TO-DAY TO
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Manufacturer - - DAYTON, OHIO

CENTRAL UNION



No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.





For One Hundred Years the Old Reliable

Nothing as good for Pipe or Cigarette.
Sells for 5 Cents

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In Production

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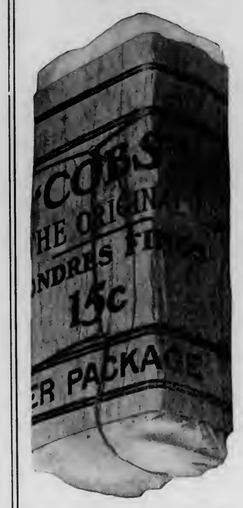
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No other brand of Tobacco has grown so quickly in public favor

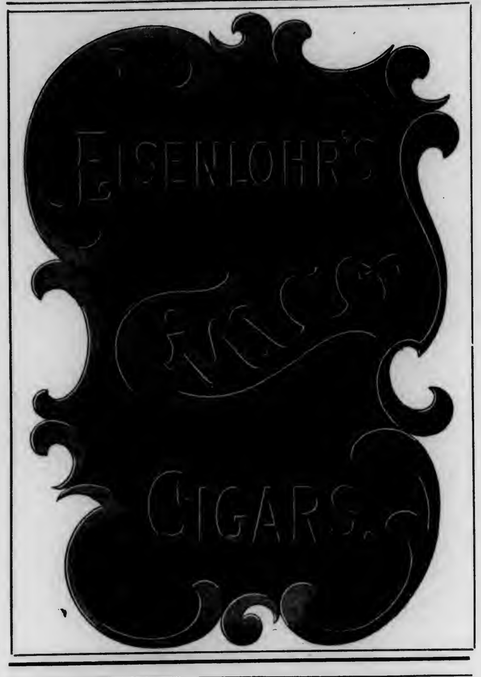
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PRICE, 5c.

United States Tobacco Co.
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Highest Grade of All Havana Cigars



Made in Thirteen Sizes of the Most Popular Shapes

For prices and other particulars address

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They Make You Friends and Bring You Repeats

The 5 Cent
Cigars of Real Value

Made by
Allen R. Cressman's Sons
Philadelphia

THE CIGAR THAT MADE PHILADELPHIA FAMOUS!

Jobbers and dealers have been attracted to

Juan F. Portuondo

CIGARS

by their quality-tobacco, workmanship, package, for more than forty years. They are still pleasing the consumers and benefitting the trade because

"THEY HAVE NO EQUAL"

Established 1869
Incorporated 1893

Juan F. Portuondo Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA

The Signature is on every box

BUILD YOUR TRADE ON QUALITY

ORANGE FLOWER

A Five-Cent Straight Cigar



Hand-Made in Five Sizes

A Live Proposition for Live Distributors

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5¢ CIGAR

A. ULRICH & CO.

100 Market Street, Philadelphia

"He profits most who serves best."

ROIG'S CIGARS

Are the most profitable in the end because they represent the biggest value in the Cigar Market—made by hand exclusively and under skilled Cuban supervision.

ANTONIO ROIG & LANGSDORF

PHILADELPHIA, PA.

Silent Salesman TRADE MARK **Cigar Case.**



Our No. 40

This is positively the Strongest All-Glass Case made. It's as solid as a stone wall. Ships with perfect safety. Joints are air tight. It is equipped with moisteners. We make other styles as well. If in need of a show case, send for our 1911 catalogue.

Detroit Show Case Company
Detroit, Michigan

P. S.—We make Tobacco Fixtures also

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Don't take our word for it—ask one of the hundreds of merchants who are giving them out. If the Public didn't take to them we couldn't hand out Ten Millions (10,000,000) in thirty days, and the smoker doesn't have to wait until he is as old as Methuselah either to get something—we give premiums for ten 25 Cent Certificates. Besides, *"Crown" Coupons* and *Certificates* are redeemable in conjunction with *"Crown" Stamps*. See the point?

The cost? Lower than any Cigar Coupon proposition in existence.

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Largest Premium Parlors in the World

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Quality and Workmanship Wins

On April 15, 1911, the Hon. Charles I. Landis in the Court of Common Pleas at Lancaster County in the injunction proceedings of the "44" Cigar Company vs. Emanuel Cohen trading as the Globe Cigar Company rendered a final decree making the injunction permanent. The defendant is prohibited from selling and offering or exposing for sale a brand of cigars similar in appearance but of inferior quality to the well known Lipschutz's "44" Cigars.

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

"ELITE" F.Ry Ca HABANA

Manufacturers of the celebrated "ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A LA FAMOSA EQUAL TO ANY MILD 10¢ CIGAR

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THE KEY WEST CIGAR FACTORY KEY WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
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BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

PULLIAM

Are They in Your Show Window?

Five Cents **PULLIAM CIGARS** Five Cents

Please Particular People

A masterpiece in fine nickel goods, and a revelation in quality and excellence.

Made by
HERMAN WARNER & CO.
YORK, PA.
Write Us To-day—It'll Pay

PULLIAM

HERE IS THE WINNING PACKAGE



EL BORITA

Dealers who have sold EL BORITA 5 Cent Cigars know that they *draw trade and hold it.* Are you a wise dealer. If so, order EL BORITAS and watch your business grow. . . .

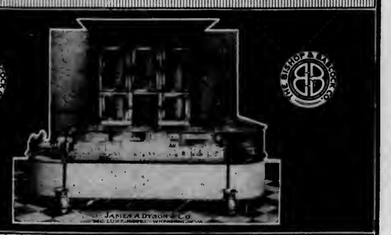
Made of the best Domestic Leaf by Skillfull Hands in Clean Factories. Banded and Put up in Attractive Boxes. Tastes and Looks like a Cigar Twice the Price.

OTHER LEADING BRANDS

LAVOCA 10 to 50c. **LA TONIA** 10c.

John Steigerwald & Company
Main Office, Twentieth & Tioga Sts., Philadelphia

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

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525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland

THE BEAU BRUMMEL OF STOGIES

PHOEBUS

Manufactured by
Consolidated Cigar Co., Pittsburg

Distributed by
MITCHELL, FLETCHER & CO.
Philadelphia

A Free Deal on London Trophies
The New 2 for 5c. Cigar

Mr. Dealer:—Save the profit sharing certificate found in each box, they are worth money to you. A fine proposition. We also make a line of 3 for 5c. stogies. Correspondence with wideawake dealers invited.

WABASH CIGAR COMPANY, PITTSBURGH, PA.

London Trophies ARISTOCRATS

Quinones Cabezudo Co.
MANUFACTURERS OF
High Grade Porto Rico Cigars

OUR BRANDS { "Mejorana" "Nabisco" "Tonina" "El Resumen" "Bella Cadiz" "Hanabanilla" "Quicaco" "Flor de Quizudo"

Factory and Warehouse: CAGUAS, PORTO RICO
New York Office: 130-132 PEARL STREET

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we have some territory open for good live jobbers

EITEL & CASSEBOHM COMPANY
INCORPORATED
LOUISVILLE.

LIKE CANDY FOR THE CHILDREN

For Gentlemen of Good Taste



San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

CLEAR HAVANA CIGARS OF MERIT

Manufactured by

S. WOLF'S SONS



Factory No. 318 KEY WEST, FLORIDA
WRITE FOR QUOTATIONS



Wax Papers

Is it necessary that your wax paper—your tissue—your sealing twine—measure up to a certain standard of quality and efficiency?

Do you insist that the worth and value of these things are in keeping with the worth and value of your product?

Do you want to get all this—at an economical cost price?

Then send us samples of the goods you are now using. We'll send you samples and prices by return mail.

Better do this to-day.

Sealing Twine

The J. L. N. Smythe Co,. 509 Ludlow St., Philadelphia

Graham Courtney
HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company
135 West 42nd Street, New York

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

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of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

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MARCA INDEPENDIENTE
POR LARRAÑAGA
DE TABACOS EL VUELTA ABAJO
MANUFACTURADOS EN LA HABANA ESTDO. EN 1834

Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO



FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY
3 PARK ROW, NEW YORK

HAVANA CUBA CIGARS

CASTAÑEDA
TRADE HABANA MARK

We Suggest CASTANEDA

- Highest Class Materials
- Best Workmanship
- Perfect Colors
- Delightful Aroma

New York Office: 3 Park Row
Dave Echemendia, U. S. Rep.
Telephone Connection
London Office: 14 Gracechurch Street
Castaneda (Havana) Cigar Factories, Ltd.
129 Virtudes, Havana.
Cable Address, Havana, London and New York: CIGARESTAS

EL AGUILA DE ORO
BOCK & CO. HABANA
BOCK & Co

LA ESPAÑOLA FUEYO Y Cª HABANA

LA FLOR DE NAVES DE OBESO Y CUETO HABANA

LA FLOR DE MURIAS DE A. MURIAS Y Cª HABANA

LA COMERCIAL DE RENGOCHEA Y FERNANDEZ HABANA

A DE VILLAR Y VILLAR

LA FLOR DE HENRY CLAY JULIAN ALVª HABANA

HENRY CLAY AND BOCK & CO. LTD.
HABANA, CUBA.

These BRANDS have long been recognised The WORLD Over as the Standard Values in fine

HAVANA CIGARS

Registered Trade Mark
ESTELLA DE F.G.C. HABANA

H DE CABANAS Y CARBAJAL

LA MERIDIANA DE P.M.y Cª HABANA FLORO MURIAS

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FLOR DE J.S.MURIAS Cª HABANA
Flor de J. S. Murias y Ca.

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MANUEL GARCIA ALONSO HABANA

SUPERIOR A ROSA OF SANTIAGO HABANA DE PEDRO ROGER

LA FLOR DE YNCLAN DE F. YNCLAN HABANA

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LA CORONA

Through our large purchases of new Sumatra tobacco and subsequent large sales to the leading Manufacturers of the country, we have again upheld our position as the leading Sumatra importers. ¶ We expect sample bales representing 1000 bales of our latest purchases on May 18 comprising the following parcels

Amst Deli Co. \V
Amst Deli Co. \S.B.
J. H.\Deli D. P. M.\Deli

H. DUYS & COMPANY
170 WATER STREET, NEW YORK

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of
.:. Cigar Box Labels .:.
Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office--Paul Pierson, Mgr., 160 Washington St., Chicago, Ill.

ESTABLISHED 1887

LOUIS C. WAGNER & CO.

43 EAST 20th STREET NEW YORK

ORIGINAL PRIVATE DESIGNS IN STOCK

IMPORTERS OF **FINE CIGAR LABELS AND BANDS**

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.

CHICAGO 56 5TH AVE E. E. THATCHER, Mgr.

SAN FRANCISCO. 320 SANSOME ST. L. S. SCHOENFELD, Mgr.



"Well, I'm glad I can get real 'consolation' handy."

BY SPECIAL APPOINTMENT TO HIS MAJESTY THE KING

PHILIP MORRIS English Mixture

PHILIP MORRIS Cut Plug

Most all better smokeries have both—when they can keep it. Ground and brains can produce Tobacco only so good—that retails for $2.00 per lb. in 25c, 50c and $1.00 tins.

We suggest that you let us quote you. Your regular jobber will do the rest. Write

PHILIP MORRIS & CO., 402 W. Broadway New York City
Factories: New York Montreal London Cairo



It Talks for Itself

Better Than the Most Expert Salesman

After more than a year in use in nearly every country and requesting customers to return this **Health Humidor Cigar Case** if it was not better than represented and money would be returned. Not **ONE** complaint, but instead 90% re-ordered, many times.

If it don't pay for itself on any dealers counter in 10 days, he ought to go out of business. It will sell cigars where everything else fails.

Its patent attachments, high grade quality and magnetic sanitary effect, **does the trick.** Nothing ever equaled it regardless of the most lavish expenditures of money. Made in many styles and size to fit any box from 25c. up.

No 5 Sample sent on receipt of $1.35.

P. A. BECKER, 132 Cumberland Street (New Factory)
(Established 1892) Brooklyn, New York
Manufacturer of every kind of Display Cases, Air-Vent Moisteners, Glass Cigar Box Lids etc.

Tin Cigar Cans and Boxes

THE HUMIDOR PACKAGE



Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

NATIONAL CAN COMPANY
Independent Manufacturers Detroit, Mich.

Finest Imported Cigar Labels and Bands

Manufactured by

Gebrüder Weigang, Bautzen, Germany

American Representatives

Möller, Kökeritz & Co.

25 Astor Place, New York.

World Famous
Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

Havana, Cuba

QUATILITY
5¢ CIGAR
YES! IT IS DIFFERENT

THEOBALD & OPPENHEIMER CO.

"THE DAYLIGHT FACTORY"

PHILADELPHIA

An Offering of Stock

A limited number of shares of the SEVEN per cent. Accumulative Preferred Stock of the

American Cigar Banding Machine Company

The Only Practical Machine Ever Evolved for Banding PACKED Cigars

The Stock is offered at PAR with a Bonus of Twenty-five per cent. in Common Stock

An editorial review of the machine with illustration, will be found on another page of this issue

A technical description of the machine was published in the *Scientific American* of April 29th

For full particulars and prospectus of the Company address

American Cigar Banding Machine Co.

40 Exchange Place

New York City

Pittsburg Stogies and Cheroots

Made by *Experienced Hands*, in *Daylight Workrooms*, under *Sanitary Conditions*.



"Workmanship, Cleanliness and Quality," our Motto.

"PURO SPECIALS" our Leaders

Write for Prices. Territory Open for Distributors

W. D. SHARPE CIGAR CO.

Pittsburg, Pa.

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, MAY 15, 1911. No. 10.

Tampa's Sympathy Strike Called Off; Work Resumed

Uprising Against Court's Decision Lasts Only 48 Hours---Cool Heads Prevent Serious Trouble.

Special Telegram to The Tobacco World

TAMPA, FLA., May 12.

THE cigarmakers strike, called in the heat of excited passions, Wednesday the 10th, was called off last night. The men are returning to work to-day.

Yesterday, so many men did not return to work at their respective places of employment that during the forenoon it was estimated that 7,000 were out. President Enrique Pendas, of the Manufacturers' Association, declared that he was positive that 4,000 cigarmakers were out, and that he believed this estimate conservative. During the afternoon, however, conditions began to mend.

Judge Joseph B. Wall, at noon yesterday, declared that he, under the statues, could immediately issue a mandate for the arrest of De La Campa, Russell and Bartlum, the convicted strike leaders and, that if any further scenes such as characterized Wednesday's "insurrection," occurred, he would immediately issue such mandate, and furthermore, he would fill the county jail with persons who decried the decision of the courts for contempt of court. He stated that if the men quieted down and returned to their work, he would gladly grant the defendants the full thirty days' grace allowed them by their bonds, to arrange such appeal to the higher authorities as their counsel might see fit to advise them.

The result was that last evening, another mass meeting was held at the Labor Temple, and the incipient strike was declared off. So far, De La Campa, Bartlum and Russell have not made any move towards appealing to either the pardon board or the supreme court on writs of habeas corpus, their only chance of relief.

The labor unions of this city, with the single exception of the Typographical Union, which was hands off, at a meeting Wednesday night, called for a referendum vote in each union to see if it was the sense of the rank and file to call a general strike in this city. This movement was fostered by the unions affiliated with the Building Trades Council, and the vote is being held to-day. But, the action of the cigarmakers last night practically settles the matter, and the general strike will probably be voted down now. Contractors are not alarmed here, for albeit they maintain union hours and pay full union scale, they are working under open shop conditions.

The trouble on May 10th started when 2,000 malcontents in the tobacco working trades, met to protest against the decision handed down yesterday by the Hon. Judge Wall, of the Sixth Judicial District, wherein the verdict and sentence of the lower courts, in the cases of Jose de la Campa, "Britt" Russell and J. F. Bartlum, convicted labor agitators and strike leaders, was sustained.

From a demonstration, the crowd which assembled at the Labor Temple, passed to the resolution stage, after listening to some fiery arguments from minor agitators excoriating the courts in question, and the crowd assembled then and there voted a strike. The strike to remain, "until the decision of the courts was reversed."

The strikers were in the main the younger set, many of them mere youths, while no small number were young women employed as strippers.

De La Campa, Russell and Bartlum are out on a bond which will hold good for thirty days unless the appellate court, which confirmed the decision of the trial court, should see fit to issue a mandate, instructing the trial court to immediately issue a capias ordering the men arrested and the sentence imposed instituted.

The defendants have two courses left open to them They can go to the State supreme court with a writ of habeas corpus, or, they can appeal to the pardoning board of the State with a petition for pardon. So far they have done nothing.

Reciprocity Bill to Aid Cuban Cigar Industry

Important Measure Being Considered Affecting Trade Relations with Other Counties.

(Special Cable to The Tobacco World.)

HAVANA, CUBA, May 9, 1911.

A MEASURE which promises much for the cigar and tobacco industry of this country is being considered by the Cuban Senate.

The proposition provides for the making of reciprocity trade treaties with England, Germany and other nations which have recently raised their duties on cigars and tobacco imported from Cuba. These duties have in a great measure curtailed the consumption of Cuban-made goods, which, prior to the advance in tariff, sold freely in these lands.

It is pointed out by advocates of the reciprocity measure that Cuba buys and consumes much of the goods manufactured in these countries, and that a reciprocity arrangement, whereby Cuban cigars and tobacco should be admitted to these lands on a reciprocal basis, would help both parties to the treaty.

The proposed law will create a double column in the present tariff tables, and will show an increase of about 30 per cent. of the duties applied to the products from all these countries who sell Cuba a certain percentage more than is purchased in return.

The tobacco trade here is vitally interested in the reciprocity arrangement, and is watching with keen interest the outcome of the pending legislation.

Good Sales of "Girard" Cigars in the West.

ANTONIO ROIG & LANGSDORF report as good business during April, and that the sale of their "Flor de Girard" cigars have been particularly strong in western territory. Along shore resorts this brand has also met with a hearty reception. At Atlantic City the goods are particularly well represented. Local trade has shown a substantial gain and this brand is steadily becoming one of the largest ten-cent sellers in this city.

CONFESSIONS and SUGGESTIONS of a RETAILER

By DAN DUIT.

Article IV.---REMEDIES FOR PRICE CUTTING.

I UNDERSTAND that my last article on the "Evils of Price Cutting" created considerable comment among a large number of your readers. While it is almost generally conceded that "cut-throat" methods of a great many tobacco merchants have laid very low the dignity of the business and largely made it a hand-to-mouth proposition, the question is asked,—"What is the remedy?"

This question put to most merchants would elicit more tales of woe and less intelligent replies than one could imagine. I personally have propounded the question to many and generally was rewarded by such exceedingly intelligent (?) exclamations as these,—"Search me!" "Ask me something easier!" etc., etc., and then usually with an emphatic decrial of the methods and followed by a continued-in-our-next tale of personal troubles. But all this is far removed from the remedy.

The writer regards price-cutting on standard articles as a disease that thrives just so long as there is any one willing to expose himself to it, and once a person falls victim to it there is grave danger that he will not long survive its ravenous nature.

The time has hardly arrived when we can expect a universal obedience to the Golden Rule, but I do think that there is a sufficient number of conscientious, earnest and intelligent men in the tobacco business to exercise a sufficient strength and influence to raise the standard of their business to a much higher plane. But it cannot be done by offering excuses, by disregarding conditions, by locking steps with the insane competition; or, by doing those things which one knows to be contrary to healthful methods. The disease can be soon checked, however, and ultimately reduced to a minor level, by each merchant conducting his business along intelligent lines. The greatest evil that I know of is to permit other persons to guide us along paths that we feel convinced are dangerous and from which we have seen hundreds topple over to disgrace and ruin.

What Not to Do.

To insure yourself a victim of diseased business germs, adopt and hold fast to the methods of competitors that you know are wrong. Because one's neighbor in business keeps a general line of widely-advertised brands of cigars which cost him three and one-half cents apiece and he advertises to sell them at a fraction over four cents, which every wise merchant realizes is wrong, is no reason for me to follow in his "wobbly" footsteps. Nor is it absolutely necessary for success to carry a line of cigars just because they happen to have a so-called big sale.

Let me give an illustration of unwise vs. intelligent methods which came under my observation a few years ago.

On a corner in a residential section of Philadelphia, a man conducted a cigar store for ten years and finally he sold out for a small sum. He gave as an excuse for the sale anything but the right one, which subsequently was found to be that he could no longer make a living because a drug store and barber shop nearby had cut the prices on all advertised brands of cigars, and to keep up with them he had to do likewise. The druggist and barber kept cigars as side lines and their respective incomes did not especially depend upon same, consequently the poor, self-deluded cigar merchant threw aside his intelligence and such resources he had to command (and he was above the average in intellect), threw up his hands and gave up.

The successor, realizing the situation and that something above the ordinary must be done to make the shop a success, consulted with successful men in various businesses and professions, and in a short time had determined upon a line of action. He cut from his stock most of his predecessor's lines. He made contracts direct with reliable manufacturers for exclusively-labeled cigars whose qualities and workmanship at about $30 and $32 per thousand were superior to the usual $35, because he bought in large numbers and the manufacturers made due allowances for the savings on selling expenses, and these he sold 6 for 25 cents. Others costing $35 to $40, thus giving him exceptionally high grades under the circumstances, he handed to his trade at 5 cents straight.

He kept under cover and never displayed generally cut-price cigarettes and in every other respect he made his shop fairly glisten with original, progressive and judicious ideas.

And it was not long before he had captured the best and almost the entire trade of that neighborhood; and further, his reputation expanded rapidly and men in large numbers were noted daily going out of their way to trade with him. At last he carried only one widely-advertised brand of cigars on his shelves and it was never displayed, because it was chiefly kept in consideration of a neighbor who was connected with the manufacture of same. This one cigar had previously had an average weekly sale of over 500, while in three months this had been reduced to less than fifty.

The above illustration emphatically emphasizes the fact that the best, surest and safest remedy for price-cutting is a personal treatment of intelligent, honest, wide-awake and proper methods.

First, then as a remedy for the evils of price-cutting, is that each and every person, convinced of its disastrous effects, personally take a courageous stand and as bravely carry out a line of action which he knows is the only safe and proper thing to do. There is no man living, save yourself, upon whom you can depend for a livelihood, granting you are physically and mentally sound, consequently you should lean most heavily upon yourself. Don't let others, whether they be manufacturers, distributors, salesmen, competitors, neighbors or any so-called friend swerve you from a duty, because if you get "down and out" they will scatter like sheep before a cyclone.

Take for example the big, successful man and imitate his ideas and ways, and above all, let originality, individuality, clean, honorable and safe principles actuate your desire.

How the Manufacturers Can Help.

A second remedy might be presented by the manufacturers of cut-price goods who, despite all they or their representatives say to the contrary, can create better conditions. But the average of such does not care a snap for the retailer and will sell to any one regardless of whether the merchant is in the drug, notion, candy, dry goods or any other business. There might be some exceptions and some whose self pride is a little hurt by noting the cheap level to which their brands have fallen, but their slight remorse is more than repaid by the humor of the situation, which is, the average merchant deals out cigars and cigarettes at a less profit than the manufacturer receives wholesale and



BORINQUEN VALLEY, PORTO RICO, TOBACCO PLANTATION OF CAYEY-CAGUAS TOBACCO CO.

if the merchant regards himself as such a clown the manufacturer says to himself, with a chuckle, "Let him rip." But the manufacturer should have a care! The disease is spreading, and if not checked it will soon be eating the vitals out of other portions of his trade, and the retailers generally, for their self preservation, will be compelled to adopt methods more safe and sane and which will force them to discard the manufacturer of cut-price goods.

I am sorry to be compelled to say these things regarding some manufacturers but I do so with no pity save for the poor, deluded merchant who imagines he must pay so dearly and make such bitter sacrifices to enrich manufacturers who never turn a hand to help him.

Some day, and probably before long, we will find these manufacturers falling over themselves in an effort to assist. but when it does come it will be only the rear side of their selfish nature exposed because the next remedy I suggest, if it materializes, will make them scramble to "tag along."

The manufacturer who says that nothing can be done to check this evil is either somewhat mentally unbalanced, or he puts a very low estimate on the mental capacity of the merchant. I think the latter, because I have personally so cornered several in a discussion on this subject that they have been compelled to confess.

What One Manufacturer Has Done.

Recently a well-known cigarette manufacturing firm of the East, viewed with great concern and humiliation the fact that many retailers put their goods down on a level with other cut-price articles. These manufacturers rightfully concluded the action as the first step towards cheapening and making less popular a piece of goods they had worked years to establish among the trade and which equally as long had enjoyed a reputation second to none. They further realized that if this thing was allowed to go unchecked their cigarettes would soon lose prestige and the sales would be greatly reduced among thousands of reputable dealers, and all this at their sacrifice. And they also took the stand (and a most wise one) that to maintain their past output and make up for the loss which was bound to result if the cut-price continued they would be compelled to conduct a big campaign at a great expense in other sections of the country. And this latter additional trade could only be considered as temporary, as sooner or later, if not checked, the evils of the East would surely spread to all sections of the country.

They determined upon a vigorous campaign of correction. They left no stone unturned or spared no expense, and in a remarkable short time, only a month or two, they had the satisfaction of seeing their goods again occupying the dignified level they had previously enjoyed. And what this one firm did singly, every firm can do provided intelligent and sincere efforts are put forth. And if the so-called big manufacturers would get together, be willing to lose their individual selfishness and identity, and work together for the betterment of the trade in general and especially for those thousands of retailers who evidently must have some one to think and act for them, they would soon accomplish wonders and be prominent factors in raising the standard of the tobacco business.

The third and final remedy I would suggest is an organization of retailers. I notice that an effort is being made to effect an organization in Philadelphia and I sincerely trust it will succeed. The plan and its purpose should be made so wide and beneficial in their scope of usefulness as to appeal to every reputable dealer and cause him to enroll as a member. The great power and strength of the United States lies in the union of States. Each State has its individual government, it is true, but in the conduct of affairs which affect the whole there is a union and concerted action in which all take part as one, and to that fact alone can be attributed the magnificent growth and success of the nation. And what is true with the country is equally true in its application to a body of men whose organization principles are for the betterment and prosperity of all.

I am sure I am not too optimistic in predicting that if the reputable retailers of any city would get and stick together on sound and wholesome principles, within a few years immeasurable benefits would accrue to one and all. Price-cutting would be reduced to an insignificant level; needed legislation would be enacted; the premium bait would be a dead issue; gambling devices and catch-penny propositions would be a thing of the past; greater respect and consideration from the manufacturer would be extended and in all respects the dignity and standard of the business would be raised to the high plane commensurate with the vastness of the enterprise.



MR. HARRISON JOHNSON, Vice-President Cayey-Caguas Tobacco Co.
In tent of shade grown tobacco, used exclusively in "Savarona"
Porto Rico Cigars

Leaf Convention Demands Reduction of Wrapper Duty.

Meeting at Lancaster Adopts Strong Resolution After Heated Debate---Insurance Bureau Idea Endorsed---New Set of Officers Elected---Next Session in New York City.

LANCASTER, PA., May 9.

THIS beautiful city of the "Red Rose" threw her gates wide open, yesterday to the delegates visiting the 13th Annual Convention of the National Cigar Leaf Tobacco Association—and then lost the key. She welcomed and entertained some 150 visitors in true Lancaster fashion, which means, plenty to eat and drink, and a glad hand and good cheer to everybody.

The convention which came to a close to-night, proved to be an animated gathering of live men of the trade. Briefly summarized, the vital questions acted upon, included:

First.—Adoption of a resolution instructin the officers of the National Cigar Leaf Tobacco Association to endeavor to obtain from Congress, a reduction on the rate of duty for imported wrapper tobacco.

Second.—A strong endorsement of the Insurance Bureau feature which was promulgated by the New York Leaf Tobacco Board of Trade.

Third.—The raising of a special fund by subscription from members of the Association to push more vigorously the work of the Association.

Fourth.—The endorsement of recognized leaf tobacco inspectors.

Fifth.—The adoption of plans to increase the membership of the Association. New York was decided upon as the place for holding the next convention, May 13 and 14th, 1912.

A live wire set of officers has been elected for the ensuing year. A. B. Hess, the new president, is among the more successful packers of Lancaster. He has been serving as vice-president. He will be supported as vice-president by Fred. B. Griffin, a member of the recently organized shade growing firm of Griffin-Newberger Tobacco Co., of North Bloomfield, Conn. After many years of ernest endeavor and which has been crowned with success in his efforts, Charles Fox has been relieved of the secretaryship, being succeeded by Charles Emory Long, a member of the leaf tobacco firm of Long & Taylor, Lancaster, Pa. Felix Eckerson, of Philadelphia, was simply not permitted to retire from the treasuryship of the association, and is the only officer which succeeded himself.

Details of the Convention.

The convention was formally declared open by I. H. Weaver, president of the Lancaster Leaf Tobacco Board of Trade, under the auspices of which the delegates were entertained. Frank B. McClain, mayor of this city, delivered a characteristic address of welcome.

Report of Credential Committee.

The credential committee made the following report which was accepted.

EXECUTIVE OFFICERS.

Jos. F. Cullman, Jr., President.
A. B. Hess, Vice-President.
Felix Eckerson, Treasurer.
Charles Fox, Secretary.

Board of Directors.—Benj. L. Haas, A. Bijur, I. H. Weaver, I. L. Kemper, Henry Meyer, John R. Young, E. A. Fuller, Leonard A. Cohn, William Taussig, Frank Inksater, William J. Lukaswitz, C. J. Joel.

New York, N. Y.—Delegates.—John H. Duys, Frazer M. Dolbeer, Ernest Ellinger, Milton Falk, F. R. Hoisington, E. A. Kraussman, Julius Lichtenstein, Fritz Lederer, Julius Marqusee, Sam Mendelsohn, Jerome Waller. *Alternates.*—Frank Bach, H. Anton Bock, Jos. F. Cullman, Sr., Henry Fisher, Joseph Hodgson, Jr., Percival Levy, Isaac Meyer, Henry Oppenheimer, Morris Rosenberg, Ed. Smith, Leopold Schmid.

Philadelphia, Pa.—Delegates.—E. A. Calves, Leopold Loeb, Adolph Loeb, George Burghard. *Alternates.*—Warren P. Gotwals, L. Bythiner, S. Grabosky, Theo. H. Vetterlein.

Lancaster, Pa.—Delegates.—J. H. Hoober, M. H. Ranck, C. A. B. Zook, S. Siesel. *Alternates.*—H P. Taylor, J. F. Heiland, A. H. Hershey, J. W. Brenneman.

Baltimore, Md.—Delegates.—A. W. Gieske, A. Fader, Wm. J. Sneeringer, Jr. *Alternates.*—Henry Kraus, Leonard Wertheimer, John Dellevie.

Cincinnati, Ohio.—Delegates.—D. Ritter, J. Oberhelman. *Alternates.*—George M. Berger, Fred W. Miller.

Hartford, Conn.—Delegates.—Marcus L. Floyd, Samuel Hartman, Wm. L. Israel. *Alternates.*—Fred B. Griffin, Alfred A. Olds, Andrew N. Shepard.

Chicago, Ill.—Delegates.—G. H. Mack, Jonas S. Brown. *Alternates.*—Fred Newman, Leo Tuska.

Elmira, N. Y.—Delegate.—Frank Inksater. *Alternate.*—W. H. Lovell.

Boston, Mass.—Delegate.—A. W Kaffenburgh. *Alternate.*—C. J. Joel.

Cleveland, Ohio.—Delegate.—Meyer Jaskulek. *Alternate.*—Herman Schlesinger.

Dayton, Ohio.—Delegate.—Charles Solliday. *Alternate.*—Morris E. Stern.

Troy, Ohio.—Delegate.—L. A. Wheeler.
Miamisburg, Ohio.—Delegate.—H. C. Mercereau.
Hamilton, Ohio.—Delegate.—S. M. Newburgh.
Warehouse Point, Conn.—Delegate.—Leonard L. Grotta.
Tariffville, Conn.—Delegate.—J. C. Mitchelson.
Albany, N. Y.—Delegate.—I. M. Strasser.

President's Annual Report.

President Cullman personally read his report, extracts from which follow:

It seems to me that in the past few years the legislative needs of our trade have perhaps taken up our attention, somewhat to the exclusion of our commercial needs. It is to be hoped that we will not be constantly harassed by legislation, and, even if we are, we must not let our activities in that direction so predominate as to allow us to neglect our commercial needs. There is a big opportunity open to the National Cigar Leaf Tobacco Association entirely outside of the legislative field. Proper laws, or perhaps I should say better customs of business, are as vital to the welfare of the tobacco trade as adequate protection against adverse legislation; and while I believe we should not one whit relax our legislative vigilance, I am firmly convinced we should, with more enthusiasm and foresight, look to our commercial needs.

In the past year the activities of the National Cigar Leaf Tobacco Association have been very limted. Most of the efforts of your Association in the past years have been other than legislative, and have been along the lines of bettering trade abuses, especially in the insurance field. Such excellent work has been done by our Insurance Committee, and so gratifying are the results, that I am convinced that similar results can be obtained by our other committees with direct commercial advantage and general better understanding.

Recommends Change In Committee.

It has been our custom in the past, as we are a National Association, to make our committees national in character. That is, the membership of most of the committees were composed of men from various cities. This method has tended to make for the greater part the chairman of the committee the entire committee. If we in the future confine each committee membership to single cities, there is no doubt but what we will get a greater interest by a greater number of members of the committee in their assignment.

The excellent work of our Cuban Freight Rate Committee is a palpable example of the benefits to be derived from concentrating committee membership. This committee has obtained most satisfactory results, and exercised care and tact in its negotiations. And while I am considering our internal policy, just a word about funds. It is absolutely essential that immediate means be taken to replenish our treasury, else we will be placed in a most hazardous predicament. Our good treasurer will more exactly explain to you our necessities.

Duty On Cuban Tobacco.

The Treasury Department's careful investigation of our custom houses has brought home internally at the very place we have been driving at the necessity of a uniform rate of duty on Cuban tobacco. The government has gathered by experience the facts we have presented year after year. It is to be hoped that the unanswerable argument of their own discoveries will be convincing. What the panacea is I am free to admit I do not know, but I hope that the Treasury Department, in the interst of fair play, will obtain a solution which will correct the abuses we have suffered so long. We can add nothing to the case they have made against themselves.

In the past year the Treasury Department has issued some seemingly drastic rulings both regarding weighing of imports and methods of export at the expiration of the bond. After investigating these regulations, we discovered that this Department was acting well within its rights, and acquiescence was essential.

The National Cigar Leaf Tobacco Association has encountered many vital issues on which our integral parts, the local leaf tobacco boards of trade, have had varied views. With all the enthusiasm of absolute conviction, issues have been debated before our conventions, issues which at the time seemingly rended asunder our Association. None of these, however, has broken down the strong bond which brings us together for the general good. The National Cigar Leaf Tobacco Association stands for the greatest good to the greatest number.



A. B. HESS, Lancaster, Pa.
Elected President.



FRED. B. GRIFFIN, North Bloomfield, Conn.
Vice-President Elect.

The Association's Finances.

Treasurer, Felix Eckerson's report showed a cash balance on hand of $1,465.54, and dwelt at some length upon the necessity of more revenue for the coming year, because expenss had matrially increased.

Finance Committee; report by J. S. Batroff announced that the committee had not been called upon for any action during the past yar and therefore no detail report was obtainable.

Cuban Freight Rate Committee:—A. W. Kaffenburg reported very successful efforts durig the year and material reductions in freight rates from Cuba on tobacco both in bales and barrels. He was heartily cheered upon his successful efforts.

Insurance Committee Report.

F. M. Dolbeer, chairman made report showing a direct expenditure during the year of $251.25 and expressed himself as gratified with the results obtained. The report follows:

Early in our fiscal year we endeavored to learn existing conditions and the disposition of handlers of cigar leaf in every active producing and manufacturing locality throughout the States; also inciting local activity for the appointment of a proper individual to co-operate with us in interesting all concerned and carrying out specific action.

We found it extremely difficult, even in repeated communications, to convey all the features involved and to secure proper action. This revealed the necessity for developing some system which would properly establish local representatives who were fully qualified to handle all features of the insurance business pertaining to the interests of the trade. This impelled us to go over carefully all of the various propositions and conditons such as independent companies, Lloyds, Mutuals and other independent companies, all of which we found to be—at the present time at least—impracticable, compelling us to revert to our previous proposition to establish an insurance bureau absolutely under our own control, which would take care of all kinds of insurance—except life—which was finally worked out upon a most advantageous basis, with a view of subserving the interests of all concerned.

We mailed about 9000 booklets which were sent to growers, packers, dealers, cigar manufacturers, to the president and secretary of every insurance company of record, to officials of State Departments and to members of the various Legislatures. The publicity of our booklet, together with the statement and petition, resulted in a twenty-five per cent. reduction of the specific rate in New York City. We followed up our advantages by various communications and interviews which further impressed officials of insurance companies. With the endorsement of your officials, we proceeded with the development of an insurance bureau, the announcement of which further impressed the insurance companies. The booklet, mailed to New York State legislators, together with our private communications, helped largely in the appointment of the New York State Legislative Investigating Committee. During the interval the fire insurance companies very graciously further reduced the specific rate in New York City thirty-three and one-third per cent. and removed the San Francisco penalty charge of ten per cent., thus securing to us the greatest concession given on any commodity handled in New York City.

We wish you to know that we were very particular to inquire whether the investigation by the committee would be taken notice of by the Legislatures of other States, and if evidence secured by them would be accessible by other State Insurance Departments, and they assured us that it would be so, citing that they had already been interviewed by the departments of other States who had access to their record, and that their representatives personally had visited various large cities in other States interviewing various officials in reference to insurance matters and exchanging information.

Thus you will see that the work done in New York City was not purely local, but would mature to the benefit of all concerned. The

announcement that our proposition to establish a bureau was being launched had its effect in almost every locality, causing insurance officials, underwriters and brokers to take notice, resulting in more activity on their part to conserve the interests of their clients.

Early in the fall, we arranged to have our representatives—at their own expense—visit the cities of Hartford, Philadelphia, Baltimore, Lancaster, York, Cleveland, Dayton, Cincinnati and Chicago, at which places they met some of the packers and dealers, explained the bureau proposition and endeavored to secure co-operation. They were not able to see every person interested; consequently, it has been difficult to have the proposition properly understood by all and to secure sufficient co-operation to warrant the consummation of an agreement.

We now most respectfully submit to you an outline of the proposition and we are hopeful that you will fully discuss the matter, that you will ask any question which may occur to you, and we will endeavor to give you any information at our command regarding this matter.

Delegates Endorse Insurance Plan.

A lengthy discussion ensued, the result of which was the adoption of the report of the Insurance Committee, and the retention of the same committee to complete the working out of the details of an Insurance Bureau of the National Cigar Leaf Tobacco Association.

TUESDAY'S SESSION.

The report of the Resolution Committee was called for when all of the following resolutions were offered and adopted.

Resolutions Adopted.

The Resolution Committee strongly endorses the recommendation of the board of directors relative to increasing the membership of this association, and recommends that committees on membership consisting of one individual from each locality be appointed by the president.

Committee Chairmen To Select Committees.

The Resolution Committee recommends that hereafter the appointment only of chairmen of the various standing committees be made, the chairman of such committees having power to appoint the remaining members, this being in compliance with the recommendation made by the president relative to localizing committee memberships.

Raising Funds By Subscription.

In view of the present condition of the finances of the association and the necessity for additional means, the Resolution Committee recommends that there be opened during this convention a subscription list to cover any possible deficiency.

Official Inspectors Endorsed.

Whereas, Reliable inspection and weighing of leaf tobacco in conformity with the rules adopted by the National Cigar Leaf Tobacco Association are most desirable, therefore it is

Resolved, That this convention hereby recommends and endorses any company or individuals who are members of the Cigar Leaf Tobacco Association, and are adhering to those rules.

Resolutions Regarding Tariff.

The Resolution Committee then reported three resolutions bearing upon a reduction in the duty on imported tobacco. All were presented without any endorsemnt or comment, and then presented and recommended the adoption of a resolution as presented by them. The resolution which was finally adopted read as follows:

Whereas, The conditions now existing in the tobacco trade are such as to not only cause serious apprehension as to the future of the business, but demand that this association, composed of representative men of all sections and branches of the industry, shall at this session, not only carefully consider existing conditions, but adopt measures which will be in the interest of a majority of the membership, and

Whereas, The rapidly decreasing number of customers of every leaf tobacco dealer is evidence of the fact that there must be a basic cause for these existing conditions, and, in the opinion of many who have studied the question carefully this basic cause is the existing rate of duty on wrapper tobacco, together with the high cost of domestic tobacco, and

Whereas, The Philadelphia Leaf Tobacco Board of Trade, at its last convention, after a full discussion of the above conditions, instructed its delegates to this convention to advocate and endeavor to secure the passage of a measure instructing the officers of the National Association to secure from Congress of the United States a reduction in the rate of duty on wrapper tobacco. In view of these facts and complying with the instructions of their local board, the Philadelphia delegation offer this resolution.

The president announced that it would be the ruling of the chair that any one of the four resolutions would be adopted if the convention saw fit, but that there could not be adopted any one of the resolutions and then substitute it by another.

There being no objection to his ruling, it stood.

Felix Eckerson moved that the adoption of the Philadelphia resolution, in support of his motion, he said briefly that he thought it was one of the most important matters that had been presented to the convention, at this session, because of many evils needing a remedy and argued that a reduction of the duty on Sumatra tobacco to $1.00 per pound would, in his opinion, speedily renew prosperity.

Mr. Haas, of Cincinnati, said he thought it was a most radical resolution, and that if carried into effect, would undoubtedly precipitate a fight by every grower. In his opinion it was a matter of the survival of the fittest, and that the success of the tobacco business today depended upon the use of brain, energy and money. He said he could not recall any particular benefit having been received by the Connecticut people at the hands of the organization, and he felt that this action would simply be a hardship upon the Connecticut interests.

Mr. Vetterlein, of Philadelphia, took occasion to say that he failed to understand how the measure could resolve itself into a case of the survival of the fittest when, as a matter of fact, a man today without ample capital did not even have an opportunity.

Mr. Lichtenstein, of New York, chided Mr. Eckerson who had remarked that in his opinion the Connecticut tobaccos had been going into the hands of only a chosen few, which he denied and said he was prepared to supply the trade with almost any amount of Connecticut tobacco and could see no use in fighting for a dollar duty when it is proposed to supply the American manufacturer with a wrapper tobacco free of duty. He said the convention should not forget that whatever resolutions they might pass, would after all have to be decided upon by President Taft, with whom he thought one little tobacco farmer would have as much influence as a half-dozen importers of leaf. Continuing, he said: "A little more time, and we will sell you tobacco which I believe will have Sumatra skinned a mile, and mind you, I also sell a little Sumatra once in a while."

How Connecticut Has Been Helped.

Mr. Young, of Philadelphia, asked: "What has this under organization done for Connecticut? As far back as January 9th, 1901, more than ten years ago, representatives of this association journeyed to Washington to appear before the agricultural committee, and, according to the scurrilous criticisms made by a trade paper, this action was supposed to have been in the interest of Connecticut growers, while, as a matter of fact it was in the interest of our industry.

"It remains a fact that as a result of the hearing then had, there was secured from Congress an appropriation to the Agricultural Department which enabled it to exploit growing tobacco under shade, and I now ask, was that any benefit to Connecticut?

"I believe that it is due to that action that Connecticut growers were taught more scientific methods of raising tobacco, and I therefore claim that it has done at least that for Connecticut.

"Intimations have been made that if too strong an action be adopted with a view of securing a substantial reduction in duty on imported tobacco, the organization is liable to lose in its membership.

"I firmly believe that a crisis is coming, and all Philadelphians think so; but whatever the action of this convention may be, Philadelphia will still be with the organization."

Henry Fisher, of A. Cohen & Co., felt that the vitals of the matter had not yet been touched upon. He thought that there could be a deeper consideration of the ultimate

effect so far as the consumer was concerned, and that Congress before agreeing to any reduction of the duty on imported tobacco, would undoubtedly want to know how the consumer would be affected.

Leopold Loeb said that in his opinion, shade-grown tobacco was no competitor to Sumatra, but he fully recognized that the small man was being driven out of business so rapidly that ere long there would be no more to sell any kind of tobacco to.

George Mitchelson, of Connecticut, added some humorous comment. "I started more cigar factories than any other man in the United States. More than 500 owe their existence to me. They can be easily found spread all the way from the Mississippi River to the Pacific Coast. I have seen a number of them within a comparatively short time, and find that they are all satisfied with present conditions, and all they want is to be let alone."

Fred B. Griffin, of Connecticut, informed his hearers that five times as much tobacco would in all probability be grown this year than ever before, but that the practical result of these crops was problematical.

A Word for Porto Rico.

F. R. Hoisington, of New York, voiced his sentiments against any lower rate of duty on imported tobacco. He spoke of course, in the interest of the industry in Porto Rico, with which he is prominently identified. As the result of the investment of large sums of money, Porto Rico is today producing a very superior grade of leaf tobacco, and that it is only under the present protection that the industy has been growing, and no doubt will continue to grow. He certainly could not favor a reduction in the duty.

Marcus L. Floyd, in referring to the intimation that a high duty is fostering monopoly, referred to the fact that there was no duty upon tobacco used in the manufacture of plug, and yet 85 per cent. of the output in this country today was under the absolute control of large interests. He thought sentiment was a beautiful thing, but that it would not cure ills. He expressed his appreciation of the good work that Mr. Young had done, and said that Connecticut would always hold him in its highest esteem, and that even if he went wrong now, they were going to forget it, but that he must oppose the adoption of the resolution.

The resolution was finally adopted by a vote of 24 yeas and 22 nays.

Tax on Coupons and Trading Stamps.

The chairman of the Resolution Committee then presented the following resolution:

Resolved: That the Committee on Legislation be instructed to work for a law which shall compel a dealer using trading stamps or coupons to attach a two-cent internal revenue stamp thereto.

There was very little opposition to this resolution, and it was adopted.

Raising Funds by Subscription.

Acting upon the resolution adopted for the raising of necessary funds to meet the requirements of the association during the coming year, subscriptions were called for from the various local boards, and resulted in the following:

New York, $500; Philadelphia, $250; Connecticut, $100; Lancaster, $100; Hamilton, O., $100; Baltimore, $100; Boston, $50; Chicago, $50; Cincinnati, $50; Dayton, $50.

Committee on Complaints.

The following resolution, establishing a new departure for the National Association, was received and adopted:

Resolved: That this Association take immediate action to amend the by-laws of the National Cigar Leaf Tobacco Association for the incorporation under the head of "Committees" these words: "Committee on Complaints." Also for the incorporation for the description of such committee, to wit:



OFFICIAL HEADQUARTERS OF DELEGATES.

"It shall be the duty of this committee to receive and investigate complaints of any nature made by any member; to privately investigate the same, and, if possible, to reconcile and adjust such complaints as may be well founded without publicity otherwise than the filing of a complete report of all the facts and evidence, with the secretary of the association, to remain in escrow excepting upon a two-thirds vote of the members of the board of directors present at any regular meeting, when such report shall be called by any member.

"This committee shall have power to examine all books of record, invoices, correspondence and documents pertaining to the matter under investigation, and to call and examine such witnesses as their judgment may approve.

"Failing in an amicable adjustment between parties in interest, this committee shall report to the board of directors all the facts relative to any case in question; and if the circumstances warrant, such facts shall be published in the trade papers, also reported to each local Tobaco Board of Trade or Association."

ELECTION OF OFFICERS.

The election of officers was then declared in order, the following being chosen:

President, A. B. Hess, Lancaster, Pa.

Vice-President, Fred B. Griffin, North Bloomfield, Connecticut.

Secretary, Charles Emory Long, Lancaster, Pa.

Treasurer, Felix Eckerson, Philadelphia, Pa. (re-elected).

A nominating committee was appointed for the selection of a Board of Directors, Chairman of Committees, etc., and the following are the appointments made:

Board of Directors.—B. L. Haas, Hartford, Conn.; Chas. Fox, New York; S. M. Newburgh, Hamilton, O.; William Taussig, Chicago; I. M. Strasser, Albany, N. Y.; A. W. Kaffenburg, Boston; A. Bijur, New York; Henry Meyer, Cincinnati; I. H. Weaver, Lancaster, Pa.; John R. Young, Philadelphia, and I. M. Kemper, Baltimore.

COMMITTEES.

Credential.—Jerome Waller, New York, Chairman.
Legislative.—Joseph F. Cullman, Jr., New York, Chairman.
Insurance.—F. M. Dolbeer, New York, Chairman.
Transportation.—Louis A. Kramer, Lancaster, Chairman.
Finance.—John R. Young, Philadelphia, Chairman.
Conference.—A. W. Gieske, Baltimore, Chairman.
Arbitration.—G. W. Spitzner, New York; Chas. Fox, New York; Leonard A. Cohen, New York; Julius Vetterlein, Philadelpha; B. L. Haas, Hartford; George M. Berger, Cincinnati; M. Rosenthal, Lancaster; Charles Rockel, St. Louis.

New York Next Year.

An invitation extended by Jos. Cullman, Jr., on behalf of the New York delegation, that the convention be next year held in that city, where they could see a good specimen of the simple life, was promptly accepted, and the con-

vention was adjourned to meet in New York, on May 13th and 14th, 1912.

ENTERTAINING THE DELEGATES.

Planked Shad Dinner; Automobile Trip, and Banquet.

THE Entertainment Committee did itself proud with the traditional hospitality shown the delegates and visitors.

On Monday afternoon, 251 thirsty souls were conveyed by special train to McCall's Ferry to inspect the new electric power house recently erected there. The delegates were amazed with the practical demonstration of the conservation of natural resources; the generation of electric current by harnessing the waters of the Susquehanna River.

About 6 o'clock, the party boarded the special train, starting on their return trip to Lancaster, but made a stop at Pequea, where they were served with a planked shad dinner.

They arrived at Lancaster upon their return about 10 o'clock and escorted by the 4th Regiment Infantry Band, marched in a body to the Stevens House, which was the official headquarters of a very large numbeor of delegates.

After the close of the convention, on Tuesday afternoon, the delegates and visitors were conveyed by automobiles to the country seat of the Hon. W. U. Hensel, known as "Bleak House," where they were served refreshments, and upon returning to Lanacster about 6 P. M., final preparations were made for the greatest of the social events—the banquet at Hotel Rossmere, which took place at 8 o'clock that evening. The spirit of congeniality continued to flow incessantly.

A menu "extraordinaire" was served in the big ballroom amid the most elaborate floral and electrical decoratoins.

Informal addresses were made by the Hon. Frank McLain, Mayor of Lancaster, and the Hon. W. U. Hensel and I. Rosenthal, Esq., of Lancaster.

The dinner was followed by a vaudeville entertainment for which special attractions had been procured by the entertainment committee.

The decorations were installed by Hammond & Fries, of Lancaster, and would have done credit to any of the metropolitan cities.

The entertainment committee was warmly congratulated for its skilful handling of the affair.

Convention Side Lights

The autos were certainly going some in Lancaster last Sunday, hunting delegates.

What were "Billy" Sneeringer and "Aby" Sondheimer doing in Heiland's office last Sunday?

John Young's remarks on the insurance question certainly floored "Eddy" Cohen.

Jos. Shirk was soloist for Group H. as they waltzed the dead march through the power house at McCall's Ferry.

The versatility of A. H. Sondheimer was examplified in the unique menu card used at the banquet, the design of which was suggested by him.

Joseph F. Cullman, Jr., is in love with Lancaster pretzels. He ordered five barrels expressed to his home at Far Rockaway fo the little Cullmans.

Charlie Fox must have been thoroughly tired out after the convention, for they say he actually slept until noon on the next day.

Mr. Mercereau, from Miamisburg, Ohio, has a great penchant for walking sticks. He breaks them when he does not like their style.

"Ike" Strasser, of Albany, had overlooked bringing his $2,000 "Stradivarius" with him, but he gave a fine exhibition vocally.

Fred B. Griffith has given a contract for a million yards of canvas. His idea is to cover all the land in Farmington Valley, Conn., and sell shade grown at a quarter.

The official buttons of the entertainment committee were stamped E. C. It is fortunate they did not become distorted and read C. E. It would not have been becoming to the occasion.

Julius and Julius, Marqusee and Lichtenstein, so thoroughly enjoyed the musical program at Pequea that both telephoned their wives in New York to come on to Lancaster.

No one could get ahead of George Mitchelson at the convention. He is the featherweight of the Connecticut delegation, and sitting on a chair in the middle of the aisle, no one could pass him.

Julius Lichtenstein was a member of Group I at power house trip, and remarked to one of his companions that not being a graduate of any college, he had not mastered the English language so thoroughly, but his tag looked good to him, and translated it to mean Crop I.

While on the way to Pequea, sparks from one of those nasty cigarettes settled in Nick Guenther's wkiskers. Henry Meyer with a liberal use of a bottle of selzer prevented a serious conflagration. Of course, Meyer also wears whiskers, but then they are a crop that does not burn well.

George Mitchelson, of Tariffville, is a man of many traits. He has for years been a reputed numismatist, but now he seems to be developing finely as a "mule" expert. Unfortunately, his collection has turned out either blind or spavined. Recently he sold a fine pair to President Cullman, Jr., of the N. C. L. T. A. and they died. Maybe he is now unloading some of his "blooded" stock at Lancaster. It is a great market.

Yocum-Pendleton Nuptials.

Miss Mary Yocum, daughter of William H. Yocum, of the well-known cigar manufacturing firm of Yocum Bros., at Reading, Pa., will be married to-morrow, at Trinity Lutheran Church, Reading, to Mr. Joseph Pendleton.

Machine for Banding Packed Cigars.

Cost Materially Decreased and Efficiency Increased.

WHY is it that the very man who complains that cigar bands are a nuisance because they are always sticking to the wrapper, will insist on buying nothing but banded cigars? Very evidently it isn't the band that exasperates him, but the banding. He wants his cigars individually labelled, because then he has an absolute guarantee that he is getting what he is paying for. But he has no patience with the faulty way in which so many bands are put on and, in all probability, he will heap opprobrium upon the head of the poor manufacturer. He may even go so far as to seek some other brand in which the bands are more carefully applied, not realizing that all manufacturers are obliged to put up with hand work which must necessarily be irregular and unreliable.

More than one man has sought to better these unfortunate conditions by inventing a mechanical method of performing the banding operation. But hitherto without success, except for one machine that has proved fairly effective in banding unpacked cigars. And this machine has not lessened the cigar manufacturer's troubles very much, since about ninety per cent. of the banded cigars are packed cigars.

Because packed cigars are not uniform in size or shape, due to compression under the press, the difficulty of banding them by machine is greatly increased. The beauty of machine work lies in its perfect uniformity of operation; but uniformity of operation calls for uniformity of the work to be operated upon, or else automatic means of adjusting the mechanical parts to variations in the work. When this difficulty is overcome there is still another obstacle in the way of a successful banding machine; namely, that of returning the cigars to the box in the order in which they were first packed. Both of these problems have now been solved in a very clever machine that will, before long, be placed on the market. Lest any one should think that this is another promise destined to prove a disappointment when the machine is put into commercial service, be it known that the inventors and designers are thoroughly acquainted with the entire problem of banding, also that the machine has been taken up by a company of tobacco men, all of whom are well known and of high standing in the industry. The officers are men who cannot be questioned when they say that the new machine will operate so perfectly that the most fastidious consumer will have no fault to find with the way in which the bands are applied. Furthermore, the machine will effect a saving of seventy-five per cent. in the cost of banding, making the process so cheap that it can be applied to the most inexpensive grades.

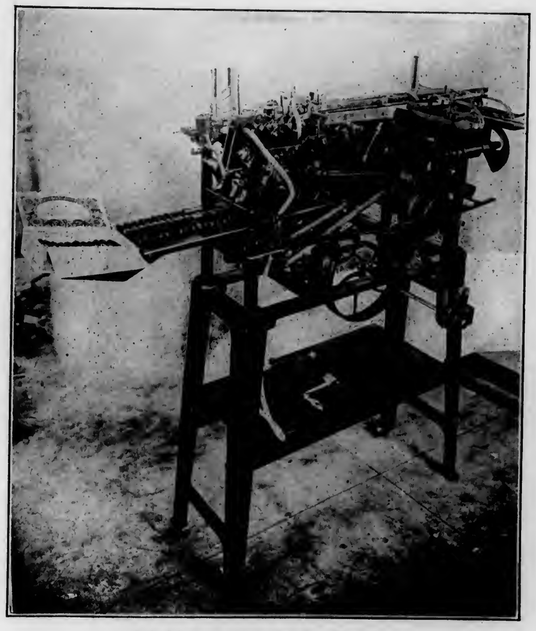
There is no doubt that the new machine will be well received. Banding means so much to the manufacturer and consumer as well, that even stogies are now being adorned with individual paper labels. This proves that the progressive manufacturer is anxious to label all classes of his product. Nothing would be better for the industry than to have all its good banded. To be sure, certain classes of cigars bear an identifying mark in the form of a perforated brand. But this method of marking the cigars is adopted merely because of its cheapness. The mark is so inconspicuous that it is not an absolute guarantee that the right goods will be sold to the consumer unless the consumer is cautious enough to scrutinize the cigar carefully. But even if branding were as effective a guarantee against fraud, it still could not compete with banding, for the reason that it adds nothing to the appearance of the cigar. In itself a cigar is a most unattractive object, dull of color and quite unshapely, particularly in the lower rows of the box. It needs a girdle of highly colored paper to set it off and make it attractive. The value of banding should, therefore, be as great for inexpensive cigars as for those of higher price.

The new machine not only makes the process of banding cheaper, but performs the work in a much more perfect way. The ends of each band are lapped squarely one upon the other so that there is no danger of sticking the paper to the tobacco, and there is no danger of sticking one cigar to the other, because the gum on each band is allowed to set for a few seconds before the cigars issue from the machine. The bands are set squarely upon the cigar and always at a uniform distance from the tip, so that when placed in the box the alignment is perfect. Every care has been exercised to prevent injury to the cigar in the machine. The cigars are taken from the box, passed through the banding mechanism, and delivered in the order in which they were first packed in the box. Two operators are required for a single machine. One to feed the machine and the other to pack the banded product as it is delivered. At the feeding point the cigars are transferred from the box to a tray without disturbing their order, except to invert them so that the bottom row of cigars will be the first to be taken into the machine. The feeding from the tray is entirely automatic, the cigars being introduced row by row until the tray is empty. The mechanism then stops momentarily to notify the operator that she must place another trayful on the feeding table. The banding mechanism comprises a set of delicate spring fingers which fold the band about the cigar snugly, despite irregularities in the shape of the cigar. From the banding point the cigars are moved one by one towards the delivery table, where they arrive at the rate of one per second, neatly banded, with the mucilage set and the face of the band upward, so that all the operator needs to do at this end is to pick them up one at a time and place them in the original box in the same order as that they formerly occupied. Those who would be interested in a more technical describtion of the machine are referred to the *Scientific American*, of April 29, 1911.

The machine measures two by four feet and, with its operators, occupies but little room. As the cigars are banded at the rate of one a second, the output of the machine in a ten-hour day would be more than thirty-five thousand. Contrast the work of this machine with hand labor. To band thirty-five thousand cigars per day one would have to employ, on the average, at least ten banders, all well-paid girls who are experienced in the work. They would occupy a space five times as great as that of the machine and the work that they would do would not be half so well performed. Many of the bands would be stuck to the wrappers and if the gummed ends were moistened too freely, one cigar would be apt to stick to another; the alignment of the bands would not be uniform in the box; and, unless the girls were watched, some of the lower rows might pass through unbanded. In addition to this there is the problem of dealing with ten girls against two. A difficulty that is increased by the fact that the ten girls are skilled in their work, whereas the two operators of the machine need not be experienced and can be replaced at any time if their work is not satisfactory. There is no doubt that on all points the new machine shows to advantage over hand work. The field for the new machine is a large one. According to the latest report of the International Revenue Department, there are about 28,000 cigar manufacturers in this country, and they make annually about eight billion cigars. Because of the cost of banding, not more than two-thirds of the quantity, or about five billion per year, are banded. With the cost of banding reduced 75 per cent. it will be possible to extend the practice of banding to practically the entire output of cigars.

It is conservatively estimated that there will be a market for 2500 machines, and although the first of the machines will probably be ready in a very short while, some time will elapse before the entire market can be supplied.

Further information on the machine will be gladly supplied at the office of the American Cigar Banding Machine Company, 40 Exchange Place, New York.



Side View of Cigar Banding Machine.

PROBLEMS of the RETAILER

Preparing Advertising Matter for Retailers.

RETAIL cigar dealers should remember that a plain, direct statement of facts is best in his advertising, since the mind of the reader is then not confused by a multiplicity of meaningless words or superlative adjectives. In fact, it is wise not to use too many words in describing an article. Price, quality, and perhaps the fact that the quantity—if it be a specialty—is limited, are probably the most potent factors to dwell upon.

The taste in the composition of an advertisement often attracts the better class of buyers, who can spend larger sums, and who might not look at an advertisement full of fine type and closely put together.

Nowadays, advertising is becoming a science, and those who understand the writing of this class of literature are paid large sums for their services. There are many ways of saying the same thing, and it makes a great difference in results how advertising is worded.

If one cannot prepare good advertising copy, he can get some one else who understands the matter to put what is wanted in good shape for the printers. In small places the editor of the local paper is glad to serve his client in this way, and prefers to do so rather than have badly written announcements appear in his paper. Naturally, it is to his interest to make the advertising pay, and if asked, he will cheerfully do his part to bring about this result.

Clubs for Improvement.

IN nearly every town, however small, there are a goodly number of young men who are earning their living in various clerical positions. Even if they are employed by competitive merchants and dealers there is no need for them to be at war with each other. There is always opportunity for good fellowship, and for much real advantage from the society of each other. Now what do these young men do in their evenings? Social calls probably take up some of their time, and of course they find various other forms of entertainment and amusement.

It is barely possible that here and there can be found an ambitious young man who actually devotes a portion of his earnings to self culture, studying along some line that will be helpful to him in whatever path he is going to follow during life. You can take a chance upon it, that young man is an influence among his companions even if they do not acknowledge his way to be the best.

But here is the point: If improvement can be obtained in the form of pleasure, then who can possibly object to it? Then why not organize a club? Have some regular meeting place, and gather together for the purpose of taking up and discussing various subjects pertaining to business life. This is only possible of success where the meetings are conducted formally and with a set purpose in view. There should be a call to order, reading minutes of previous meeting, and any business the club may have attended to. Then a specific program for the evening should be taken up. Salesmen can be prepared to speak upon some subject of their special work in the store. Some one from among them could probably dilate upon the process of manufacturing, where the raw materials come from; and where the finished product goes and how it is marketed. In fact, any number of subjects could be found upon which a short dissertation could be easily rendered.

One member of the club speaking upon a certain subject would probably find that someone else had just a little further knowledge which could be added to the general fund, after the speaker has finished. There is a fine prospect for such an organization which could be made to contain much that is not only pleasant but helpful and all who joined would be better and wiser.

Of course, the meetings should be subject to rigid rules of conduct, so that no disorderly element would ever have a chance to turn the proceedings to mere times of rowdyism or unprofitable nonsense.

Other features will suggest themselves from time to time, such as an occasional social evening or an entertainment calculated to keep interest alive.

In fact it is not impossible that such a club could become a civic force in any community.

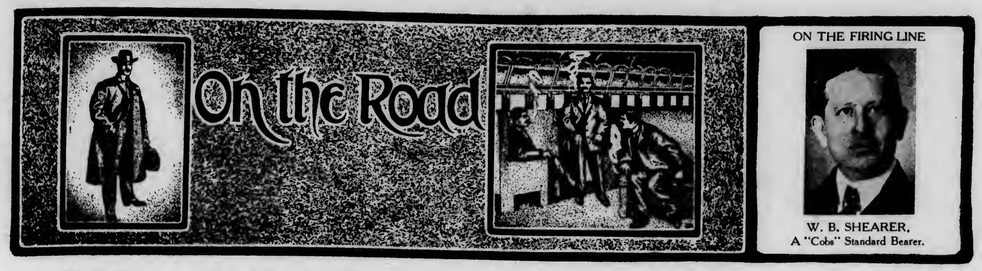
The Windows of the Small Store.

THE window displays of the successful small retailer show his individuality in a marked degree. Even in the most crowded business district the personality stands out distinctly from the surrounding windows. The small retailer's window seems to say, "Time now; you cannot get better goods at the price anywhere."

His trims are changed often, and there is always something distinctive, either in the style of the trims, in the price cards, or probably in the window bulletin which he may be using. He pays particular attention to his window because he knows it is one of his best forms of advertising, and the same characteristics are to be seen in the store. Everything is prominently, yet neatly displayed, with price cards or tags on every group of articles. There is no need for the clerks to ask each other: "How much does this or that sell for?" because it is plainly marked on the tag. It is one price to all—one for Mr. Brown and the same for Mr. Jones. The one-price system marks the successful small retailer.

He has a set time for delivery, and this time is strictly adhered to. Besides, the successful small dealer has a system for receiving goods and storing them which enables him to tell at a glance how his stock stands. He weighs, measures or counts the stock when received. His accounts are kept in such a manner that he can tell at once how his customers stand with him and how he stands with his creditors. He does not allow his accounts to extend beyond the time stipulated, but takes advantage of all discounts.

GIVE US 5C.
AND WE'LL GIVE YOU
A CIGAR WE CALL
DAISY
LIGHT IT—SMOKE IT!
AND IF IT DOES NOT
PLEASE YOU WE'LL
BUY BACK THE BUTT
FOR 6C.
YOU'RE A WINNER ANY
WAY YOU FIGURE IT.



W. B. Shearer a "Cobs" Standard Bearer.

W. B. SHEARER, recently appointed factory representative with the I. Lewis Cigar Manufacturing Company, of Newark, N. J., and the Allen Tobacco Company, of New York, for the States of Louisiana and Texas, has for many years past been identified with the cigar trade in Southern territory.

He was formerly an officer of the old Louisiana Tobacco Company, and enjoyed a large business on the brands handled by that firm. Upon its dissolution, Mr. Shearer entered the employ of H. T. Cottam & Co., of New Orleans, and as a country salesman for the house introduced their brands in nearly every hamlet in Louisiana and Mississippi.

Already the products of I. Lewis Mfg. Co. and the Allen Tobacco Company are attracting the attention of the trade, and a number of Louisiana jobbers have taken the brands of these factories. The wide acquaintance of Mr. Lewis as their representative, coupled with superior facilities for the manufacture of cigars of all sizes and all prices, it is predicted, will before many months lead to a still larger and a more rapidly increasing demand for these products.

Quite a few cigar salesmen were visitors in Detroit during the past ten days. Among them were Joseph Carlisle, representing F. Garcia & Bros., of Tampa; Hy Hammer, of Corral, Wodiska y Ca, Tampa; Mort Hammer. with Philip Morris & Co., New York; John Jacobs, with Leopold Powell & Co., New York and Tampa, and George H. Stradley, representing the Compeer Cigar Co., of Indianapolis.

Pavon Alvarez & Co., of New York, are getting some substantial orders for their Porto Rico goods from their several salesmen. S. Salamonski is covering the South, and the firm has received some fine testimonials from prominent jobbers there.

Oscar Frank, who had been for six years with the American Cigar Co., has accepted a position as general representative of the El Nacional Cigar Co., of Tampa, Fla., and will cover the Pacific Coast from Denver, west.

Simon Deitz, who has for some time been with J. G. Atherholt, a retailer at 111 S. Broad street, Philadelphia, has joined the selling staff of Antonio Roig & Langsdorf, Philadelphia.

Berdan & Co., of Toledo, Ohio, have secured the services of Harry W. Killmeyer, of Wheeling, W. Va., and who will represent the house in West Virginia and Southern Ohio.

W. P. Bushell, who believes the sun rises and sets on the lines of E. M. Schwarz & Co., has just returned to Philadelphia after a successful trip through New York State.

W. W. Higgins, travelling representative with Park & Tilford, of New York, has been covering the Middle West, and did a very substantial business in Chicago recently.

Henry G. Alces, travelling representative for Simon Batt & Co., of New York, who is now visiting jobbers in the Middle West, recently booked some substantial orders at Chicago.

Thomas Bowen, the hustling representative of the Manton-Govern Company, has been talking Porto Rican goods to the Philadelphia trade during the past week.

Ted Habicht, representing Berriman Bros., of New York, and Tampa, has opened an office in the Pickering Building, Cincinnati, O., where he will make his headquarters.

Adolph Seckbach, representing A. Santaella & Co., recently left New York on a visit to the Pacific Coast in company with Mr. Santaella, of the firm.

J. J. Foley, representing Bayuk Bros., of Philadelphia, in New York State, recently opened several very desirable new accounts on "Havana Ribbon" cigars.

J. L. Hanly, a Kansas City cigar broker was recently a visitor in Philadelphia calling upon several important factories which he represents in the West.

Jack Weideman, with the Spietz-Worch Co., of Detroit, Mich., is now covering the Pacific Coast points and was a recent visitor at Denver.

Sol Rosener, with E. M. Schwarz & Co., of New York, is now on a Southern trip in the interest of "Charter" and other products of that house.

J. B. Wertheim, representing E. M. Schwarz & Co., of New York, recently returned to factory headquarters after a trip through the West.

C. W. Saunders, general representative of the Cortez Cigar Co., Key West, recently visited Boston and other New England points.

J. M. Landfield, with H. Anton Bock & Co., of New York, reports a very good business for the Bock line on the Pacific Coast.

L. H. Oldhoff, representing Gonzalez & Sanchez Co., is at present covering Western territory in the interest of that house.

Eugene L. Kohlberg, with Mendel & Co., of New York, was recently visiting the trade in Toledo and other Ohio points.



DID you ever observe how the manufacture and sale of cigars and tobacco seems to mellow the spirit of the individual?

Of all the hundreds of men I know in the trade, at this moment I canot recall a single one who could be classed as an out and out "grouch."

It seems to me that Rudyard Kipling wrote in a broader vein than even he ever conceived when he said: "There is peace in a 'Larranaga'," for keen student of human nature that he was, he might have added that there is peace in cigars and tobacco of all sorts.

This was brought vividly to my mind by the death, last week in Atlantic City, of the venerable Kalman Jacoby, who, while seated in the midst of his family, at the advanced age of 78, humming a bright little tune, was suddenly stricken with heart disease and died with the melody on his lips.

Such a death is surely indicative of the fact that his life has been a peaceful one, as well as a prosperous one, and I feel that the vast majority of my friends in the trade are equally prepared to meet the last great problem with a smile and a snatch of song.

So mote it be.

* * *

I was very much interested the other day in a brief little sketch of the history of the well-known "Quail" cigars, which are to-day one of the most popular 10-cent brands in the City of Louisville and other parts of the State of Kentucky and adjacent territory.

Old residenters of the City of Louisville recall with pleasure the keen sportsmanlike qualities of John T. Stier, who is the manufacturer of these goods.

When Louisville was a mere wilderness, it was Mr. Stier's keen delight to take his shooting equipment, fishing tackle and a party of friends into the forest adjacent to Louisville, and there spend a week or more on a personally conducted hunting and fishing trip.

It was, therefore, quite logical that 41 years ago, on the 6th of this month, Mr. Stier should have adopted the name of "Quail" as a brand for the cigar he was making.

The production of the cigars has proven more prolific than that of the birds, after which they were named, and if the feathered quail were as common in the mouth to-day as are the cigars with that label, the game as a delicacy would soon pass out of vogue.

A few years after the adoption of the "Quail" brand, Mr. Stier brought out the "Black Bass" brand, and these two brands are more popular to-day than ever before, the business being conducted by the originator and his two sons, who became partners 15 years ago.

* * *

It looks to me as though some college professors are likely to be enjoying, ere long, the smoking of clear Havanas, with which men in their walk of life are rarely acquainted.

This has all come about through the beneficence of the late George Crocker, who left a million dollars or more for the erection of a cancer hospital and the study of this dread disease, of which, singularly enough, both he and his wife were victims.

Included in the bequest was Mr. Crocker's wonderful home and furnishings in New Jersey, and when the trustees of Columbia University sent appraisers out to Mahwah to look the gift over, they discovered in the cellar of the mansion an enormous humidor, in which were stored over 60,000 imported Havana cigars, all of them made especially to Mr. Crocker's order, and representing in value some twenty-five to thirty thousand dollars.

Mr. Crocker himself was a devotee of fine cigars, and had his special labels placed upon and was acquainted with the merits of all the leading clear Havana factories both in Tampa and Havana.

The trustees of Columbia have been in a quandary as to what to do with the goods, but it would not be surprising if a few stray boxes are slipped around to some of the poorly paid "profs," whose tired brains mights be stimulatrd thereby.

* * *

The role of the Good Samaritan in a modern setting was played yesterday by Benno Neuberger, the New York importer and packer of tobacco.

According to the dispatches which I have before me, Mr. Neuberger was humming along a country road near Yonkers in his automobile, when he happened upon an auto party which had been held up by a country constable for speeding. The occupants of the automobile were arguing with the constable and apparently in distress, when the Good Samaritan, Mr. Neuberger, arrived.

The constable had demanded fifty dollars cash bond from the speeding chauffeur, and the owner of the automobile, Madame Scheumann-Heinke, the grand opera singer, was protesting that she did not have the money with her, and certainly did not care to languish in a Yonkers cell.

Mr. Neuberger, recognizing the distinguished vocalist, drew from his pocketbook a crisp fifty-dollar bill and gallantly proffered it, saying, "We may not know each other, but I know you by reputation, and I am glad to be able to accommodate you."

With a sigh of relief, the singer accepted the offer, paid the constable, and sped away, waving her thanks to her rescuer.

THE ONLOOKER.

THE TOBACCO WORLD

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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EDITORIAL.

The action of certain manufacturers of cigars and tobacco in creating a demand for their goods by advertising direct to the consumers is in keeping with the modern spirit of business. Advertising, that is, good advertising, has made many a fortune for the manufacturing trade of this country. One need not go very far to find examples of this.

Going Over the Head of the Retailer.

None but a mossback or one blinded to the truth will deny the power of advertising when rightly directed. But any campaign of advertising which fails to enlist the interest and co-operation of the man who must eventually sell the goods, is incomplete and therefore ineffective.

As we view it, there are three links in the chain of modern merchandising. First, the manufacturer; second, the distributor or retailer, and third, the consumer. Any manufacturer who attempts to go over the head of the retailer to reach the consumer must either be prepared to do business direct with the consumer or to incur the hostility of the middle factor—the distributor and retailer.

It would be wiser for the manufacturer who plans a campaign to the consumer to take the distributor and retailer into his confidence, show him what he intends to do, to increase the business of all stores handling his goods, and then to urge him as a matter of business policy to stock up on his goods and be prepared to meet any demand which he hopes to create by his publicity. Every effort to force the retailer to put in the advertised goods is sure to react.

It has been proved, time and again, that one of the most economical and efficient means of gaining the eye and attention of the retailer is the trade paper, to which he subscribes and to which he looks for his information. Keeping constantly in touch with the retailer and enlisting his co-operation to push the goods, is a service which an up-to-date trade paper can render the advertising manufacturer. And any one who ignores this is certainly flying in the face of conditions.

Another Explosion at Tampa.

The latest labor disturbance at Tampa promises to be nothing more serious than a temperamental people. Viewed as such, the walk-out of a number of cigarmakers could be taken lightly, but when it is considered that the vast cigar industry of Tampa is being built over a volcano of sedition, the situation becomes more serious.

Is the cigar industry of this magnificent city always to be subjected to the whims of a law-defying element? How long will the Tampa manufacturers endure this constant menace of an uprising? These are questions which must arise in the minds of the serious commentators.

Indeed, capital seeking investments in industrial propositions, such as cigarmaking, is constantly confronted with these problems, the solution of which seems impossible.

The action of the courts in sending the bloodthirsty agitators of the big Tampa strike to prison will of course be sustained, and the law will take its course in spite of the mutterings and uprisings of an excitable mob.

The recent demonstration, let us hope, is the last dying gasp of a crowd of grafters and agitators who will now be suppressed. The example set by sending the agitators to prison is a good one and ought to have a salutary effect upon the other leaders who inspire discontent and violence, but as long as the cigar industry is dependent upon the temperamental class of labor there will always be danger of labor warfare.

It behooves the Tampa manufacturers to devise some plan, either individually or collectively, to enlist the good will and co-operation of their work people, and thereby minimize the danger of future strife.

Tariff Resolution Likely to Become Ineffective.

When two interests diametrically opposed attempt to effect legislation, a lot of dust is thrown up, but little or nothing accomplished. Such is the probable result of the Lancaster Convention's resolution to demand a lower tariff on imported wrapper tobacco.

When the Philadelphia delegation proposed this measure, they did so with the conscientious belief that something radical ought to be done with the tariff to help the trade.

The opposition which the measure met from certain importers, as well as from the united Connecticut interests, was as strong as was to be expected, and although the resolution passed, it did so only after a very hot debate and an exceedingly close vote.

The Philadelphia delegation seemed satisfied that the convention should go on record, but it is doubtful if they ever expected, even in secret, that the resolution would become effective.

Before the spirit of the resolution could be carried out, it would be necessary for a two-thirds vote of the members of the association to approve, and there will be the fighting ground between the two interests.

Even should the matter be carried to Washington, the Connecticut interests and those allied with them are sure to make a fight that will make the changing of the tariff as difficult a proposition as the changing of Joe Cannon's mind.

all that's new with JOBBERS and DISTRIBUTORS

Denver Jobbing House Retiring.

THE Baxter Cigar Co., of Denver Col., is now closing out its stock and expects to retire from business by about July 1st. They have been engaged in this trade for the past twenty years. The firm consist of Robert R. Baxter, who has accumulated a competency and will hereafter devote his entire time to his private interests.

They have been extensive handlers of the products of Heyman Bros. & Lowenstein, of New York, and this business will be turned over to Chas. F. McGuire, who was for a number of years a travelling salesman for the Baxter firm.

Pushing the "1848" in Buffalo.

THE Superior Cigar Co., H. B. Tompkins, Manager, at 9 Terrace, Buffalo, N. Y., has been making a tremendous success in the distribution of the "1848" brand of 5-cent straight cigars manufactured by A. S. Valentine & Son. Philadelphia. Although they have had the distribution of this brand scarcely more than six weeks, their sales have run to six figures in quantity. In introducing this cigar, Mr. Tompkins was ably assisted by Mr. Van Miller, of the Valentine forces.

Jobbers Arrest Salesman.

THE Gray Cigar Co., of 509 N. 18th street, St. Louis, recently caused the arrest of George Wilmeth, alleging embezzlement of $55. It is said that he had been in the habit of making reductions of as as much as $10 a thousand upon cigars. When taken before the police board he said it was his intent to personally make good, and that he did so with the view to showing an increased volume of business. The firm found that more than his salary would have been swallowed up each week, and out of this development grew the shortage.

The Apte Cigar Co. Line.

THE newly incorporated firm of Apte Cigar Co., at St. Louis, has announced its distribution of the following brands: "Capitano," made by Capitano Cigar Co., Tampa; Durlach Bros., "Porticia" (Porto Rican); "Sanatoria," made by A. Davis, Sons & Co., Cincinnati; "Bingo," made by the American & West Indies Trading Co., and Sig. C. Mayer & Co.'s "Arctic Club" and "George Dallas" brands.

Boosting "Y.-B." Cigars on the Coast.

GEORGE J. YOCUM, representing Yocum Bros., of Reading, Pa., makers of the "Y-B" cigars, who is now covering the Coast, recently visited the Kingsbaker-Klingenstein Co., from whom he secured some substantial orders for his firm's goods, which are extensive sellers in that territory.

"San Felice" Cigars at Los Angeles.

HAAS, BAROUCH & CO., of Los Angeles, recently placed a large order for "San Felice" cigars with Nick King, the manufacturer's representative. Mr. King spent some days in Los Angeles, and the result of his efforts were most encouraging, both to his house and his distributor.

New "Bachelor" Cigars in San Francisco.

HBERCOWITCH, a San Francisco jobber, is meeting with a very large sale in the distribution of the "New Bachelor" cigars of T. J. Dunn & Co., of New York. The demand has exceeded his expectations, and he is now obliged to carry a largely increased stock.

The Max Roth Cigar Co., of Los Angeles, sometime ago added to their five-cent lines of goods the "New Bachelor" cigar manufactured by T. J. Dunn & Co., and are doing extraordinarily well with it. Two specialty men are kept on this brand, and its distribution is being steadily extended. They have also been booking some large orders for the "El Wadora" cigars made by Sig C. Mayer & Co., Philadelphia.

The H. J. Hughes Co., of Omaha, Neb., recently took new quarters at the corner of 12th & Jones streets, where they have facilities which more than double the capacity of their former establishment. They are distributing the "El Palencia" and "El Merito" brands of Boltz, Clymer & Co., Philadelphia and Tampa.

During the late visits of Henry Hilbronner, of Hilbronner & Jacobs, Philadelphia, through the Northwest, he succeeded in placing their "El Gonzales" brand with a number of distributing houses, among whom were the Campbell-Larkin Cigar Co., at Portland, Ore., and also with E. J. Rose & Co., at Tacoma, Wash.

Through The Mosher Cigar Co., of Omaha, Neb., more than 100 cigar store windows in that city have been decorated with the famous "Havana Ribbon" displays. They are extensive handlers of these goods and the trade is showing a steady increase.

"Choctaw," a new five-cent cigar made by the West Indies Cigar Co., (Porto Rico goods) was recently placed with H. T. Cottam & Co., at New Orleans. Manager Frank Paul, of that house, is taking a great interest in the new brand and has promised to push it vigorously.

The importing house of S. Bachman & Co., San Francisco, are making extensive window displays on their Manila goods in several of the more important towns of California.



Bird's-Eye View of the Factories of the Detroit Show Case Company, where "Silent Salesmen" Fixtures and Cases for Cigar Stores are Made.

DETROIT DEPARTMENT

LATE LIVE NEWS OF THE HUSTLING MICHIGAN METROPOLIS

S. F. Heavenrich, in charge of The Tobacco World Bureau.

DETROIT, May 10, 1911.

RETURNS for April at the local office of the United States Internal Revenue show sales of cigar stamps $54,688.84, and tobacco stamps $127,363.19, as against $59,609.08 and $117,863.73 for the corresponding month last year. This reflects in some degree the general tone of quietness throughout the country, which is less pronounced in this market than in most other sections. Our factories continue busy and desirable leaf continues in demand.

That part of my last letter bearing on Detroit's attitude toward the new Sumatra seems to have occasioned considerable comment. It appears that there have been a few sales put through here, none of which, as far as I could ascertain, had been consummated at the time the letter was written. The fact remains, though, that beyond a limited number of buyers, no great amount has passed from importers. Our buyers are still awaiting further returns from Amsterdam. Discussing the matter with one man, himself a representative of one of the largest and most successful importing firms, the belief was expressed by him that, as stated in my letter, there might be a recession in prices later, but he believed that this would be true only as to ordinary goods and would have no effect on the high grade, fancy marks, no matter how high they might be selling at present. Certain it is, the new Sumatra has hit the record for altitude, and I think some of our manufacturers will wait for the air ship to sag a little before they atempt to climb in.

Retail business seems to be holding up fairly well. The Compeer Cigar Co. are putting in some effective displays of their "Plantista," which is distributed here by Lee & Cady, and, I believe, in the State by H. W. Watson Cigar Co., Flint, and the Oppenheimer Cigar Co., Saginaw and Bay City.

Payette-Walsh Co. are busy with the "Tom Keene" campaign, and also have numerous displays of Rosenthal Bros.' "R. B." cigar.

Jake (Red) Stark is all over town with good metal "outside" signs advertising "New Bachelor" cigar, sold here by Claude E. Howell.

Ford's Buffet, 92 Woodward avenue, shows the "Chancellor" Girl surrounded by a neat display. This excellent cigar is made by W. M. Mendel & Co.

R. McDonald, local representative of Morey y Ca., Tampa, has been doing good work with "Habana Ymperial." Mr. Sel Morey is expected here from Tampa in the near future. "Habana Ymperial" runs in sizes from 5c. to $1.00.

Adolph Berger, in co-operation with Louis Kramer, distributor, at 757 Gratiot avenue, has been doing effective work on "La Azora" in the eastern section of the city. There have been some very good displays in the windows of Hogg Bros., druggists, corner Kercheval and Baldwin avenues, and James D. Hogg, corner Jefferson avenue and Grand boulevard. Likewise at Arndt Bros.' Mt. Elliott Pharmacy, corner Mt. Elliott and Gratiot avenues.

A small but choice selection of cigars is in the showcase of the American Shoe Shining Parlor, 165 Griswold street, including "El Toro" and "San Felice." The place is under the management of Peter Vishnia. At the time of opening recently, the proprietor, John Kass, donated the first two days' entire gross receipts to the Children's Free Hospital.

J. B. Girard, of Hotel Burns and Normandie stands, reports good sales of "La Sonia," made by the Lancaster Co., Louisville. It is an all Havana wrapped cigar.

A local cigar of similar character is Sol Mincer's "El Mincero." A new size, "Invincible Club," packed in 40's, shows improved package and beautiful workmanship.

Ernest Daniel, 172 Griswold street, has the best quality nickel cigar I have smoked in a long time. Go in and ask him for one. (P. S.—Yes, I smoke nickel cigars occasionally. Journalists can't afford to go much higher than that for 'em, you know.)

There was a large sale of "Norma Martinez Smokers" by G. & R. McMillan Co. during the week of the factory adv. in *Saturday Evening Post*. It looks to me like well planned, well executed advertising and has the "missionary" idea beated forty ways. If manufacturers would make use of more printer's ink and less shoe leather they'd get better results and everybody would be smoking better cigars.

The cigar stand at 242 Woodward avenue was sold May 1st by Jas. C. Hunt to Ed. W. Weiser, who comes here from Marquette. The stand is in front of Stillwell's buffet and is a very good one, having formerly been operated by Chas. Bird, now manager of Griswold House stand. John Madison will continue behind the showcase as heretofore, practically as manager.

The store operated until recently by D. J. Valade in the G. A. R. Memorial Building, Grand River avenue, is now in the hands of Ph. Neveux, who continues about the same lines as heretofore. Valade, I am told, opened at Riverview Park, which was gutted by fire on the 6th inst.

Fire gutted the building at 767 St. Antoine street at an early hour this morning, completely wiping out the H. B. Cigar Co., of which Marks Horvitz is proprietor. The flames started in a nearby stable and seven buildings were destroyed before they could be extinguished.

Jno. E. Doherty, Connes Cigar Co., 278 Grandy avenue, also suffered a loss from fire, amounting to $300, from the burning of the building, May 1st, in which his factory was located.

Ollesheimer Bros. have leased the building at present occupied by L. O. Skinkle, corner McDougall and Willis avenues, and will move in shortly after Skinkle removes to his new plant. Their present factory is at 840 Hastings street.

Meldrum Bros., 256 Catherine street, who began active manufacturing February 20th of this year, report very satisfactory progress. Wm. G. and T. J. Meldrum constitute the firm, both young men who have had previous manufacturing experience. They have likewise had selling experience through several years connection with American Tobacco Co. They are operating a strictly union shop and make the following brands: "Meldrum Bros.' Clear Havana," "Meldrum Bros.' 10," and "Meldrum Bros.' Special." The two former are ten-cent and the latter a five-cent smoke.

"Sandy" Stuart returned on the 7th inst. from a nine weeks' trip in the West. He is especially well pleased with the results on the Superia Cigar Co.'s new broadleaf cigar, "Tionesta," and their "Saturday Evening Post."

Detroit Cigar Mfg. Co. report trade of an increasingly improved character. They are directly soliciting the jobber and distributor more extensively than heretofore.

On the 5th inst. a judgment was rendered against the estate of Alex. Runstadler, deceased, amounting to $106 and costs. The suit was for leaf tobacco sold by Rothschild & Bro.

The stock, fixtures and lease of Frank M. Foster, bankrupt, 54 Farrar street, were sold on the premises, at public auction, on May 2nd. Ben Crittenden was the successful bidder and he has already removed from his previous stand at 94 Gratiot avenue to the new location. The price paid was $601. The stock and fixtures alone were appraised at $771.78 (including exemptions, however), but with the purchase Mr. Crittenden secures a three years' lease at $40 per month which, alone, is worth more than the entire amount realized at the sale. When the L. B. King & Co. Building, just north, and the Goldberg Building at the other corner, the enlarged old Fellowcraft Club Building, the new Selling Building on Broadway and various other vast improvements are completed, the stand will undoubtedly double in value.

Extensive alterations are in progress at 154 Woodward avenue, which when completed will give the appearance of an entirely new building. Meanwhile business continues at the bar in the rear, formerly owned by Louis Schneider, but since May 1st in the hands of Emil Marty, of Log Cabin Inn fame, and over the counters of the United Cigar Stores Co. stand in front. Mr. Walter Scott, district manager for Michigan of the "United," tells me new mahogany fixtures and mosaic tile flooring will be put in, which will make this one of the handsomest stores in the State.

An excellent stand is that of Ed. Schauroth, 15 State street. Mr. Schauroth is local distributor for the well known Rigby's "Monogram" and also for Hilbronner & Jacob's (Phila.) "Cuban Baled," both of which brands express *quality*.

After a three weeks' trip, Chas. La Fond returned, back to weight, and entirely recovered from his recent critical illness.

The 87 Woodward branch of Central Drug Co. will remove to the J. T. Woodhouse & Co. premises when that firm removes to their new building, corner Jefferson and Griswold street.

Old acquaintances in the cigar trade will note the death this week of Henry Arndt, old time brewer and real estate man. He founded

Continued on page 26.

TAMPA TIPS

Tampa Customs Receipts Break All Records.

Business of Factories Indicated by Latest Returns---Cigarette Smuggling Discovered.

TAMPA, FLA., May 10.

CIGARETTE smuggling, from Cuba to the United States, through the port of Tampa, has received a setback. Nearly 1,000 packs have been confiscated by customs inspectors, and on the occasion of the last confiscation, Antonio Vasquez, a sailor on board the P. & O. steamer, Olivette, was arrested charged with smuggling. The arrest and seizure is credited to Deputy Collector George I. Morris, and Night Inspector Thomas Green, of the Tampa customs district.

Vasquez had an original way of getting his contraband ashore. He ingratiated himself with a second-class passenger on the passage up from Havana last week, and as baggage is examined in Havana, he had that worthy take grip ashore for him. The bag looked suspicious and was seized. It was filled with cigarettes. The second-class passenger made explanations in a straightforward way, and the net result was the arrest of Vasquez. Before United States Commissioner H. L. Crane, the man was held to the United States District Court for trial under bonds of $500. A few days previous to this arrest, these officers seized a suit case on the steamer filled with the same class of goods. They could not trace the ownership of the bag, however, and had to be content with confiscating the cigarettes.

The large Latin population in Tampa makes the disposal of smuggled cigarettes quite an easy thing among the numerous coffee shops in this city.

The tremendous output of cigars during the month of April by Tampa cigar manufacturers was amply attested by the customs receipts in this port during the month in question. The receipts totalled, $238,588.47, as against collections of $157,170.20 for April, 1910, a gain for this year of, $81,418.27. This April broke all records for the month in the Tampa customs district. The best April prior to the one just passed, as far as the statistical history of the customs here are concerned, occurred in 1897, the year the McKinley tariff bill went into effect. At that time, owing to the rush of manufacturers to withdraw tobaccos from the bonded warehouses and so escape extra duties, the receipts swelled to $237,242.32. The month just passed, broke this record by, $1,346.15. Tobacco receipts from Cuba during the month of April totalled, 5,984 bales.

Cigar shipments have been running over the 7,000,000 mark the week, steadily, and the deficit in shipments, basis 1910, is being rapidly wiped out.

An incipient strike occurred in the factory of M. Stachelberg & Co., some ten days ago, when a number of the cigarmakers, angered because the factory reader was not allowed to read certain literature, walked out. They hung out some two days, and then returned to their benches. The factory is doing a splendid business, and lost practically no men in the demonstrations which occurred to-day. E. J. Stachelberg, having consummated all of his plans for the summer season, and recently back from New York, is in personal charge of the factory and reports a splendid business in the famous brands of this fine old firm which has been known to fastidious smokers since before the Civil Ward period.

Raymond R. Windhorst, who has for sometime past been a travelling representative of the El Nacional Cigar Company, has severed his connection with that firm, and gone on the road for the Rey-Strauss Company, whose leading brand is the well known "Mi Rey" cigar. Mr. Windhorst will travel southern territory for them.

Thieves entered the retail cigar store of the Briskol Cigar Company, in this city, the early part of the week, and tapped the cash register for some $23. The prowlers evidently did not fancy small change for they left $16.70 in nickels, dimes and quarters in the till. The stock did not seem to be disturbed.

Fisher, Yglesia & Co., of Livingston street, Brooklyn, New York, manufacturers of "Danton," have secured quarters in this city in Ybor City, where they will manufacture cigars in the future, maintaining a sales office at their old quarters in Gotham.

Sanchez y Haya are doing a splendid business, which is the usual thing with them, and the excellence of their product is attracting ever growing attention.

C. C. Barton, representing the Reynolds Tobacco Company, with headquarters for this territory in Jacksonville, was a week's visitor with the trade here.

BLARDONE.

Detroit Doings.

Concluded from page 25.

the Detroit City Brewing Co. years ago. Mr. Arndt was eighty-seven years old at the time of his death and was widely known and highly esteemed. Two sons, Alb. E. and Arthur, are proprietors of Mt. Elliott Pharmacy, corner Mt. Elliott and Gratiot avenues.

The Detroit Show Case Co. are just installing fine wall cases and "Silent Salesmen" show cases for the Meloche Drug Co. in the new Rothman Building, corner Jefferson and Hilger avenues. Mr. A. F. Meloche and two sons will give their personal attention to this store, which is undoubtedly the finest in that part of the town. A choice line of cigars and tobaccos will be installed.

Several nice displays of Morris & Co. cigarettes are seen on prominent downtown stands. The thanks of the Adcraft Club were recently extended to Edw. T. Lichtig for fifty packages of Ph. Morris cigarettes furnished the club by him for their recent Hotel Pontchartrain dinner.

Frank M. Smith has just received from Cuba the first shipment of eight sizes "Count Pontchartrain," which special sizes will hereafter be made at the Redencion factory, Havana. The M. Perez factory, New York, will continue the other sizes as heretofore. The imported line will retail from fifteen to forty cents.

Jno. N. Bagley was today elected president at the first meeting of the new Board of Health of Detroit.

On May 1st Globe Tobacco Co. were 50,000 lbs. oversold on "Pat Hand (union made) Cube Cut Granules." This package has been on the market about four months and is the only five-cent tin box package I know of.

S. L. Johns and Samuel Katz, both prominent in Pennsylvania leaf and manufacturing trade, were here on business last week.

Many salesmen have been here recently, inculding Stephen Herz, Bustillo Bros. & Diaz; J. Meyer, Durlach Bros., New York; Frank J. Horning, H. Anton Bock & Co.; E. H. Briody, S. R. Moss Cigar Co.; Leo Cahn, E. Regensburg & Sons; Jesse Powell, Pohalski & Co., New York; Harry Mills, Arguelles, Lopez & Bros., Tampa; A. Garcia, Perfecto Garcia & Bros., Tampa; W. A. Charles, G. S. Nicholas & Co., New York.

Also Howard Kinney, H. Duys & Co.; Harry Nathan, E. Spingarn & Co.; A. Fischer, A. Cohn & Co.; Leonard A. Wheeler, Allen & Wheeler, Troy, Ohio; Emil Auerbach, The Sunnybrook Co., Dade City, Fla.; Fred Schulz, Keiser & Boasberg, Buffalo; Leo L. Taussig, Taussing & Co., Chicago; Alb. Kraus, A Kraus & Co., Chicago; Fred Singer, Rossin & Co., New York; Stephen Friend, of L. Friend & Co., New York; Carl Kaffenburgh, I Kaffenburgh & Sons, Boston; Ed Jandorf, Kaiser & Boasberg, Buffalo; Mr. Bach, Jr., of Elias Bach & Sons; Nestor Schloss, G. Falk & Bro.

S. F. HEAVENRICH.

R. J. Seidenberg, the Buffalo, N. Y., distributor and wholesaler, has been pushing the "Rosaleo" 6-cent cigar manufactured by A. S. Valentine & Son, Philadelphia, with much success lately.



BAER-WOLF COMPANY'S UP-TO-DATE STORE AT CLEVELAND, OHIO. . . .

Novel Features in Store Equipment at Cleveland.

THERE are many new features that greatly assist in the display and sale of cigars, tobacco and smokers' articles that are not only interesting but valuable to all merchants. Such is afforded by the cigar store of Baer-Wolf Co., of Cleveland, Ohio.

Looking at the view one notices that pipes are displayed in the wall case and are enclosed under an all-plate glass case, the bottom of which extends out and on which the pipes are displayed. The bottom and top are used for stock as shown, enclosed with clear glass doors operating on ball bearing rollers and steel track.

On the opposite side of the room is the tobacco wall case fitted with refrigerator latches and hinges, zinc lined, fitted with moistening trays, in fact everything necessary to keep the cigars and tobacco in the best condition. The cigarette compartment is not shown in this potograph on account of it being to the extreme front and hence unable to get it in the view, but the cigarette feature is a very valuable one for in this outfit the stock is carried very conveniently right back of the goods on sale.

One of the most noted features in the outfit are the clampless all-plate glass show cases. These cases are of the new construction, in which drilling holes in the glass and all metallic fasteners are eliminated and making a case that is just as rigid and firm as it is possible to make them with wood or metal frame.

This clampless construction not only reduces the risk of breakage in the glass and the rate of insurance, but also, as the joints are sealed absolutely tight, the dirt, dust and heat of the room do not have access to the interior of the case, and, besides the aroma of the cigars and tobacco and the moisture are kept within the case.

The Baer-Wolf Co. highly recommend the designers and manufacturrs of this outfit, The Cleveland Store Fixture Company, also a Cleveland concern, for all the work which they have done.

Shade Growing Company Incorporated.

THE incorporation of the Connecticut shade-growing interests, about which much has been written, was consummated on the 9th inst., and articles of incorporation were filed in the State Capital. The new company has an authorized stock of $100,000, incorporators named were Benj. L. and William P. Haas, of Hartford, and Walter M. Hinson, of Enfield, Conn.

Cleveland Trade Showing New Life.

Many Traveling Salesmen in Town---Wilkes & Reid Making Settlement.

CLEVELAND, OHIO, May 10.

WITH the coming of the warm weather, business seems to have taken on new life. There have been a great number of salesmen here in town, all plugging hard for trade, and getting it, too.

Hiram Hammer, traveling for Corral Wodiska y Ca., with the "Manatia" line, has been in town for a few days, having returned from the West, from where he reports very good business. He is now getting ready for his Eastern trip.

Charles L. Weaver, of Deisel-Wemmer Co., of Lima, O., passed through Cleveland.

C. J. Mitchell, of Ed. Laurens Co., was here calling on the trade.

R. C. Koritzer, of Rohl Bros., with a full line of Havana cigars, visited Cleveland retailers.

Harry M. Strong, representing Samuel H. Harris, with the "Perseverо" cigar, also visited here a few days.

J. B. Shields, of the Shields-Wertheim Co., has left for a short trip through the East.

S. H. Kleinman, after an absence of fourteen years from Cleveland, has returned and has taken charge of a beautiful cigar stand in the May Company's store. This stand was recently increased in size, and they are now carrying all the popular leading brands. Max Hoenig, who was formerly in charge of this stand, has now gone with the E. A. Kline Co., manufacturers of the "Rigoletto" and "El Symphonie" cigars.

David Friedman, who was formerly located on East Fifty-fifth street near Central avenue, has moved and is now located at 6517 Euclid avenue. Some of the popular brands Mr. Friedman makes are the "San Reso," "Anora" and the "Varsity."

E. A. Kline, of the E. A. Kline Co., is at present out West visiting the distributors, and is meeting with great success. He is expected back some time next week.

The committee of creditors having in charge the affairs of Wilkes & Reid, distributors and retailers of cigars and tobacco, are arranging to liquidate the affairs of that firm. The stock and fixtures are being sold at private sale. The liabilities are estimated at $7000 and the assets at $3000. It is believed that the creditors will get about forty cents on the dollar. Lack of capital is given as the cause of the failure.

WEIL.

THE Rock Island Sumatra Co. was incorporated within the past few days with an authorized capital of $25,000, mostly contributed by well-to-do men from Rock Island, Ill. The company has purchased a tract of land near Robertsdale, Ala., and it is their intention to develop it, and grow there the Havana shade tobacco. Those interested include A. J. Beverlin, president; W. B. Roberts, vice-president; and Mary L. Parker, secretary and treasurer.

At the annual meeting of the Connecticut Cigar Leaf Tobacco Association on Tuesday, May 2nd, held in the Allyn House at Hartford, the following officers were elected for the ensuing year: President, Benjamin L. Haas, Hartford; vice-president, Alfred A. Olds, Hartford; secretary, Maurice Hartman.



Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

New York's April Production.

An increased production of cigars, cigarettes and tobacco is shown in the three leading districts of Greater New York for the month of April, as compared with the previous year. The stamp sales show the output as follows:

Cigars, April, 1911, 62,305,020; April, 1910, 55,962,423; increase, 6,342,597.

Little cigars, April, 1911, 10,841,600; April, 1910, 3,994,000; increase, 6,847,600.

Cigarettes, April, 1911, 412,641,310; April, 1910, 308,388,900; increase, 104,252,410.

Tobacco, April, 1911, 572,222; April, 1910, 677,149; decrease, 104,927.

Present indications are not favorable to a continuance of a similar increase during May. Factories report a slight falling off in their orders, which will naturally affect the production. The figures shown above, however, indicate that New York City has suffered less severely in the falling off of business than some other sections of the country.

Sixth Inscription of Sumatra.

At the sixth inscription of Sumatra tobacco held at Amsterdam on May 12th, about 2500 bales of Sumatra tobacco were purchased for the American market. In quality the offerings compared favorably with the previous sales, and prices were again uniformly high. Among the largest purchasers were A. Cohn & Co., E. Rosenwald & Bro., G. Falk & Bro., H. Duys & Co., and Jos. Hirsch & Son, of this city.

It has just been learned that the total purchases of E. Rosenwald & Bro. amounted to over 2200 bales, of which 1200 bales will be used in the European market.

Their purchases represented the following marks; Bindjey Tabak L. B. Lanckat; Deli Ba HyTl.; Deli My K.; Deli My C.; L. P. C. Pandang Brahrang; and L. P. C. Pandang Tjermin.

Fire Damages Metropolitan Up-Town Store.

The branch store of the Metropolitan Tobacco Co., on West 125th street, suffered a heavy loss on Sunday morning, last week, by fire supposed to have been caused by rats gnawing at matches and the entire five-story structure was doomed to complete destruction, entailing a loss estimated at $100,000 to the tobacco company.

Although several alarms were sounded and firemen arrived promptly, the fire made rapid headway, and in a very short time the flames were shooting through the roof and a nearby hotel was seriously threatened.

"Romeo y Julieta" Substitution Charged.

What promises to be a clear case of box stuffing was recently unearthed by agents of the Trademark Association, of New York, who found that the Unter den Linden Restaurant, at Broadway and 97th street, a lot of "Romeo y Julieta" cigars packed in genuine boxes but possessed of spurious bands and not of the proper flavor of the genuine "Romeo y Julieta."

They reported the matter to the Internal Revenue Department and officers from the department seized the boxes of cigars in the showcase some days ago. It is charged that the cigars were made in New York City and that they wore counterfeit garters or bands. Charges have been made that Mr. Nichols, the proprietor or his employees were refilling genuine "Romeo y Julieta" boxes. This is an offense under the laws of New York State and suit was entered against Mr. Nichols under that act. The case will come up in the Municipal Court on Thursday next. A fine of $100 may be imposed for each cigar sold, and imprisonment may also follow violations of this act.

Mutual Aid Society a Year Old.

On Saturday, May 6th, employees of the cigar factories of E. M. Schwarz & Co. and Jos. Lovera Co., who constitute the Schwarz-Lovera Mutual Aid Society, held its first annual meeting.

The reports of the officers showed the financial condition to be in fine shape and that its membership is also very good and showing a steady gain. The objects of the organization are the providing of medical aid to its members; weekly income during sickness, and to afford temporary relief to members in distress. While the association is yet young, there is every indication that it will be a permanent institution.

Sumatra Tobacco Sales.

While not all the Sumatra importing houses are reporting large sales, the firm of H. Ruys & Co. are the exception, as they have sold during the past four weeks over one thousand bales of their purchases at the first four inscriptions, to some of the leading manufacturers in the East as well as in the West.

The firm is now replenishing their stock and have made some very heavy purchases at the last few inscriptions. They announce that their sample bales will be ready for inspection on May 18th.

Henry M. Duys is still attending the remaining Inscriptions at Amsterdam.

Trade Slowly Improving at Milwaukee.

Changes Among the Cigar Stores--What the Jobbers are Doing.

Milwaukee, Wis., May 11th.

Business here has been very quiet for several weeks past, but has improved somewhat of late.

Surman & Co., in the Wells Building, continue to hold their own. An attractive display of "Twin Oaks" smoking tobacco was made and increased sales somewhat on that brand.

Pollak-Crombie Co. are doing a nice business and are adding many new customers. They carry a very fine line to which they add from time to time. Earl De Von, formerly at Third and Grand avenue, has accepted a position with the firm.

Leo Abraham is enjoying an increasing business at all stores. Joe Fieger has returned, and is now at the Caswell Block store with Floyd Byron. Bart Jemeches being moved over to the Majestic store and Joe Leiser taking Earl De Von's place at the Third street store. A sale of calabash pipes is now progressing at the Caswell store which promises to be a record breaker.

E. T. McGuire, who for a number of years conducted a store in the Loan & Trust Building, has disposed of his stock and lease to the Regal Shoe Co., who were forced to seek new quarters.

Fay Lewis & Bro. Co. are doing a good business at both retail stores, and also in the wholesale department. This company is increasing its business every year, extending over Northern Illinois, Wisconsin, Iowa and part of Minnesota. Among the leading brands are the "Webster," "Savarona," "El Sidelo," "Tom Moore," "Henry George," "Little Tom" and various others, not overlooking the "Harvester," on which they are doing very well. Recently an extensive billboard campaign has been started by them advertising their brands.

Geo. Leising, the Oneida street cigarist, is enjoying a nice business. He has recently added a pipe repair department which is in charge of his brother. The store has been re-decorated and presents quite an attractive appearance.

The Wright Drug Co. continue to enjoy a good business with the various lines jobbed by them.

Abraham's new "Sweet Shop" will shortly be opened to the public.

A. C. Brenckle Co., makers of the Brenckle Potted cigar, is now well established in their new home at Sixteenth and State streets. The firm have been doing a very good business on the lines made by them, and with the increased capacity should be able to do even more.

The Yahr & Lange Drug Co. report a satisfactory business on all lines jobbed by them.

The cigar stand in the Caswell Block has been sold by Geo. Hasilmeyer to Julius Horvath. The Abraham line of "Flor De Lovera Nestor," "Charters" and "La Verdad" is handled.

A new cigar store has been opened at Janesville, Wis., by Chas. E. Bently. It is understood that later the Edgerton Cigar Co., manufacturers, will also move there.

N. E. Murphy has sold his interest in the N. E. Murphy Co., cigars, billiard hall, etc., at Eau Claire, to take a position as traveling salesman. T. H. and Frank Murphy will conduct the business as the Murphy Bros. Co.

Ben Henniger has opened a new cigar factory at 2004 Hall avenue, Marinette, Wis. He is well known in the cigar business, having been a salesman for a number of years.

O. A. Krompas.

The Ravages of Fire in Bangor, Me.

Editor, The Tobacco World, May 12, 1911.
Philadelphia.

Dear Sir:

Regarding the great conflagration in our city recently, I want to say I was among the fortunate who escaped destruction.

R. Youngs was the only jobber in this city who suffered in the fire. Our manufacturers are principally W. F. Allen, who makes the "Bristol," and R. Youngs, who makes the "B. C. M." cigars, which brand is made up from the initials of the firm name under which he does business; namely, Bangor Cigar Manufacturing Co. This concern has resumed manufacturing at 94 Broad street.

Their store on State street was entirely destroyed, but fortunately there were sufficient quantities of "B. C. M." cigars in the hands of the trade to meet the immediate demand, and now the factory is again able to turn out its usual supply.

There were about twenty-five retail stores burned out, but I understand they were all heavily insured and will come out all right.

Of course the fire means a tremendous loss to the tobacco and cigar business, but they will all again arise, Phoenix-like, and the city will be built up immediately, because all are possessed of ample funds to meet their obligations.

You are probably not aware that this city is the second in wealth of its size in the United States, but such is a fact. Bangor has very many wealthy people. It is a prosperous, thrifty city of 25,000 inhabitants, mostly American. All are good fighters, and good losers, if need be.

People who were eye witnesses say that it was the most orderly fire, and attended by less excitement, than any that has ever been seen. Both firemen and citizens worked with a full determination and will, and everybody was glad to lend a helping hand and move out the goods. Not a particle of looting or stealing has been reported, and there was no unnecessary noise.

For several days the city was in darkness, and for some time both telephone and electric lines were crippled; but all have been adjusted, and we are again in a fairly normal condition.

Very truly yours,
L. W. Savage.

Cincinnati Trade Takes on a Boom.

Cincinniti, Ohio, May 12.

Retail cigar dealers are delighted with the improvement in trade. Jobbers, too, are kept on a hop, skip and jump, and their records show that the first two weeks of May, have greatly exceeded the business of the corresponding period a year ago, and that when comparing it with any week of April, May shows an increase of fully 30 per cent.

It is surprising to see so many of the drug stores around town with cigar counters as a side issue, and this is becoming more popular right along. There are many of the Queen City druggists, who pay equally as much attention to the cigar counter end of their business as they do to the drug end, and consequently they are doing a very good business. Miss M. Cora Dow, who conducts ten large drug stores around town is one of the leaders. She has placed in one of her new stores, recently opened, a beautiful cigar counter, which takes up considerable space, and employes separate clerks.

The "Bully" pipe cleaner is now being handled by many of the retail cigar stores around town. The pick of the "Bully" is made of soft steel, so it can be bent like wire. It is being manufactured by the Progressive Novelty Works Company, of Chicago, Ill. The J. B. Moss Company is the Cincinnati agent.

The Lambert Rothert Sons, tobacco manufacturers, have placed a new brand of chewing tobacco on the market called "Tulip," which is slightly sweetened cigar scrap.

The J. B. Moos Company has cut the prices of the Genuine French Briar pipe, with the real amber stem to $3.50 a dozen.

The Burley Tobacco Society, which has been conducting sales of pooled tobacco in Cincinnati for many months, has stopped the sales this week as the authorities of the society state that the tobacco has not been selling up to expectations.

The receipts of tobacco in Cincinnati the past two weeks amounted to 3,987,495 pounds. The tobacco shipped out amounted to 2, 987,594 pounds.

The building at Canal and Walnut streets, occupied by Greenwald Bros., cigar manufacturers, was damaged to the extent of several thousand dollars recently by a fire. The origin of the fire is unknown, but an investigation has been commenced by the Deputy State Fire Marshal and members of the firm.

Seving.

Tobacco Concerns Declared Dividends.

The United Cigar Manufacturers' Company have recently declared a regular quarterly dividend of 1¾ per cent. on the preferred stock of the company, which will be payable on June 1st to stockholders of record on May 25th.

The American Tobacco Company has declared a regular quarterly dividend of 7½ per cent. on its common stock, payable on June 1st to stockholders of record on May 13th.

In remitting his subscription order of the "Tobacco World," E. B. Thomas, of Schuylkill Haven, Pa., advises us that he intends to engage in the cigar manufacturing business at that place. He has engaged a competent foreman and is on the lookout for some active selling agents.

Isaac Meyer & Co., 160 Water street, New York, packers of Connecticut leaf tobacco, inform us that erroneous reports have been circulated concerning the 1910 packing of their Connecticut broadleaf, and they emphatically deny that they have sold their 1910 packings.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, May 5th.

THE first sales of new tobacco made in the Havana market this year took place a few days ago. M. Abella & Co. sold to José Suarez, for the Tampa firm of Emilio Suarez & Co., a few bales of their San Antonio packing. "Mocho" Suarez also bought twenty odd bales of new Partido from Diaz y Valdes.

Operations in buying up the crop in the country are proceeding slowly, as there is not so much tobacco tied up in bundles as was generally believed. Most of the Partido crop has been taken down and is being bundled since the last two days, after some heavy rains which took place this week gave the farmers all the moisture necessary for them to handle the tobacco. Up to a few days ago hardly a third part of the crop had been taken down from the poles, the rest still being hung up in the drying houses. There are only about a dozen packings operating in all the Partido districts.

If all the projects being studied to encourage and benefit the tobacco industry are materialized, the tobacco trade ought to come into its own again. The government also is making extensive preparations to put into effect a thorough system of irrigation of the Vuelta Abajo as well as all tobacco growing sections.

And further, a bill was presented to Congress this week favoring the awarding of cash prizes for Cuban farmers. The growing of coffee, cocoa, corn, rice, potatoes, onions and other vegetables is going to be made a competitive industry in Cuba if a bill read in the House two days ago, authorized by Congressman Helliodoro Luqus, becomes a law. The latter proposes that the State, the province and the municipality shall establish bonuses for the growers of what is known in this country as "cultivo menores," as differenced from the growing of Cuba's staple industries, which are sugar cane and tobacco.

Besides this bonus, the author proposes that the State, province and municipality shall establish special prizes to be given to the best growers.

An estimate gathered from authoritative sources as to the quantity of old Vuelta Abajo tobacco still on sale in the market, places same conservatively around 20,000 to 30,000 bales of all kinds of good, bad and indifferent tobaccos for all purposes.

Our market has remained dull during the last two weeks, during which there have been very few buyers in the market from the United States or elsewhere.

Sales during the fortnight foot up only 5000 bales, consisting of about 3500 bales of Vuelta Abajo, 1200 bales of Remedios and 300 bales of Partido.

Buyings were: For the American market, 2700 bales; Europe and South America, 1000 bales approximately: bought and shipped to Canada, 300, and the balance was taken by local cigar and cigarette manufacturers.

Exports of leaf tobacco from April 15th to May 3d, inclusive, were:

To all ports of the United States	8171 bales
" " " " Europe	79 "
" Canada	212 "
" Buenos Aires	315 "
" Chile	160 "
" Montevideo	64 "
Total,	9001 bales

Principal Buyers Who Come and Go.

Arrivals.—Chas. Vogt, of Chas. Vogt's Sons, V. Gutierrez, of H. José Gener, Allie Sylvester, of Sylvester & Stern, James J. Batterton, of Ferdinand Hirsch Co., New York; A. W. Arnold, of Ferdinand Hirsch Co., Key West; Richard Sichel, of B. Rosenbluth, New York; Luis A. Martinez, of Martinez Havana Company, Key West; David H. Delmonte, of David H. Delmonte, New York.

Returned.—Ladislao Menendez, of Menendez & Co., Havana, from New York; José Suarez, of Selgas & Co., Havana, from Tampa.

Departures.—Richard Sichel, Chas. Vogt, Eduardo Rojo, for New York; M. Phillips, for London; Henry Esberg, for Tampa; Geo. W. Rich, for New York; Remigio Lopez Trujillo, for Key West; F. F. French, for Tampa; Carlos Moeller, for New York.

Julio Martinez de Lacosta, editor of the tobacco publication *El Tabaco de Cuba*, died on Tuesday, at his home at Monte 139, altos.

With the Cigar Factories.

With the cigar manufacturers, business continues on the increase, as nice orders are being received from England and other parts of the globe, although the United States markets have fallen off a bit in the last few weeks as far as orders and exports are concerned. However, the increase to other countries more than makes up for the small difference.

The Cuban consul in New York has reported to the Cuban government the discovery of wholesale imitations of well known Cuban brands. In his report he states that it has been disclosed that the bands or rings used on the cigars are imported from Germany and imported direct in New York, and used to the detriment of the brands and the Cuban cigar industry. About 200,000 bands were found of a recent importation and confiscated. The Romeo y Julieta factory has recently taken steps to stop the wholesale refilling of their boxes and otherwise imitating this well known brand. Don Pepin Rodriguez was found hard at work by a representative of THE TOBACCO WORLD, who spoke with him relative to the various suits that his concern has commenced against houses infringing their brands, and it is intimated that this house will prosecute to the fullest extent of the law all pirates of this most popular brand.

Henry Clay and Bock & Co. has big orders on file and are working hard to catch up with back orders. Allie Sylvester, vice-president of the concern, arrived here during the fortnight and spent a week looking over conditions of the leaf market and left last week. Eduardo Rojo, in charge of the cigarette department, leaves tomorrow on business connected with the company's interests, for a trip to the United States.

George W. Rich, of Louis G. Smith & Co., New York, has been here actively engaged in the interests of his house. He left last Saturday. Before leaving, the report leaked out that his firm had secured the controlling interest in the "La Barcelonesa" factory from Messrs. Elias Diaz & Co., the manufacturers and owners.

Another deal that was announced this week was the change in ownership of the old "Ramon Allones" factory (together with the following annexed brands: "Cruz Roja," "Flor de Alma," "Amor en Sueño," "Eminencia" and "Marques de P. Rabell"), as well as the Eminencia cigarette factory, which was acquired by an English syndicate. This deal was accomplished by Arthur Hunter, Esq., of the London importing house of John Hunter, Morris & Elkan, Limited, who has spent several months in Havana for that purpose.

Flor de P. A. Estanillo reports a steady demand in the United States on its "Elite" brand. Mr. Felipe Rodriguez, who went North with Mrs. Rodriguez about a month ago, is expected back within a few days.

During the first half of the month of April the total exports of cigars amounted to 6,807,149 cigars, making with the previous exports since the first of the year of 44,422,029 cigars, a total of 51,229,178 cigars up to April 15th, against 45,567,135 cigars during the same period the previous year, or an increase this year of 5,662,043 cigars.

Buying, Selling and Notes of Interest.

A. M. Calzada & Co. are making preparations for the opening of their first packing this year, in the Partido district. Mr. Calzada has spent most of the week covering the fields and negotiating with the owners of several well known Vegas. This firm has still on hand a good stock of old Vuelta fillers, which was secured on Mr. Calzada's recent trip through Vuelta Abajo.

An unimportant trade publication recently stated in its correspondence from Havana that there were FORTY packings in full blast around San Antonio de los Baños, which is incorrect and misleading to those who read it. So far there are about five, and at any period of the year there will not be more than ten at the utmost, which is unusual, as in other seasons there is never more than five or six in the busiest season. However, this year several packers will move their packings to this country town.

Ernest Ellinger & Co. expect Mr. Ernest Ellinger at their Havana warehouse, at 35 Estrella street, between the 15th and 20th of this month.

Menendez & Co. will start their packing at Salud next Wednesday. Mr. Ladislao Menendez arrived this week.



Key West Production Still at Top Notch.

A. W. Arnold to Remain with Ferdinand Hirsch Company---New Box Factory Being Erected.

KEY WEST, FLA., May 9, 1911.

WITH five months of the year 1911 nearly over, many of the manufacturers in Key West find their output has greatly exceeded the first six months of any preceding year and with no let up in the demand. Some of the smaller shops have made more cigars so far this year than they did in the whole twelve months of former years.

The customs house receipts, an unfailing indication of the condition of the trade, have shown a decided increase every month, the receipts for April being $69,807.59, not as much as for the month of March, but considerably above the average.

The work on the box factory has been started. Norberg Thompson, who will build and operate the factory is having the work done by day labor and is superintending the operations himself. A large force of men is employed and the excavations for the foundations have all been finished and the first sections of the concrete have been placed in the forms. Mr. Thompson expects to have the factory completed and turning out boxes in time for the fall trade. Superintendent Bellman, who will have charge of the operation, has arrived and is assitsing in the work. Mr. Thompson will leave for Cuba in a few days to buy cedar which he will transport to this city in his own vessels.

Some of the manufacturers are complaining now about the difficulty in securing shipments of bands from Germany, one factory having to keep several thousands of cigars on their shelves awaiting bands. Shipments are beginning to come in now however, and it is not thought that the trade will be seriously inconvenienced by the delay.

Much interest was manifested during the week by the report that Manager A. W. Arnold, of the Ferdinand Hirsch Company, has resigned his position, which he has held for many years, to go with another firm. Some of the trade journals even stated that Mr. Arnold had severed his connection with the Ferdinand Hirsch people. This action was contemplated by him but after a conference with Mr. J. M. Batterton, president of the company, Mr. Arnold decided to remain and signed a three-year contract to that effect. Mr. Arnold bears the reputation of being one of the best manufacturers in the trade. He is perfectly familiar with every detail of the manufacture of cigars and the Havana tobacco market and it is largely through his efforts and able management that the brands of the Ferdinand Hirsch Company are so popular throughout the country.

The work of tearing down the damaged portion of the Havana-American factory on the County Road, has been completed the building having been raised to the first floor. The contractors have started excavating for the new addition to the building and the rock crusher is busy crushing rock for the concrete. The new factory will be but two stories high but will have the same floor space as the old one. There will be two large wings added on each end of the present structure. The new building is expected to be hurricane proof and the elimination of the third floor will make it much more convenient. The tower will remain as at present.

R. B. Wyatt, traveling auditor of the Havana-American Co., arrived in town on Sunday and will remain here for a week looking over the books of the local office. Mr. Wyatt is popular among all of the manufacturers here and they are always glad to see him on his periodical visits.

Julius Wolf, of S. Wolf's Sons, returned home this week after a business trip of several weeks. Mr. Wolf brought in some new accounts and increased the orders of the old customers. The business of this firm is growing steadily and their brands are very much in demand. The shipments of Lukos Blunts more than doubling last month.

A. L. Sylvester, head of the leaf department of the Havana-American Co., is expected in Key West in a few days, on his way to Cuba.

A. Aurelio Torres, president of the El Principe de Golfo factory, reports business increasing by leaps and bounds. He has not lost a working day this year and has also worked every Sunday in order to keep up with his orders.

At the Martinez-Havana factory they have just completed a large frame, made of Cuban red cedar, in which they show many of the most popular brands made by that firm. The frame is very attractive and will be sent to the New York office. It will take some very hard wok for these people to fill all of the orders now on hand and they are rushing things in every department.

The E. H. Gato Cigar Co. has just completed their addition to the factory which will seat abut 300 cigarmakers and 100 other workmen. With the last year they have been obliged to provide accommodations for 600 more cigarmakers. The output of this factory is now considerably over the two million mark per month, one month the number of cigars manufactured reaching 2,500,000.

President John Wardlow, of the Ruy Lopez Ca., will leave for Cuba in a few days to look over the tobacco situation. They are rushed with orders at this factory and if they do not make another cigar for the remainder of the first half of this year, or until July 1, they will have exceeded the output for the first half of any year in the history of the firm.

Francisco Fleitas, of the firm of S. & F. Fleitas, left for New York this week where he will remain for some time on business.

N. B. RHOADES.

Manuel Suarez shipped to Mendelsohn, Bornemann & Co., 395 barrels of stripped tobacco this week, which is one of the largest single shipments of stripped tobacco made in a long while.

Richard Sichel was one of the largest purchasers in this week's market, as he bought several hundred bales.

Sylvester & Stern have made a few purchases lately and keep on buying, although on a much smaller scale. Max Stern's family leaves on Sunday via the Ward Line boat for New York, after spending some time in Havana.

Our heaviest shippers during the fortnight were: Sylvester & Stern, J. Bernheim & Son, Manuel Suarez, Leslie Pantin, I. Kaffenburgh & Sons, Michaelson & Prasse, Mark A. Pollack, Diego Montero, Ernest Ellinger & Co., Garcia & Co., and Menendez & Co.

Edgar W. Pollack is leaving tomorrow for a short trip to Vuelta Abajo, where his firm has some interests in the shape of tobacco lands. He will not be gone more than several days, probably.

Receipts of Tobacco From the Country

For two weeks ending April 29, 1911.		Since Jany. 1, 1911.
1,390 bales	Vuelta Abajo	35,499 bales
114 "	Semi Vuelta	2,026 "
86 "	Partido	769 "
— "	Matanzas	5 "
81 "	Remedios	8,214 "
95 "	Santiago de Cuba	479 "
1,766 bales		46,992 bales

ORETANIV.

PHILADELPHIA.



Dietsch Takes Charge of Lubar Affairs.

HARRY DIETSCH, with Otto Eisenlohr & Bros., was last week appointed a receiver for Bellian Lubar, cigarrist, at Nineteenth street and Girard avenue, as a result of bankruptcy proceedings brought by creditors, and from all accounts it promises to be one of the most tangled affairs that this city has had among its smaller enterprises in many a day.

The business had been conducted by Joseph Lubar, but under the name of B. Lubar, who is his wife. At first a retail business exclusively was done and for some time bills were being paid promptly. Later, however, the manufacture of cigars was also begun and several new departments were entered into in the store, such as the addition of stationery, patent medicines, soda water fountain, etc., and large bills of goods were bought, with the result that there are about fifty-two creditors with claims amounting from insignificant sums to as high as $450, and his total liabilities it is believed will amount to several thousand dollars.

It has been learned that during the past few months many inquiries were being received by mercantile agencies concerning Lubar's standing, many of which were from drug concerns, etc., and although the agencies had learned of the methods and were unable to give a very favorable report, many were led into making sales and now find that they will not be able to realize very much on their claims.

Lubar alleged that his difficulty was primarily due to the fact that a certain leaf dealer of this city, from whom he had bought considerable quantities of leaf but for which he had not paid, refused to give a favorable recommendation for credit.

The creditors are to be congratulated upon the selection of Mr. Dietsch, who can be depended upon to secure for them every possible return.

Philadelphia Retail Trade.

WEATHER conditions have been most favorable to the retail trade in this city, but sales seem still somewhat backward, and the open door season has not yet done the work which was expected of it.

It is not often that at this season of the year the more centrally located stores have much complaint to make, and it is therefore an exception that it is so this year.

One of the Chestnut street dealers remarked to the writer a day or two ago that, while there was a little business being done, it was absolutely lifeless, and that he was at a loss to give any good reason for the apparent lethargic condition.

Philadelphia's April Output.

There was a falling off in the output of cigars in the First District of Pennsylvania of about one and one-half millions of cigars during April as compared with the previous year. In little cigars, however, there was a heavy increase which amounted to nearly ten million. Cigarettes also fell behind by nearly two million and remarkable as it may seem the actual output of snuff amounted to only 1200 pounds in April as compared with 82,390 pounds during the previous year. In manufactured tobacco a decrease of about 18,000 pounds was noted.

Notwithstanding the largely reduced outputs for April the total production of cigars since January first of 230,000,000 as compared with 212,000,000 during the corresponding period of the previous year shows that all in all the cigar trade is not so bad after all and unless a general slump in business continues indefinitely it is reasonable that 1911 will show considerable gains over 1910.

G. H. P. Cigar Company Salesmen.

DURING the early part of last week several salesmen recently engaged by the G. H. P. Cigar Company began a campaign on the firm's goods in this city, although they did not have their finished labels and were compelled to submit the samples of cigars put up in temporary packages. Reports are that a goodly number of accounts had been opened purely on the merits of the goods as they were shown by sample.

They have engaged the services of E. R. Dempsey, a well-known cigar man, who is also versed in the manufacture of goods, and he is to head their sales staff in this city. More recently they also engaged K. R. Worthington as an additional city salesman.

Casino Cigar Stand at Willow Grove.

THE cigar stand in the Casino at Willow Grove will this year be conducted by Terry & Dungan, where they will feature all the leading brands handled by them. Mr. Terry, of this firm, has been conducting the establishment for some years past, first in the interest of another proprietor, and later individually.

The Grove will be opened to the public on May 27th, and the Casino is regarded as the best stand in the entire park.

Henry Hilbronner, of Hilbronner & Jacobs, who has been spending a short time at factory headquarters, is now making preparations for one of his regular trips through the South.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Cigar Trade Quiet at York.

Closing Down of Factories Causing Idle Cigarmakers---Revenue Receipts for Month.

YORK, PA., May 12, 1911.

ALTHOUGH it was not a surprise to the cigar manufacturers, consternation was created among the cigarmakers of Dallastown, Red Lion and Windsor when several factories of the New York Cigar Company were closed recently for an indefinite period. These factories were among the largest in the several boroughs affected, and unless they can speedily find employment at their places, a number of them will probably remove to other locations. It is intimated that if operations be given up entirely at any one of these points, a large Philadelphia firm would open factories there, but this could not be definitely verified. Already a goodly number of cigarmakers thus thrown out of employment have found work at the larger factories in York, and the most capable of them were taken in at the Eisenlohr factory.

The Deputy Internal Revenue Collector of the Ninth District informs us that he has not noticed so slack a period in the cigar trade for a long time as it is at present experiencing, and that it applies not only to the several towns above mentioned, but that Hanover and other places also find difficulty in keeping their usual forces regularly at work. On the other hand, we also learn of several new factories having been opened in the Crayleyville district, where Jacob Kinard has again entered the cigar manufacturing trade.

The scrap tobacco factory of T. D. Shertzer at Red Lion has been sold to James Adair, of York, who will have associated with him W. H. Toomey, a resident of Red Lion. Mr. Toomey had for several years past been conducting the factory for Mr. Shertzer. They have already taken possession of the plant.

The revenue receipts here during the month of April amounted to $80,350, representing an output of 23,450,000 cigars. These receipts are $14,000 less than were taken in during March, showing a reduced output by 7,000,000 cigars.

Ninth District Output for April.

54,306,580 Cigars Produced; Decrease of Nearly 2,000,000 as Compared with Previous Year.

LANCASTER, May 12, 1911.

THERE has been a decided slump in the cigar industry of this section, and the internal revenue returns for the month of April show a falling off in receipts of $16,000 as compared with March.

The amount collected from the sale of stamps was $162,919.74. Stamp sales for tobacco amounted to $2,982.42. In March the receipts had amounted to $178,716.61 from the sale of cigar stamps, and in April of 1910 the receipts were $168,810.36.

From these figures it will be seen that the output in number was as follows: April, 1911, 54,306,580; March, 1911, 59,572,200; April, 1910, 56,270,112.

From these figures it will also be seen that the April production fell short of the March production 5,265,620, and as compared with April, 1910, the decrease was 1,963,540.

The outlook for May is not yet good, but manufacturers are still hopeful of an early improvement which will enable them to resume operations with full forces.

The official delegates of the Lancaster Leaf Tobacco Board of Trade to the National Convention, held here last week, were J. H. Hoober, M. H. Ranck, Samuel Sesil and Charlie Zook. Their alternates were respectively H. P. Taylor, John F. Heiland, A. H. Hershey and J. W. Brenneman.

Henry Rinskopf, of the Rinskopf Leaf Tobacco Company, recently returned from a short visit to New York City, where he still holds the trade of several very old customers.

Gus Neuwahl, a prominent cigar broker of Altoona, Pa., recently visited several of the manufacturers of this city.

Fair Trade at Reading.

Local Business Changes, and New Stores Opened.

READING, PA., May 12, 1911.

WHILE manufacturers generally are complaining of business being slack, the firm of W. W. Stewart & Sons, at Cedar and Green streets, are constantly on the alert to promote sales on their "John Hay" and "Perkins" ten and five-cent brands respectively, and Horace Stewart, a son of the head of the house, recently visited Philadelphia and vicinity, where he met with a very cordial reception.

The "John Hay" brand in particular has been very successfully on the market for a number of years, and no other brand has probably ever received a more flattering endorsement than did this cigar at the hands of the well-known statesman after whom it is named.

James S. Kauffman has purchased the cigar store at 907 Walnut street from Frank Zable and has thoroughly renovated the building, both interior and exterior, installing new furniture and fixtures and covering the floor with nice inlaid linoleum. It presents a very handsome appearance.

A cigar store has been opened in Red Men's Hall, this city, by Dave Warren, who is a member of Neversink Tribe, No. 351, I. O. R. M.

F. L. Stoltz, a cigar manufacturer at Richland, who has been operating in a small way, not long ago secured a goodly number of orders, and was never before so busy as at present, for, although not employing a very large force, his cigarmakers are unlimited in the number of cigars which they may make per week, it depending purely upon their own dexterity.

Five Lexington Warehouses Merged.

PLANS have been about completed for the consolidation of five of Lexington's, Ky., leading tobacco warehouses: the Lexington, Fayette, Farmers, Growers' and Shelburne & Son's.

These warehouses are all located in the South Broadway district, and the plan is to merge their interests and organize one big warehouse which will control all five of those interest.

The new company will be known as the Lexington Tobacco Warehouse Company, and the capital stock will be not less than $300,000.

The business of the Burns-Symonette Cigar Co., at St. Petersburg, Fla., has been taken over by a new corporation, known as the Utopia Cigar Co. They have a capital of $15,000, and the general manager is James H. Watson.

'Manufacturers Buying New Sumatra Tobaccos.

JOHN H. DUYS, of the New York Sumatra importing firm of H. Duys & Co., has informed THE TOBACCO WORLD that reports recently published that cigar manufacturers, on account of the high prices of the new Sumatra tobacco were not buying extensively, but were awaiting lower prices, was not correct and that, as a matter of fact, the house of H. Duys & Co. had sold during that week three hundred and fifty bales of high priced Sumatra tobacco to three of the leading cigar manufacturers of Detroit.

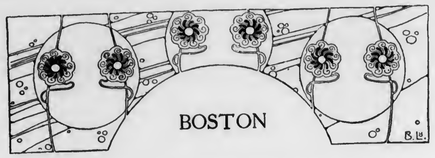
He stated that the yield of new Sumatra tobacco is so extraordinarily good that manufacturers are beginning to realize that the cost per thousand cigars is no more than during other years when the prices were lower and the yield correspondingly smaller. He also stated that his house had never before handled a crop of tobacco which had found such favor with the manufacturers all over the country and has the 1910 Sumatra, and that sales during the period of two weeks had amounted to more than a thousand bales.

First Burley Proceeds Distributed.

ON May 10th the second distribution of the proceeds of the sales of the 1910 tobacco crop pooled by the Burley Tobacco Society, Louisville, Ky., took place, 20 per cent., amounting to $2,600,000, being apportioned among the members. Three more distributions are expected this year, and will be gladly welcomed by the growers, merchants and business people in general as they will release millions of dollars which are annually tied up in Kentucky in tobacco.

The cigar dealer in Ottawa, Kans., who has put advertising mirrors in different parts of the town is now being accused of catering to the women smokers.

Articles of incorporation have been filed at Albany, N. Y., by C. H. Grashof Co., of Rochester, N. Y., to deal in tobacco, cigars and cigarettes. The capital is placed at $20,000, and the directors named are Charles H. Grashof, Albert A. Grainger and Marcus H. DeMallie, all of Rochester.



Boston Business Improving.

BOSTON, MASS., May 9.

WITH the coming of hot weather is a much-bettered condition in business. Retailers are reporting larger sales; jobbers are more active; cigar manufacturers are working on good schedules, while with the leaf men, it is more than seasonable. It is noticeable that several retail dealers are putting in soda fountains and it is claimed that the soda business is aprofitable "side line."

For the next thirty days the United States Tobacco Co. will give customers an extra 10 per cent. on "Worker," plug 4 ½s to the pound. "Worker" is packed in 8, 14 and 28-pound boxes.

Rosenthal Bros. & Bendetson opened up in their new quarters at 120-122 North street, yesterday morning. They were deluged with flowers and floral pieces from their many friends, and with their larger and more spacious quarters they will be in fine shape to care for their rapidly increasing business. This house is composed of Samuel S. and Louis Rosenthal and D. Benetson, the two former having been in business for the past eight years as Rosenthal Bros., while Mr. Bendetson has been in the field since 1888.

W. N. McGreenery, of 2 South Market street, is featuring by a window display the merits of "Perfecto" pipes, made by Reiss Bros. & Co., Chicago.

L. W. Scott, the tobacco leaf man, has returned from Florida, where he has spent the past few weeks on his plantation at Bradfordville.

Frank Swick has been appointed New England representative of Philip Morris & Co., Ltd. Mr. Swick has had a wide experience in the tobacco arena and we can look for a successful administration of his new duties.

Once again the brand pirate is at work. Henry Traiser & Co., Inc., recently put on the market a "Traico" line of cigars, this trade-mark being created from their firm name. The WORLD man saw a sign today on a dealer's window reading: "Trayco cigars," with a much lower price. No doubt when this comes to the notice of Traiser & Co., they will take proper steps to protect this apparent infringement.

G. Frank Davenport, who for forty-three years has been selling cigars on Washington street near Summer, will be forced to move shortly to make room, with other stores, for the erection of a new department store.

J. C. Joel, of Edgerton & Joel, tobacco leaf, has returned from an Eastern trip, which he considers very successful.

Louis Jeselsohn, 128 North street, is one of our hustling jobbers handling cigars, tobacco and pipes.

One of the Boston "live" managers of cigar stores is O. D. Dutton, the affable "head waiter" of F. L. Roberts' cigar store, 31 Central street.

Thos. J. McCarthy is the manufacturer of "American League" cigars, named after the baseball league. Although he has had opportunities to secure cigar selling privilege on the grounds, he does not care for it.

Arthur Myers, New England ambassador for Melachrino & Co., cigarette makers, is keeping up his good work in this territory.

The brands of tobacco made by Larus & Bro. Co., Inc., are evidently selling fine here, as E. U. Harrington, New England manager, says they are way behind in their orders.

HENDERSON.

Larus & Bro. Co. Get Big Plot of Land.

JAMES T. ESTES, acting for the Larus & Bro. Co., has just closed a $19,000 real estate deal in South Richmond, comprising the best part of the block on Bainbridge street between 5th and 6th streets. W. T. Reed, president of the Larus & Bro. Co., stated that the lease of the present building occupied by them holds for five years longer, and that the newly acquired property was purchased with the idea of preparing for any emergency that might arise in the future.

The general impression is that the Larus firm have decided to build a factory sooner or later in South Richmond, and consequently have acquired a desirable factory site.

The store of the United Cigar Stores Co., at Broad and Market streets, Newark, N. J., was gutted by fire several days ago which was of unknown origin but caused a loss estimated at several thousand dollars.

The Editor's Letter Box

PITTSBURGH, PA., May 11, 1911.

Editor, THE TOBACCO WORLD.

Dear Sir:

We are advised that there is in Dayton, O., a machine in operation that presses tobacco stems so that they are used for wrappers, and if you can inform us as to where we can procure such machine, or give us some of the particulars regarding same we shall greatly appreciate it. We would use the pressed stems to cut up for pipe tobacco.

Thanking you in advance for your early reply, we are,

Yours respectfully,
THE A. STRASSBURGER CO., INC.

Answer:—A. A. Nixon, Dayton, O., is the progenitor of the enterprise referred to.

27 Bleecker St., New York, N. Y., May 1, 1911.

THE TOBACCO WORLD,
New York, N. Y.

Gentlemen:

May we ask of you the favor to let us know the name of the manufacturers of the "Rio Visto" cigars, "After Lunch" Factory 326, Second District, N. Y., and very much oblige,

Yours very truly,
BERGER & WIRTH, INC.

Answer: Calero & Co., 70-76 Fulton street, New York City, are registered as Factory No. 326, Second District, New York, and are the manufacturers of the "Rio Visto" cigars.

Philadelphia, May 12, 1911.

Editor, THE TOBACCO WORLD.

Dear Sir: Can you inform me who makes the "Horace Binney" cigar?

Very truly yours,
Dealer.

Answer: The "Horace Binney" label is owned by the E. Bradford Clarke Co., 1520 Chestnut street, Philadelphia. The goods are made at Tampa, Fla.

12th & Liberty Sts., Pittsburgh, May 5th, 1911.

TOBACCO WORLD.
Phila.

Gentlemen:

We would be glad if you would advise your subscriber, who writes to you from Philadelphia, under date of April 26th, that the undersigned are the manufacturers of the "Between the Smokes" cigarros packed in the small wooden box.

Yours respectfully,
THE R. & W. JENKINSON CO.

Night-riding is held responsible for the burning of several tobacco barns recently in various parts of Kentucky. Not long ago the barn of George Medor, at Brandenburg, Ky., containing 20,000 pounds of tobacco, was destroyed, causing a loss estimated at several thousand dollars.

F. A. Carpenter has just purchased the retail cigar shop of the New England Cigar Co., on Kearney Block, Keene, N. H.

Obituary

CHARLES B. BLOCK, one of the oldest and most highly respected former members of the tobacco trade at New Orleans, died recently at the age of 83 years. He was the founder of the firm of Block & Meyer, wholesale cigar and tobacco dealers.

Born in the little village of Belfort, France, near Alsace, he grew up into a sturdy and ambitious boy. At the age of 21 years he responded to the call of America and reached here in 1849. He was spendidly educated and well equipped for his undertaking.

In 1853 he started in business at Plaquemine, La., removing three years later to New Orleans, establishing the firm of Block & Meyer, of which the late Jacob Meyer was a member. The firm prospered under the conservative business management of the partners and became recognized as one of the leading concerns in the South.

John M. Smith, for some years a traveling salesman, who later established the J. M. Smith Tobacco Company, died recently in a hospital at Roanoke, Va.

'Frisco Jobbers Reaching Out for More Trade.

SAN FRANCISCO, May 5.

BUSINESS continues fairly satisfactory in the Pacific Coast cigar trade, both wholesale and retail. There is a little complaint in some quarters, as it seldom happens that everybody is getting all the business that could be taken care of, and it must be admitted that the spring has brought less improvement than many dealers expected, but nearly everybody is selling more goods than at the same time last year, which is really about all that could be desired. The general growth of the business on the Coast is very gradual, but can be definitely traced in the records of the last few years, and is likely to be more rapid during the next few years. Several parts of the State formerly sparsely settled are being opened up for colonization, bringing in many people from the East, and the urban popuiation is steadily increasing.

San Francisco distributing houses are making a strong effort to increase their foothold in the newly developed parts of the Sacramento Valley, believing that altogether too large a proportion of that business is going to Eastern mail-order houses. The success of the Merchants' Association's excursions in other parts of the State has led that organization to announce another outing, on which the heads of local firms can get acquainted with outside retailers, to leave San Francisco May 16, visit numerous towns in the Sacramento Valley and Southern Oregon, and return May 24. Alfred Esberg, of M. A. Gunst & Co., and the members of H. L. Judell & Co., are taking an especially active interest in this work. The latter firm is preparing a lot of souvenirs for presentation to those who go on the excursion, consisting of neat leather cigar cases, each of which will contain four "Elisardo" cigars.

H. L. Judell & Co. now have their "Elisardo" goods under the Panama-Pacific brands on the market, and are already getting some very nice orders for them.

After considerable discussion, the Governor has signed the State law prohibiting the ownership of slot machines, any infraction of which will be a misdemeanor. The law allows the shaking of ordinary dice by hand, but rules out the dice machines as well as card machines. Some of the San Francisco dealers went to Sacramento to present the case for the machines, but their action was repudiated by the local retailers' organization, which held that business conditions here have been more satisfactory since the machines have been prohibited. Only a few towns in the State will be affected by the new law, as most places had already abolished the machines.

From all reports, the Manila cigar is gradually coming into its own. Manila goods are now handled by most retailers on the Coast, and dealers are much better satisfied with the conditions under which they are handled than formerly, while the amount sold has shown a considerable increase. Jobbers of Manila goods report a healthy demand, with none of the sensational features that marked their first appearance, and anticipate no difficulty in disposing of the quantities that are now being imported.

Nearly all the old established Tampa brands are now in fair supply, and while some sizes are still short it will not be long before everything desired will be obtainable. Some jobbers are starting advertising campaigns to regain whatever ground may have been lost during the strike. Tillmann & Bendel, distributors of the "Sanchez y Haya" brand, are now calling the attention of smokers, through the daily press, that all sizes of this cigar are in stock. They are also calling the attention of the trade to this advertising.

The Manila Cigar Company, 102 Battery street, is sending out a neat advertising post-card, showing a picture of their store and bearing, in the corespondence space, the inscription, "The lucky fellow Smokes an Isabella."

The cigar stand of J. H. Herring, at Twelfth and Webster streets, Oakland, was burned out, with a loss of about $200.

M. A. Gunst & Co. have again made some improvements in the retail department of their store at Front and California streets, and have made some changes in the window display work in all their retail establishments, making a change in the style of their window cards, and working for an entirely new effect in the arrangement of the goods. Gus Simon, manager of the Gunst business in the Northwest, has just left for Portland, Ore., after spending a week at the San Francisco office.

E. M. Elam, American representative of the "La Giralda" Manila cigar, returned about a week ago from a trip through the East. This cigar is handled in the Coast territory by S. Bachman & Co., who have worked up quite an extensive business on this brand.

J. D. Waterman, traveling for Boltz, Clymer & Co., arrived a few days ago from a trip through the northern Coast States. This is his first visit to that territory since the company has been able to resume prompt shipments of Tampa goods, and he accordingly had no difficulty in getting plenty of business.

Coast Manager Burns, of the United Cigar Stores Company, has returned from a trip East.

The "Bingo" five-cent cigar, formerly handled by Rinaldo & Beebe, which has been without representation here since they retired from business, has been taken up by the Hoffman-Moore Company. The latter firm expects a lot of advertising material for this cigar in a few days, and will at once begin active work toward getting this line started again.

The Fillmore street store of the Bercovich Cigar Company, which has been open since 1906, has been abandoned, as with the chain of downtown stores operated by this firm it hardly seemed worth while to renew the lease. Fillmore street has lost most of the importance it gained after the fire, and while there is still considerable business there the possibilities for expansion are small. The Bercovich Company now has its business pretty well concentrated in the business district, and all its stores are giving a good account of themselves.

Major Burrowes, representative of the Jose Lovera Company, who has been located in the Gunst Building, at California and Front streets, for some time, has moved to the Hansford Building, on California street near Market.

M. Reinhardt, secretary of the Edw. Wolf Company, expects to leave in a few days for a long vacation in Europe, and a visit to relatives at Frankfort, Germany.

L. C. Erdt, traveling for Melachrino & Co., has just returned from a trip through the Southwest.

H. S. ALLEN.

New Bonded Warehouse for Milwaukee.

MERCHANTS and manufacturers of Milwaukee are again agitating the matter of a new bonded warehouse, and urgent apeals are made to the Wisconsin representatives in Congress.

At present, bonded goods such as tobacco, etc., are being kept in the basement of the Government Building, through which extend the heating pipes of the building, and this, it is alleged, causes much damage to tobacco. It is argued, therefore, that the losses thus sustained are considerable, and that, besides, the facilities are inadequate. This condition, it is claimed, is diverting trade from Milwaukee to other cities.

Some time ago the Government purchased a site in the third ward of that city for a bonded warehouse, and an appropriation of $75,000 was made, to which was added subsequently another appropriation of $75,000, making a total of $150,000; but the latter appropriation was not coupled with an authority to expend the fund for the construction of the building, and thus far action seems to have been at a standstill.

Meerschaum Industry in New Mexico.

THE American Meerschaum Company is planning to build on its property at Hanover, New Mexico, a new meerschaum mill.

The successful operation of a meerschaum mill presents many new problems in machinery and in mining.

In Europe, meerschaum is mined in blocks, which are afterwards formed into meerchaum pipes, but this company has experimented along new lines and succeeded in finding meerschaum in New Mexico in sufficient quantities to make the undertaking profitable.

Heretofore it has taken the particles of meerschaum, ground them up, and shipped it to New York City, where pipes have been manufactured from it. It is now claimed that they have found a process by which the meerschaum can be extracted, or refined, as it were, and that this refined product can be shipped in a better and cheaper fashion.

Tobacco Sales Restriction in California.

ON May 1st a new law, recently passed by the State Legislature and signed by Governor Johnson, restricting the sale of tobacco to persons under 18 years of age, went into effect. One of the provisions is that dealers must post a copy of the enactment in their places of business.

Under the old law tobacco could be sold to any one over 16, or upon prescription order of parents to persons under 16. The new law cuts out all about prescriptions, parents, guardains and other means of getting tobacco. Even cigarette papers cannot be sold or given to persons under 18. There are heavy penalties for any violation.

The Arcade Cigar Stand is one of the newest establishments at Utica, N. Y. It is conducted by Earl B. Rogers in the corridor of the Arcade building, with a full line of domestic and imported cigars.



NEW YORK.

NEW YORK CITY.

THE leaf tobacco market has remained in a lethargic condition during the past fortnight, and so far as the transactions are concerned, buyers are adhering tenaciously to a policy, now long pursued, of buying only to supply their immediate wants. In view of the fact that they are beginning to feel the effects of a pretty general contraction of trade, they are becoming even more exacting in their purchases, as to price.

On the other hand, the leaf trade is somewhat encouraged by the fact that there has been a greater degree of inquiry in regard to goods of various kinds, and consequently there is no evident inclination on the dealers part to make concessions in their prices, feeling confident that the market conditions will eventually require the goods they now have, if, indeed, the supply is found to be sufficiently large to meet the ultimate demand.

The internal revenue reports for April are not so encouraging, in view of the fact that in many districts the output shows considerable decrease, but it is still hoped that by the end of this month the trade will have fully regained the activity it had enjoyed earlier in the year.

Sumatra tobacco, while still very high in price, and with no reasonable indication of any reductions following the later inscriptions, is coming to be more fully appreciated by manufacturers as they are having fuller opportunities of testing its yielding capacity, which is declared to be the finest in many years, and that therefore, notwithstanding the high prices prevailing, the cost is not actually any greater than during former years when the yield was not so good. Several importers report very heavy sales during the past two weeks.

There has been little change in the situation of the Havana market. Moderate quantities of goods are being obtained, and prices are firmly maintained. The beneficence of the later rains in Cuba is now coming to be more fully realized and appreciated.

PENNSYLVANIA.

PHILADELPHIA.

THE leaf tobacco market remains about the same as it has been for several weeks. Several sales of moderately good sizes have been consummated in seed leaf tobaccos during the past two weeks, and in view of the fact that conditions among cigar manufacturers are not quite so good as they had been, the leaf market can be said to have kept up fairly well.

There have been some transactions in Wisconsin, Ohio and Connecticut tobaccos, making it at least worthy of mention, but the details of which dealers refused to divulge.

Leaf men feel fully sanguine that the demand for the raw material will ultimately require all available supplies, and can therefore see no good reasons for making any concessions in prices, in view of the fact that their goods, at their high cost to them, will afford them only a very reasonable margin of profits, even if sold at prices now being asked.

LANCASTER.

THE decided slump in the cigar industry has had somewhat of a desultory effect upon the leaf market, so far as purchases by local manufacturers are concerned, and as a result, dullness has been generally prevalent during the past week or two, with the exception of some small sales of 1909 and several small lots of 1910.

It is becoming more clearly evident each day that Pennsylvania tobaccos will eventually have to be relied upon from which to draw a supply of binder leaf, and in consequence of this fact prices are liable to eventually become noticeably higher. Those who have used Pennsylvania declare that it is a very desirable tobacco for binder purposes. This being so, the holders of both 1909 and 1910 goods will probably find their holdings to be a good investment.

NEW ENGLAND.

HARTFORD, CONN.

THERE has been little animation in the leaf market during the past fortnight. Sales consisted of small quantities of various lots, which apparently were taken for immediate use only.

Growers are becoming very busy in their preparations for setting out another crop, and all indications point to an extensive acreage. Seed-beds are progressing splendidly under the late favorable weather and an abundance of plants seems now reasonably sure.

SUFFIELD, MASS.

The warehouse season in the Connecticut Valley is now rapidly coming to a close and, all in all, the last winter was one of the most favorable seasons to the packing industry that have been experienced in many years. There were frequent damps, which enabled the growers to take sufficient tobacco from the poles to keep tobacco houses busy from the outset, and during the early portion of the season packers were enabled to secure sufficient crops to keep their houses in steady operation.

The amount of tobacco now remaining in growers' hands is so small that buyers driving through the country at random in search for unsold crops are wasting a large portion of their time. More seed-beds have been sown this spring than for some years past, and the recent warmer spell has been most cheerfully received by the tobacco raisers.

WISCONSIN.

EDGERTON.

WITH a general quietness prevailing, very little live news is available. The buying season is practically ended, and the warehouse work of handling the tobacco is also rapidly drawing to a close. During each succeeding week one sees more establishments closing down for the season.

Seed-beds have been pretty generally sown where the conditions have been favorable, and fairly good progress is being made to have another crop ready for setting out at a good early date.

Preparations are in progress by one firm of leaf packers here to make an experiment in growing primed tobacco in Wisconsin. A desirable spot of an acre has been selected and seed obtained from the Connecticut Valley for this particular purpose. When this crop is ready for harvest it is proposed to pluck the leaves from the stalk in the fields and to cure it by the same method as practised by shade growers in Connecticut, and should the experiment prove successful the operations will undoubtedly be extended during another year.

JANESVILLE.

The market conditions here are apparently no different from what reports indicate them to be in other sections. As is the case in Edgerton warehouse work is pretty well completed and the establishments are being closed for the season. This quietness seems to be general throughout the State, for at other centres where large amounts of leaf tobacco are handled the year round there is noted a general slackness, which is unusual at this time of year.

Conditions at present point to a good season for the grower, and although spring was late in arriving, it may prove a valuable asset and it may insure continued good weather throughout the growing season.

Turkish Tobacco Culture in California.

A TEST made in the raising of Turkish tobacco in an area of 25 acres near Los Angeles, California, last year was so productive in its result that much larger operations are now being undertaken, and it is stated that 200 acres of the Yorba Linda tract will be devoted to tobacco culture.

These prospective crops, it is estimated, will yield 120,000 pounds of Turkish leaf. Plant beds are under way, the seed having been imported from one of the tobacco districts of Turkey.

The Janss Investment Company is the owner of the tract, and will furnish seedlings to prospective growers.

The Ketchin & Hayes Tobacco Corporation, of Simsbury, Conn., has filed with the Secretary of State at Hartford, a certificate of a change in name to the Ketchin Tobacco Corporation.

Harry Kenyon, of Wilmington, Del., has purchased the property number 203 Market street, where he will open a cigar store.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

OCEAN KIDS:—22,198.
For cigars, cigarettes and cheroots. April 27, 1911. Geo. N. Williams, Reading, Pa.

HIGH BROWN:—22,199.
For cigars, cigarettes, chewing and smoking tobacco. April 27, 1911. John A. Austin, Philadelphia.

LA TUNNELA:—22,200.
For cigars, cigarettes and cheroots. April 26, 1911. Luckett, Luchs & Lipscomb, Philadelphia.

PRIMATURA:—22,201.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 27, 1911. Klingenberg Bros., New York.

MONCINI:—22,202.
For cigars, cigarettes and cheroots. April 28, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

HYLDA:—22,203.
For cigars, cigarettes and cheroots. April 28, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

LA SENRICO:—22,204.
For cigars, cigarettes and cheroots. April 28, 1911. The Golindo Cigar Co., Baltimore, Md.

TEALDA:—22,205.
For cigars, cigarettes, chewing and smoking tobacco. April 26, 1911. Schmidt & Co., New York.

CACTUS:—22,206.
For cigars. April 28, 1911. Geo. H. Getz, Reading, Pa. Re-registration.

BONSON:—22,207.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. April 29, 1911. E. H. Bohn, Philadelphia.

BENMORA:—22,208.
For cigars, cigarettes and cheroots. April 29, 1911. Gordon & Sternfeld, Philadelphia.

BROWN'S EXTRA:—22,209.
For cigars. April 29, 1911. Brown Bros., Philadelphia.

LA PRIDONA:—22,210.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. April 29, 1911. Goldsmith, Silver & Co., Boston, Mass.

PINES:—22,211.
For cigars, cigarettes and cheroots. April 29, 1911. Pines Bros., Portland, Me.

WEST PENN:—22,212.
For stogies. April 29, 1911. J. M. Ritchey, Connellsville, Pa.

LORD GORDON:—22,213.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 1, 1911. Klingenberg Bros., New York.

The Burlington

THE BURLINGTON:—22,214. (With design as per illustration.)
For cigars, cheroots, stogies, chewing and smoking tobacco. May 1, 1911. Wm. J. Heck, Burlington, Iowa.

PALLAS ATHENE:—22,215.
For cigars, cigarettes, cheroots. May 1, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

DON ALBORDO:—22,216.
For cigars, cigarettes and cheroots. May 1, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

STAR VALUE:—22,217.
For cigars, cigarettes and cheroots. May 1, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

MARCA LEON:—22,218.
For cigars, cigarettes and cheroots. May 1, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

BELL COW:—22,219.
For cigars, cigarettes, cheroots, chewing and smoking tobacco and stogies. May 1, 1911. E. H. McCaul, Sparta, Mich.

FLOR DE MAC:—22,220.
For cigars, cigarettes, chewing and smoking tobacco. May 1, 1911. James McGee, Venice, Ill.

LA TINGA:—22,221.
For cigars, cigarettes and cheroots. May 1, 1911. A. C. Henschel & Co., Chicago, Ill.

TROPHY SMOKERS:—22,222.
For cigars. May 1, 1911. M. D. Brownstein, Chicago, Ill.

GET-A-RECEIPT:—22,223.
For cigars, cigarettes, chewing and smoking tobacco. May 1, 1911. H. Heck & Sons, Albany, N. Y.

LOYAL PUFFS:—22,224.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 1, 1911. Dana Cates-Simson Co., Ironton, O.

GOOD KIND:—22,225.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 1, 1911. Dana Cates-Simson Co., Ironton, O.

NEWMARKET:—22,226.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 1, 1911. Dana Cates-Simson Co., Ironton, O.

BURNS' LITTLE FAVORITE:—22,227.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. May 2, 1911. W. H. Burns, Macon, Ga.

HERDSMAN:—22,228.
For cigars, cigarettes, chewing and smoking tobacco. May 2, 1911. Bondy & Lederer, New York.

DUDE HAVANAS:—22,229.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 2, 1911. C. W. Phillips & Co., Morgantown, W. Va.

TUVANA:—22,230.
For cigars, cigarettes, chewing and smoking tobacco. May 3, 1911. St. Louis Cigar Box Co., St. Louis, Mo.

BUFFALO FAVORITE:—22,231.
For cigars, cigarettes and cheroots. May 3, 1911. John J. Hochgesang, Buffalo, N. Y.

LA VIDAMIA:—22,232.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 3, 1911. D. S. DeJongh, New York.

CARTWRIGHT'S MARION SMOKES:—22,233.
For cigars, cigarettes, cheroots and stogies. May 3, 1911. Bethesda Cigar Co., Bethesda, Ohio.

JUDGE STUBBS:—22,234.
For cigars, cigarettes, cheroots. May 4, 1911. Peter McGuigan, Red Lion, Pa.

FLOR DE HEYN:—22,235.
For cigars, cigarettes, chewing and smoking tobacco. May 4, 1911. Henry Heyn, Marshall, Texas.

GUD PUFFS:—22,236.
For cigars, chewing and smoking tobacco. May 4, 1911. Guilfoyle Cigar Co., Binghamton, N. Y.

100 POINTERS:—22,237.
For cigars. May 4, 1911. Billman Bros., West Carrollton, O.

JUSTRITE:—22,238.
For tobacco. May 4, 1911. Bondy & Lederer, New York.

ALLITTA:—22,239.
For cigars, cigarettes and cheroots. May 6, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

SUITUS:—22,240.
For cigars, cigarettes and cheroots. May 6, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

TURKISH ROSE:—22,241.
For cigarettes. May 6, 1911. Keystone Cigarette Co., Phila.

DOWNTOWN CLUB:—22,242.
For cigars, cigarettes, chewing and smoking tobacco. May 6, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

DON ABILO:—22,243.
For cigars, cigarettes, chewing and smoking tobacco. May 6, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

LLEWELLENS:—22,244.
For cigars. May 6, 1911. M. Stazesky, Philadelphia.

SPECIAL REQUEST:—22,245.
For cigars, cigarettes and cheroots. May 6, 1911. A. C. Henschel & Co., Chicago, Ill. Re-registration.

EXPLANATICO:—22,246.
For cigars, cigarettes and cheroots. May 9, 1911. Tierra del Lago Cigar Co., Chicago, Ill.

ROYCICO:—22,247.
For cigars and little cigars. May 9, 1911. Royal Havana Cigar Mfg. Co., Baltimore, Md.

SPEEDY CURVES:—22,248.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 9, 1911. Imperial Cigar Co., Lancaster, Pa.

THE PREMIUM SMOKER:—22,249.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 9, 1911. Simon Krevitzky & Sam Chernoff, Chicago, Ill.

TABUCO:—22,250.
For cigars, cigarettes, cheroots, stogies, tobies and cigarros. May 9, 1911. The Helena Cigar Mfg. Co., Helena, Mont.

VIGOROS FLORA:—22,251.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. May 9, 1911. José Addrigo Co., Passaic, N. J.

SMOKERS FROM SMOKERS HAVEN:—22,252.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. May 9, 1911. José Addrigo Co., Passaic, N. J.

JACOB SCHAEFER:—22,253.
For cigars. May 9, 1911. The Lord Lister Cigar Co., Chicago, Ill.

CERELA:—22,254.
For cigars, cigarettes and cheroots. May 9, 1911. Moller, Kokeritz & Co., New York.

RAPATO:—22,255.
For cigars, cigarettes and cheroots. May 9, 1911. Moller, Kokeritz & Co., New York.

JUDGE CASE:—22,256.
For cigars, cigarettes and cheroots. May 9, 1911. Kaufman, Pasbach & Voice, New York.

DOLLY DECKER:—22,257.
For cigars, cigarettes and cheroots. May 9, 1911. Kaufman, Pasbach & Voice, New York.

ROBT. ATWATER:—22,258.
For cigars, cigarettes and cheroots. May 9, 1911. Kaufman, Pasbach & Voice, New York.

JOHN FRISBIE:—22,259.
For cigars, cigarettes and cheroots. May 9, 1911. Kaufman, Pasbach & Voice, New York.

BEN BOND:—22,260.
For cigars, cigarettes and cheroots. May 9, 1911. Kaufman, Pasbach & Voice, New York.

WM. WESTOVER:—22,261.
For cigars, cigarettes and cheroots. May 9, 1911. Kaufman, Pasbach & Voice, New York.

FRED STOKES:—22,262.
For cigars, cigarettes and cheroots. May 9, 1911. Kaufman, Pasbach & Voice, New York.

JAQUET:—22,263.
For cigars, cigarettes and cheroots. May 9, 1911. Kaufman, Pasbach & Voice, New York.

SIGALIA:—22,264.
For cigars, cigarettes and cheroots. May 9, 1911. Kaufman, Pasbach & Voice, New York.

JOHN CARR:—22,265.
For cigars, cigarettes and cheroots. May 9, 1911. Kaufman, Pasbach & Voice, New York.

HENRY HUBBARD:—22,266.
For cigars, cigarettes and cheroots. May 9, 1911. Kaufman, Pasbach & Voice, New York.

ARTHUR ABBOTT:—22,267.
For cigars, cigarettes and cheroots. May 9, 1911. Kaufman, Pasbach & Voice, New York.

LECTURO:—22,268.
For cigars, cigarettes and cheroots. May 9, 1911. Kaufman, Pasbach & Voice, New York.

DON CAZADO:—22,269.
For cigars, cigarettes and cheroots. May 9, 1911. Kaufman, Pasbach & Voice, New York.

LA BORDETTA:—22,270.
Pasbach & Voice, New York.
For cigars, cigarettes and cheroots. May 9, 1911. Kaufman,

NORDANA:—22,271.
For cigars, cigarettes and cheroots. May 9, 1911. Kaufman, Pasbach & Voice, New York.

EFARICE:—22,272.
For cigars, cigarettes and cheroots. May 10, 1911. Luckett, Luchs & Lipscomb, Philadelphia.

LOUIS THE FIRST:—22,273.
For cigars, cigarettes and cheroots. May 10, 1911. Luckett, Luchs & Lipscomb, Philadelphia.

GANTEMO:—22,274.
For cigars, cigarettes and cheroots. May 10, 1911. Kaufman, Pasbach & Voice, New York.

WORTHINGTON:—22,275.
For cigars, cigarettes and cheroots. May 10, 1911. Kaufman, Pasbach & Voice, New York.

STOCKPORT:—22,276.
For cigars, cigarettes and cheroots. May 10, 1911. Kaufman, Pasbach & Voice, New York.

PATRIDA:—22,277.
For cigars, cigarettes and cheroots. May 10, 1911. Kaufman, Pasbach & Voice, New York.

PURTORA:—22,278.
For cigars, cigarettes and cheroots. May 10, 1911. Kaufman, Pasbach & Voice, New York.

DELIBEROS:—22,279.
For cigars, cigarettes and cheroots. May 10, 1911. Kaufman, Pasbach & Voice, New York.

PERDON:—22,280.
For cigars, cigarettes and cheroots. May 10, 1911. Kaufman, Pasbach & Voice, New York.

ISKO:—22,281.
For cigars, cigarettes and cheroots. May 10, 1911. Kaufman, Pasbach & Voice, New York.

MATIR:—22,282.
For cigars, cigarettes and cheroots. May 10, 1911. Kaufman, Pasbach & Voice, New York.

RICO MENDEZ:—22,283.
For cigars, cigarettes and cheroots. May 10, 1911. Kaufman, Pasbach & Voice, New York.

HENRY HUTCHISON:—22,284.
For cigars, cigarettes and cheroots. May 10, 1911. Kaufman, Pasbach & Voice, New York.

BAYTHORN:—22,285.
For cigars, cigarettes and cheroots. May 10, 1911. Kaufman, Pasbach & Voice, New York.

MOISANT:—22,286.
For cigars, cigarettes and cheroots. May 10, 1911. Kaufman, Pasbach & Voice, New York.

AGILITY:—22,287.
For cigars, cigarettes and cheroots. May 10, 1911. Kaufman, Pasbach & Voice, New York.

NATIONAL VALUE:—22,288.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. May 10, 1911. American Lithographic Co., New York.

STANDARD VALUE:—22,289.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. May 10, 1911. American Lithographic Co., New York.

GENUINE VALUE:—22,290.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. May 10, 1911. American Lithographic Co., New York.

MABILLA:—22,291.
For cigars, cigarettes, chewing and smoking tobacco. May 10, 1911. Chas. Stutz Co., New York.

CELERY KING:—22,292.
For cigars, stogies, chewing and smoking tobacco. May 10, 1911. W. H. Snyder, Windsor, Pa.

SUNSHINE CITY:—22,293.
For cigars, cigarettes and cheroots. May 10, 1911. Utopia Cigar Co., St. Petersburg, Fla.

MARKO PATENT:—22,294.
For cigarette paper. May 10, 1911. Alex. A. Kohary, Pittsburgh, Pa.

TRANSFERS.

SILENT MAN:—20,706.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered August 24, 1910, by E. & W. Cigar Co., Brooklyn, N. Y., has been transferred to the Lagora-Fee Co., Detroit, Mich., on April 22, 1911.

EDWARD F. GEERS:—20,707.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered August 24, 1910, by E. & W. Cigar Co., Brooklyn, N. Y., has been transferred to the Lagora-Fee Co., Detroit, Mich., on April 22, 1911.

POP GEERS:—20,708.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered August 24, 1910, by E. & W. Cigar Co., Brooklyn, N. Y., has been transferred to the Lagora-Fee Co., Detroit, Mich., on April 22, 1911.

MARSE ED:—20,709.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered August 24, 1910, by E. & W. Cigar Co., Brooklyn, N. Y., has been transferred to the Lagora-Fee Co., Detroit, Mich., on April 22, 1911.

THE IMPERIAL FRENCH CIGARETTE CO.:—20,633.
As a trade name. Registered August 12, 1910, by Royal Cigarette Co., S. Bethlehem, Pa., has been transferred to the Hungarian Cigarette Co., New York, on May 1, 1911.

FRIZZO:—20,685.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered August 18, 1910, by Imperial French Cigarette Co., S. Bethlehem, Pa., has been transferred to Hungarian Cigarette Co., New York, on May 1, 1911.

MIDBOR:—20,686.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered August 18, 1910, by Imperial French Cigarette Co., S. Bethlehem, Pa., has been transferred to Hungarian Cigarette Co., New York, on May 1, 1911.

ROSHA:—20,687.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered August 18, 1910, by Imperial French Cigarette Co., S. Bethlehem, Pa., has been transferred to Hungarian Cigarette Co., New York, on May 1, 1911.

CORRECTIONS.

ROYAL LION:—22,179.
For cigars, cigarettes, chewing and smoking tobacco. April 25, 1911. Wm. Steiner, Sons & Co., New York, should read "L. C. Wagner & Co., New York."

GOLD SPRING:—22,180.
For cigars, cigarettes, chewing and smoking tobacco. April 25, 1911. Wm. Steiner, Sons & Co., New York, should read "A. S. Strickler, Newmanstown, Pa."

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RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

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Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

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CIGAR BROKER,
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6-17-he

HARRY L. ROBY, Leaf Tobacco Broker
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N. D. ALEXANDER, Leaf Tobacco Broker
18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

CIGAR MANUFACTURER'S OPPORTUNITY.
Commodious building at Ziegleville, Pa., with plenty of help. Conveniently near Philadelphia. Moderate terms to good tenant. Apply American Ice Co., 6th and Arch streets, Philadelphia. 2-1-tf.

PIPE FOR IRRIGATION PURPOSES.
We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
167 South St., New York City. 3-15-tf.

When in the market for Pennsylvania leaf of any kind write us. We can save you money.
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CIGAR SALESMAN—Seven years' experience selling factory to retailers direct; twenty towns in New Jersey, a few in Pennsylvania. Opened over 250 new accounts in 1910. Wants live advertising and reliable factory to represent; will cover old or new territory or Pacific Coast. Will sell retailers or jobbers. A1 references. Address Cigars, P. O. Box 584, Trenton, N. J. 5-15-c.

For Sale.

FOR SALE—Progress Bunching Machines and one No. 2 Strickler Scrap and Stem Cleaning Machine. Address The J. H. Lucke Co., Cincinnati, Ohio. 5-1-a.

MACHINERY AND TOOLS—Consisting of 50 H.-P. Boiler, 40 H.-P. Engine feed water heater cooking kettle, reserve tank, dipping tub, two wringers, two cutters, two shell dryers, 4dt steam dryers, four conveyors steam coils, steam line shafting pulleys, hangers, belting tools, etc. Address Greenwold Bros., Walnut and Canal Streets, Cincinnati. 11-1-tf.

FOR SALE—Pure Dutch, Gebhardt or Zimmer Spanish scrap filler tobacco. These scraps are from old resweat wrapper B tobaccos—high quality, clean, dry and ready to work. Write for samples and prices. Horner Tobacco Company, 208 S. Ludlow St., Dayton, O. 3-1-ch.

FOR SALE—Pure Havana scraps, guaranteed high aroma. Price, 45 cents any quantity.
ALONZO B. PANDOZ CO., 173-175 E. 87th St., New York 8-15-ch

FOR SALE—Nice clean sifted scrap for sale. Apply or write to the "44" Cigar Company, Factory at 11th and Wharton Sts., Philadelphia. 5-15-c.

FOR SALE—Complete set of second-hand cigar store fixtures, in good condition. Same was taken in trade on a new outfit. The Cleveland Store Fixture Co., 4059 St. Clair Ave., Cleveland, Ohio. 5-15-tf.

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THE BOOK contains an issue of original designs in a variety of colors, and every one perfect and superior to most imported bands. They are sold at a price that will save you money and yet give the most satisfactory results.
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These brands sell on merit and constantly repeat. Try them and judge for yourself why this factory never shuts down

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New Holland, Pa.

E. S. SECHRIST

Dallastown, Pa.

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A fine quality of leaf that is constantly finding a stronger demand. It is seasoned and good burn. Manufacturers and Jobbers will profit by looking into the merits of these offerings now.

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JUNE 1st
1911

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PUBLICATION OFFICES: 102 South 12th St., Philadelphia
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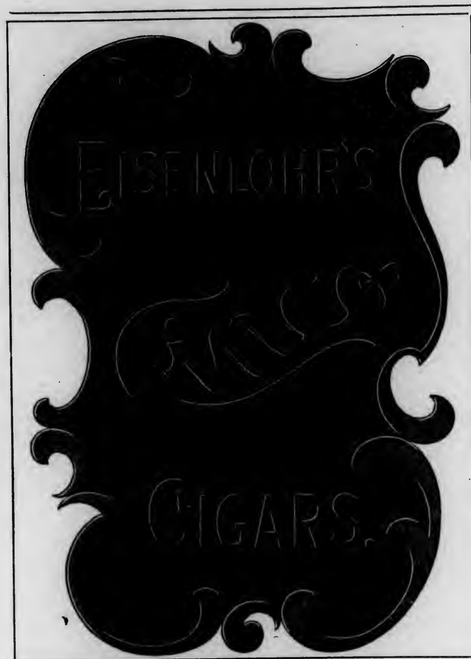
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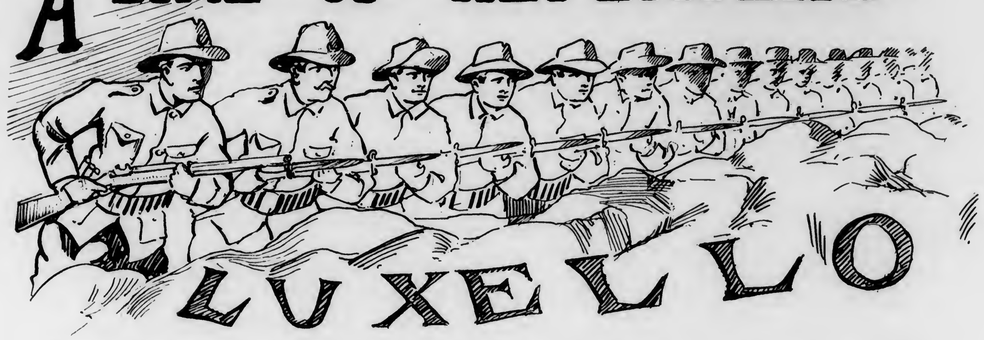
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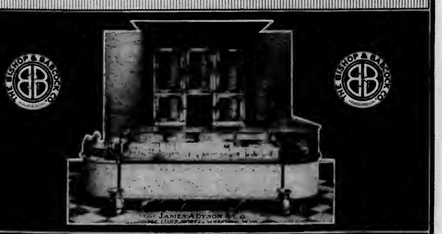
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John Steigerwald & Company

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Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

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PHOEBUS

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Distributed by

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London Trophies ARISTOCRATS

PITTSBURG'S LEADERS

Brands

2 for 5c—London Trophies, Spanish Blunts and Wabash Big Havanas.

3 for 5c—Seal of Florida, Day Star, Pittsburg Sticks, and Factory No. 8 Specials.

Some good territory open for live brokers and dealers

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The Makers

Quinones Cabezudo Co.

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LIKE CANDY FOR THE CHILDREN

For Gentlemen of Good Taste

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CIGARS

The Deisel-Wemmer Company
LIMA, O.

CLEAR HAVANA CIGARS OF MERIT

Manufactured by
S. WOLF'S SONS

Factory No. 318 KEY WEST, FLORIDA
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FISHER & YGLESIA CO.
Manufacturers of Quality Clear Havana Cigars
Factory: TAMPA, FLA. Office: 120-122 Livingston St. Brooklyn, N. Y.
Samples Submitted for Open Territory to Responsible Firms

The Tobacco World Registration Bureau

¶ Has the Most Extensive Lists of Registered and Used Brands in the Country,

INSURING PROMPT AND EFFICIENT SERVICE

GEORGE W. PARR
Manufacturer of **FINE CIGARS**



MAKER OF
Fernside and Lord Wharton
Five Cent Goods
Sold to the Jobbing Trade Only
Correspondence Invited

LITTLESTOWN, PENNA.

Graham Courtney
HAVANA CIGARS
They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company
135 West 42nd Street, New York

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Havana's Kingly Product

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Oldest Independent Factory in Cuba
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3 PARK ROW, NEW YORK

HAVANA CUBA CIGARS

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We Suggest CASTANEDA
- Highest Class Materials
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- Perfect Colors
- Delightful Aroma

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El Wadora CIGARS

Looks like - - - 15c.
Smokes like - - 10c.
Sells for - - - 5c.

We have some territory open which Live Jobbers should take advantage of.

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Factory No. 1, Red Hill, Pa. Factory No. 41, Perkasie, Pa.
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JOHN HAY CIGARS INCREASE SALES

If you are not gaining trade there is a reason.
Better find out **why.**

JOHN HAY CIGARS

are trade builders because the consumers like them. Made of fine Havana tobacco they suit the taste of the fastidious. ¶ They enter only into quality competition which is creative, enlarges demand and places the merchant on a level that is above his rival. Ask your jobber or write for particulars.

W. W. STEWART & SONS
MAKERS
Reading - - - - Penna.

JOHN HAY CIGARS sell at 10 cents
JOHN HAY, JR. sell at 5 cents



"44" Cigar is Granted an Injunction Against the 4&4 Cigar

A decree has been entered by the Common Pleas Court of Lancaster county, as follows:

"AND NOW, April 15, 1911, it is ordered and decreed that the preliminary injunction granted in this case shall be made permanent and that the defendant shall be enjoined from using a band such as is printed 4&4 BEST with the letters "P. S." on each side; and he is also enjoined from selling and offering or exposing for sale any cigars with bands such as he is now using.

"It is further ordered that the defendant pay the costs of this proceeding."

The Learned Court in its opinion says among other things:

"Benjamin Lipschutz adopted the "44" Cigar in 1894 and transferred it in 1905 to the "44" Cigar Company, and the various labels and bands used by Mr. Lipschutz have been used by him and the "44" Cigar Company for a considerable time. The "44" Cigar Company has extensively advertised its "44" Cigar and has acquired a large and profitable trade and good will in this brand of cigars, which is well known among the trade.

"Emanuel Cohen, the defendant, is a manufacturer and wholesale dealer in cigars, and does business under the name of the Globe Cigar Company. In August or September, 1910, he began to sell the cigar which he called the 4&4 Cigar. It is a smaller cigar than the Lipschutz "44" Cigar and cheaper and inferior in quality. The 4&4 on the band looks like 44 when seen from some little distance. It was shown that the parties who asked for the "44" Cigar had been given the 4&4 Cigar. The figures on the band and the small letters at each side have a tendency to deceive the public. It was also shown that the defendant's cigars have been handed out in answer to calls for the "44" Cigar of the plaintiff, and this shows that the public are likely to be deceived because of the similarity of the bands. We are, therefore, of the opinion that the defendant ought not to be permitted to continue to use bands with symbols placed and printed upon them, as they are now."

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

.:.Cigar Box Labels.:.

Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office--Paul Pierson, Mgr., 160 Washington St., Chicago, Ill.

ESTABLISHED 1887

LOUIS C. WAGNER & CO.

43 EAST 20th STREET NEW YORK

ORIGINAL PRIVATE DESIGNS IN STOCK

IMPORTERS OF **FINE CIGAR LABELS AND BANDS**

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.

CHICAGO 56 5TH AVE E. E. THATCHER, Mgr.

SAN FRANCISCO. 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

One of our recent magazine advertisements read:

"No cultivation of taste necessary —merely appreciation of the best"

No matter what class dominates the trade to which you cater

Philip Morris

ORIGINAL LONDON **Cigarettes**

have a certain established, growing demand. Their quality creates it—holds it. That would *grow* if *you* stocked them.



PHILIP MORRIS & CO., Ltd.

402 West Broadway, New York City

FACTORIES:
New York
Montreal
London
Cairo



It Talks for Itself

Better Than the Most Expert Salesman

After more than a year in use in nearly every country and requesting customers to return this **Health Humidor Cigar Case** if it was not better than represented and money would be returned. Not **ONE** complaint, but instead 90% re-ordered, many times.

If it don't pay for itself on any dealers counter in 10 days, he ought to go out of business. It will sell cigars where everything else fails.

Its patent attachments, high grade quality and magnetic sanitary effect, **does the trick.** Nothing ever equaled it regardless of the most lavish expenditures of money. Made in many styles and size to fit any box from 25c. up.

No 5 Sample sent on receipt of $1.35.

P. A. BECKER, 132 Cumberland Street (New Factory)

(Established 1892) Brooklyn, New York

Manufacturer of every kind of Display Cases, Air-Vent Moisteners, Glass Cigar Box Lids etc.

Tin Cigar Cans and Boxes

THE HUMIDOR PACKAGE



Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

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Independent Manufacturers Detroit, Mich.

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Manufactured by

Gebrüder Weigang, Bautzen, Germany

American Representatives

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25 Astor Place, New York.

World Famous
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"Diligencia"
"Imparcial"
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LA DILIGENCIA DE M. Y G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA
Havana, Cuba

T&O COMPANY MAKERS

Wm Penn
10c. Cigar
Good Thru' & Thru'



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"THE DAYLIGHT FACTORY"
PHILADELPHIA

An Offering of Stock

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The Only Practical Machine Ever Evolved for Banding PACKED Cigars

The Stock is offered at PAR with a Bonus of Twenty-five per cent. in Common Stock

An editorial review of the machine with illustration, will be found on another page of this issue

A technical description of the machine was published in the *Scientific American* of April 29th

For full particulars and prospectus of the Company address

American Cigar Banding Machine Co.
40 Exchange Place
New York City

Pittsburg Stogies and Cheroots

Made by *Experienced Hands*, in *Daylight Workrooms*, under *Sanitary Conditions*.



"Workmanship, Cleanliness and Quality," our Motto.

"PURO SPECIALS" our Leaders

Write for Prices. Territory Open for Distributors

W. D. SHARPE CIGAR CO.
Pittsburg, Pa.

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, JUNE 1, 1911. No. 11.

TOBACCO COMBINATION BOWS TO SUPREME COURT'S DECREE

Plans Being Perfected to Dissolve and Reorganize with Sanction of the Circuit Bench—Eight Months Allowed to Comply with the Law—Decision Regarded as Victory for Both Sides.

NEW YORK, June 1st, 1911.

PRELIMINARY plans for the gigantic task of reorganizing the American Tobacco Company and its subsidiary corporations, in accordance with the Supreme Court's interpretation of the Anti-Trust Act, are now being considered by the officers of the corporations affected. The work of splitting up the business of the big tobacco combination, consisting of eighty-six companies with a combined capitalization of $450,395,890, into such concerns as will meet with the approval of the Federal Courts, must necessarily be difficult and complex, and no definite plan can be announced for many weeks.

James B. Duke, president of the American Tobacco Company, and other directors have been in conference with their attorneys, W. W. Fuller, Delancey Nicoll and Junius Parker, for the last few days. They have read the decision carefully and are preparing to obey its mandates.

Although the Supreme Court's decision is not as yet fully comprehended by the independent tobacco interests throughout the country, there is a pronounced feeling that conditions will be bettered considerably, although the millennium may not be at hand.

Supreme Court Orders Complete Dissolution

(Special Correspondence.)

WASHINGTON, D. C., May 31st.

IN the turmoil of discussion arising from the decision of the United States Supreme Court against the American Tobacco Company, handed down May 29th, it is difficult at this time to predict just what the outcome will be. Certain it is that this giant family of tobacco corporations is to be dissolved, but just how is not clear.

Although the Supreme Court has given the American Tobacco Company eight months in which to re-arrange its affairs in harmony with the law, it has put this matter in the hands of a lower court (the Circuit Court of Appeals for the Southern District of New York), which is to sanction a plan for dissolving the combination and re-creating it in accordance with the law.

In event of the failure of the American Tobacco Co. to adjust satisfactorily its organization in compliance with the law, a receivership is provided for in the decree, but at this time the appointment of a receiver is vaguely improbable.

Although the Attorney-General claims a victory for the Government on all vital contentions, the decision, nevertheless, is regarded as lenient by many of the independent tobacco manufacturers who had hoped for an absolute decree forestalling similar combinations in the future, whether they be reasonable or unreasonable.

The decision was the unanimous opinion of the court, with the exception of Justice Harlan, who objected to the court writing the words "reasonable or unreasonable" with the phrase "restraint of trade" into the law. Judge Harlan raps his learned associates sharply and seems to think and feel that he is far ahead of them in a proper interpretation of the Sherman Act.

United Stores Affected, Too.

Besides dissolving the American Tobacco Co. and its sixty-five subsidiary companies, the decision established a precedent by forbidding a foreign corporation from obtaining a monopoly of an industry in the United States.

The court held that the Imperial Tobacco Co., of Great Britain and Ireland, and the British American Tobacco Co. are combinations designed to monopolize commerce, and must be restrained from transacting business in this country.

Chief Justice White, at the outset of his statement of facts, classified the sixty-five American corporate defendants into three groups: The American Tobacco Co., because of its dominant relation to the subject matter, is designed as a primary defendant; the American Snuff Co., the American Cigar Co., the American Stogie Co., MacAndrews & Forbes Co., and the Conelly Foil Co., were named as accessory defendants, and the fifty-nine other American corporations denominated as subsidiary defendants. These included the United Cigar Stores Co., which are the retail branch of the American Tobacco Co.

Twenty-nine persons were originally named as defendants in the suit. Of these Welford Reed is dead. The others are: James B. Duke, Caleb C. Dula, Percival S. Hill, George Arents, Paul Brown, Robert B. Dula, George A. Kahne, Robert D. Lewis, Thomas J. Maloney, Oliver H. Payne, Thomas F. Ryan, Robert Smith, George W. Watts, George G. Allen, John B. Cobb, William R. Harris, William H. McAlister, Anthony N. Brady, Benjamin N. Duke, H. M. Hanna, Herbert D. Kingsbury, Pierre Lorillard, Rufus L. Patterson, Frank H. Ray, Grant B. Schley, Charles N. Strotz, Peter A. B. Widener, Williamson W. Fuller.

Justice White's Summary.

The "undisputed facts" in the case were divided by the Chief Justice into two periods, the one being from the time of the organization of the first or old American Tobacco Company in 1890 to the organization of the Continental Tobacco Company in 1898, and the other being from the date of that organization to the beginning of the case under review.

The Chief Justice told with much detail how the American Tobacco Company expanded. By the end of 1891, he said, the company had become a factor in all branches of the tobacco business. Specific instances of contracts being entered into to prevent persons who sold out to the American Tobacco Company from re-entering the tobacco business for ten or twenty years were cited. The expansion proceeding, he said, the American Tobacco Company acquired between 1891 and 1898 fifteen going tobacco concerns doing business in the States of Kentucky, Louisiana, Maryland, Michigan, Missouri, New York, North Carolina and Virginia.

The organization of the Continental Tobacco Company was next described.

After reciting how the trust bought up cigar, plug tobacco, licorice paste, tinfoil and other concerns in the tobacco business, Justice White said:

"As we think the legitimate inferences deducible from the undisputed facts which we have thus stated will be sufficient to dispose of

PREPARING TO READJUST BUSINESS

the controversy, we do not deem it necessary to expand this statement so as to cause it to embrace a recital of the undisputed facts concerning the entry of the American Tobacco Company into the retail trade through the acquisition of a controlling interest in the stock of what is known as the United Cigar Stores Company, as well as to some other subjects, which, for the sake of brevity we likewise pass over in order to come at once to a statement concerning the foreign companies."

Finally he came down to the merger in 1904 of the old American Tobacco Company, the Continental Tobacco Company and the Consolidated Tobacco Company into the new American Tobacco Company. Through the method of distribution of the stock of the new company, the Chief Justice said, J. B. Duke, Thomas F. Ryan, William C. Whitney, Anthony N. Brady, Peter A. B. Widener and Oliver H. Payne were able to continue the control in the new company that they had exercised in the old.

Application of Sherman Law.

The difficulties which arose, according to the Chief Justice, grew out of a plain misconception of both the letter and spirit of the Anti-Trust Act. He added that the obscurity and resulting uncertainty which had enshrouded the Sherman Anti-Trust Act had been removed by the consideration the court had given the law in the Standard Oil case, recently decided. The Chief Justice then launched forth into a defence of the "rule of reason law" as laid down by the court in the Standard Oil case. He said:

"In that case it was held, without departing from any previous decision of the court, that as the statute had not defined the words 'restraint of trade' it became necessary to construe those words, a duty which could only be discharged by a resort to reason.

"We say the doctrine thus stated was in accord with all the previous decisions of this court, despite the fact that the contrary view was sometimes erroneously attributed to some of the expressions used in two prior decisions (the trans-Missouri Freight Association and joint traffic cases). That such view was a mistaken one was fully pointed out in the Standard Oil case, and is additionally shown by a passage in the opinion in the joint traffic case as follows:

"'The Act of Congress must have a reasonable construction, or else there would scarcely be an agreement or contract among business men that could not be said to have, indirectly or remotely, some bearing on interstate commerce, and possibly to restrain it.'

"Applying the rule of reason to the construction of the statute it was held in the Standard Oil case that as the words 'restraint of trade' at common law and in the law of this country at the time of the adoption of the anti-trust act only embraced acts or contracts or agreements or combinations which operated to the prejudice of the public interests by unduly restricting competition or unduly obstructing the due course of trade, or which, either because of their inherent nature or effect or because of the evident purpose of the acts, etc., injuriously restrained trade, the words as used in the statute were designed to have and did have but a light significance.

The Matter of Contracts.

"It was therefore pointed out that the statute did not forbid or restrain the power to make normal and usual contracts to further trade by resorting to all normal methods, whether by agreement or otherwise, to accomplish such purpose. In other words, it was held not that acts which the statute prohibited could be removed from the control of its prohibitions by a finding that they were unreasonable, but that the duty to interpret which inevitably arose from the general character of the term 'restraint of trade' required that the words 'restraint of trade' should be given a meaning which would not destroy the individual right to contract and render difficult, if not impossible, any movement of trade in the channels of interstate commerce—the free movement of which it was the purpose of the statute to protect."

The court next took up the problem of determining whether the acts, contracts, combinations, etc., complained of were of such "an unusual and wrongful character as to bring them within the prohibitions of the law." On this point the Chief Justice said:

"The history of the combination is so replete with the doing of acts which it was the obvious purpose of the statute to forbid, so demonstrative of the existence from the beginning of the purpose to acquire dominion and control of the tobacco trade, not by the mere exertion of the ordinary right to contract and to trade, but by methods devised in order to monopolize the trade by driving competitors out of business, which were ruthlessly carried out upon the assumption that to work upon the fears or play upon the cupidity of competitors would make success possible."

The Decree.

At last he said that the decree should be as follows:

"First. That the combination in and of itself, as well as each end of all the elements composing it, whether corporate or individuals, whether considered collectively or separately, be decreed to be in restraint of trade and an attempt to monopolize and a monopolization within the first and second sections of the anti-trust law.

"Second. That the court below in order to give effective force to our decree in this regard be directed to hear the parties for the purpose of ascertaining and determining upon some plan or method of dissolving the combination and of re-creating out of the elements now composing it a new condition which shall be honestly in harmony with and not repugnant to the law.

"Third. That for the accomplishment of these purposes a period of six months is allowed from the receipt of our mandate, with leave, however, in the event, in the judgment of the court below, the necessities of the situation require, to extend such period to a further time, not to exceed sixty days.

"Fourth. That in the event, before the expiration of the period thus fixed, a condition of disintegration in harmony with the law is not brought out, either as the consequence of the action of the court in determining an issue of the subject or in accepting a plan agreed upon, it shall be the duty of the court, either by way of an injunction restraining the movement of the products of the combination in the channels of interstate commerce or by the appointment of a receiver, to give effect to the requirements of the statute.

"Pending the bringing about of the result just stated, each and all of the defendants, individuals as well as corporations, should be restrained from doing any act which might further extend or enlarge the power of the combination, by any means or device whatsoever. In view of the consideration we have stated, we leave the matter to the court below to work out a compliance with the law without unnecessary injury to the public or to the rights of private property."

ATTORNEY NICOLL'S PREDICTION

A STATEMENT today by DeLancey Nicoll makes it plain that the American Tobacco Co. will at once set to work to meet the decree. Mr. Nicoll said:

"It is probable that a general plan will be agreed upon for the conducting of the business as directed by the court. We shall prepare a plan which we shall consider undeniably agreeable to the court.

"This will require long planning and attention to detail, and it will be long before the full proposition will have been worked out. However, I feel sure that we shall be able to present a plan which will meet with approval and enable the bringing about of a new condition fully in accord with the legal requirements."

History of the American Tobacco Company.

THE decision just handed down by the Supreme Court of the United States affects one of the five gigantic combinations in the manufacturing interests which have made the financial system of the United States the wonder and admiration of the world.

The American Tobacco Company was fathered in the brain of James B. Duke, who, in 1884, appeared in New York for the first time and became the active head of the firm of W. Duke & Sons, with a factory in Durham, N. C.

Duke's first effort at combination included an amalgamation with Allen & Ginter, of Richmond; and the original consolidation of the five big tobacco companies took place in January, 1890, with a capitalization of $25,000,000.

The five firms were: Allen & Ginter, W. Duke Sons & Co., a North Carolina corporation; the Kinney Tobacco Co., of New York; W. S. Kimball & Co., of New York, and Goodwin & Co., of New York; with James B. Duke, as president, and B. N. Duke, George Arents, and George Watts on the board of directors. These men have been continuously with the organization since its formation, and have seen it grow from a comparatively small concern to a mighty corporation capitalized with the stupendous sum of $230,000,000.

The A. T. Co., immediately upon its organization, commenced the acquisition of the leading competitive houses of that time, with much success.

They early secured the business of the Drummond Tobacco Company, St. Louis, one of the largest producers in the Southwest, and for this paid $3,457,000 in cash. The Brown Tobacco Company also was another early competitor who cast their fates with the combination.

In 1898 the Continental Tobacco Company was formed, which was engineered by Thomas F. Ryan, and was intended to devote itself to the plug tobacco end of the business. The Continental included such houses as the Liggett & Myers Tobacco Company, St. Louis; the P. Lorillard Company, of Jersey City; P. J. Sorg & Co., of Middletown, Ohio; John Finzer & Brothers, of Louisville; Daniel Scotten & Co., of Detroit; J. Wright & Co., and P. H. Mayo & Co., both of Richmond, Va.

At the close of 1899 the American Tobacco Company had acquired a controlling interest in the Continental Tobacco Company, and the original capital of the Continental had been increased from $75,000,000 to $100,000,000. This acquisition of the Continental Company closed what was known as the "Seven Years' Tobacco War."

From 1899 to 1907 the American Tobacco Company acquired thirty-two plants devoted mainly to the manufacture of smoking and plug tobacco, and paying for them $11,334,000 in cash, and $42,500,000 in stock of the Continental or the American Tobacco Company. In February, 1899, they acquired the important works of the Monopole Tobacco Company. In 1901 there was organized the American Cigar Company, which had a capital of $20,000,000 and this company today owns and operates forty-one plants manufacturing cigars in the United States.

The Havana Tobacco Company, with a capital stock of $34,500,000,

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HOW TOBACCO MEN VIEW THE DECISION

MR. EISENLOHR'S OPINION OF THE DECISION

CHARLES EISENLOHR, of the firm of Otto Eisenlohr & Bros., Philadelphia, when interviewed by a TOBACCO WORLD reporter on the Supreme Court decision, made the following statement:

"No man can give an intelligent opinion of the decision until he knows what the lower courts will do, in the manner of interpreting the statutes.

"I am very unwilling for this reason to discuss the probable results of the decision on business. My brother Otto and I have talked it over, and so far as we can see the decision has done no good. It means nothing except that the whole matter is referred to the lower courts. They are the ones to instruct the American Tobacco Co. and tell them what they may do and what they may not do.

"We have no idea what form that instruction will take. Doubtless, they themselves are much in the dark about it.

"Some of the independent dealers and manufacturers seem to feel that too long a time has been given the 'trust' to wind up its affairs and re-shape its business. But I think reorganization cannot be done overnight. While they are about it, the whole question should be threshed out and adequate legislation provided for all future time.

"I do not believe that the Government intends to confiscate the property of the American Tobacco Co. It simply means to make it conform to the law. And I feel confident, on the other hand, that the American Tobacco Co. is willing and anxious to do right. The law is its only protection. Heretofore, trusts have had no standing in the courts. Now they have come to realize that if they wish to claim the protection which every one in business is entitled to, they must behave themselves.

"So far as local business is concerned the decision, as I read it, will have but little effect at the present time."

Other Opinions on the Decision in Philadelphia.

John E. Faunce, president, Juan F. Portuondo Cigar Company, said: "I have not read the decision very carefully, and cannot give any opinion on it as a legal document. But I noticed a slight flurry in the stock market. I think this is only temporary. I do not believe it will have any pronounced effect on business, one way or another. The only thing the decision has done is to make the trust seem to conform with the spirit of the law. There is no doubt there will be less out-and-out knavery, but I think it will go on 'sub rosa.' The only beneficial thing about it is that the trust will be forced to pay attention, at least in a slight measure, to public opinion."

M. J. Dalton, wholesaler and retailer, Philadelphia.—"The decision does not mean anything, in half of the Supreme Court decisions, if you read between the lines, you can get more sense out of them than if you read the lines themselves. The action of the court is no good, unless prosecutions follow. The American Tobacco Company owns two-thirds of the stock of the United Cigar Stores Company; if they do reorganize, how are they going to divide up the stock and get their money?"

Henry B. Grauley, cigar manufacturer, Philadelphia.—"I cannot see how the Supreme Court decision will do the independent manufacturer any good. At present we are in the dark, for the reason that the only persons who know what the word reorganization means, are the stockholders who are framing up some sort of a new scheme to continue business in the same old way."

History of The American Tobacco Company.

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was organized in 1902, and controls eleven of the leading brands of Havana cigars.

The purchase of the McAndrews & Forbes Company, in 1902, paved the way for an important operation in the licorice field, and about this time also the control of the American Snuff Company was purchased by the American Tobacco Company, and their interests became identical.

In 1901 the Consolidated Tobacco Company was organized with a capital stock of $40,000,000 and with a bond issue of $455,000,000, and this took over the old American Tobacco Company and the Continental Company, and evidently, in 1904, the present mammoth corporation was organized, which included the Old American Tobacco Company, the Consolidated Tobacco Company and the Continental Tobacco Company.

The company earned during the year 1910, after deducting all charges for expenses, etc., $14,400,522.14, and at this writing they have a surplus of $61,119,991.63. They have assets of a trifle under $300,000,000, and their sales during the year 1910 amounted to over $100,000,000

How St. Louis Men View the Decision.

ST. LOUIS, May 31.

PAUL BROWN, the St. Louis member of the Board of Directors of the American Tobacco Company, was not disappointed by the Supreme Court's decision in the case against the company.

"I regard the decision as in favor of the company. If we have been employing certain methods to which the Government has legal objections I am in favor of correcting them. I do not admit that the company is a corporation in restraint of trade, but if it has been shown that the company has not complied with the law, the court has a perfect right to order that its methods be changed."

Christian C. Peper, a member of the Board of Directors of the Peper Tobacco Company, the largest independent concern in the State, said:

"The decision does not mean that it must quit business. In fact, it sets forth that some method shall be adopted so as to permit of the company's continuation in business. The Standard Oil Company does not have to go out of business, does it?

"I don't think this decision will mean very much, so far as the business is concerned. Of course, it may put some restrictions upon the company, but it will find a way to do business the same as ever."

Moos Optimistic Over Decision.

CHICAGO, May 30.—Joseph B. Moos, president of J. & B. Moos Co., of this city, and one of the defendants in the American Tobacco Co. suit, is inclined to view the decision optimistically.

"One of the principal results," said Mr. Moos, "of the decision will be a strict definition of exactly what the Sherman law prohibits and what it allows. This reality is the only contention.

"We will do everything that we can possibly do to help the court reorganize our business. This will be a complicated and tedious thing, requiring a vast amount of labor.

"Personally, I do not think that the decision will affect the business of any of the subsidiary companies. We will go right along doing our business, and everything will be straightened out."

CONFESSIONS and SUGGESTIONS of a RETAILER

By DAN DUIT.

Article V.---THE SIX-FOR-A-QUARTER EVIL

I DON'T believe that the average cigar merchant is regarded as an exceptional philanthropist, either by himself or the public, but to my mind he is the most charitable that one can find in the business world. However, he modestly, or rather ignorantly, refrains from assuming any such distinction, and, I fear, he will not feel very much elated in the knowledge of the fact or can detect any halo of glory being pictured above his head by the thousands who daily receive alms from his hands.

In my several articles I have emphatically pointed out evils, particularly because of a desire to give greater emphasis to correct methods in the conduct of business, and should my readers, most of whom are vitally interested in the tobacco business, find some repetitions, I trust they will excuse them as surplus sparks emanating from the dynamo of a fellow-dealer, whose great wish is for a higher and more justifiable standard in the business he represents.

Reverting to the "charity" question, I refer to those sadly hoodwinked dealers who, in selling twenty-five cents worth of nickel cigars, which cost him three and a half cents each, graciously hand to the customer another cigar, thus cutting down his profit from over 42 per cent. to 19 per cent. on his investment.

Why a Twenty Per Cent. Discount?

Think of it! Twenty per cent. discount on a 25-cent sale and an absolute loss of twenty-three per cent. on the investment. Why this charity? Why this unreasonable and unprofitable discount? Who slipped the hood over the eyes of so many merchants? These are some of the questions that we purpose answering in this article, with the hope that our brethren, who have stood for the gold-brick trick so long, will rub the sand out of their eyes, brush the cobwebs from their brains and be alert to their opportunities for a better and more profitable business career.

In Philadelphia and territory immediately surrounding there are over 25,000 dealers in cigars, and, I dare say, that in 90 per cent. of these stores the nickel cigars will chiefly represent widely-advertised brands, which cost the dealer $35 per thousand, and sold on the 6-for-25-cent basis. Who is responsible for this? To my mind, the manufacturer, who, when the first cut was made, turned his back and smiled up his sleeve. Despite everything to the contrary, the writer in his twenty-five years in business, has not found a single example of vigorous and intelligent effort on the part of any of the manufacturers of so-called widely-advertised brands to protect the dealer who did not wish to cut these goods. At first the representatives heard so much protest that they tried to make dealers believe that their firms were sincere and were trying to stop the cut, but such excuses soon gave way to an actual campaign of trying to make the dealers believe it paid to cut the price. And, I am sorry to say, the average dealer in localities stated fell to the delusion and has been long since nursing it without further protest, or any effort to cast off the burden.

It is a common rule among a large number of successful, as well as conservative merchants of various rapidly-selling lines, to exact a profit that about equals 25 per cent. on the gross sales. Basing the selling price on a 33 1-3 per cent addition to the cost price, the dealer insures the 25 per cent. profit on the sale. For example: If an article costs seven and one-half cents, its selling price is ten cents; or if it costs $3, it sells for $4. Of course, it would be impossible to carry out this rule without deviation because of the odd prices it would give rise to, but the wise merchant endeavors to average such a price. This has proven conservative, safe and wise, because when the losses for stale and unsalable goods are covered, as well as costs incident to the conduct of business, there remains for the merchant a net profit consistent with the value of his investment and his time and labor. Therefore, when a merchant of any business aims to dispense with his goods or a great proportion of them at a lower margin of profit, he oversteps the bounds of consistency and safety.

On account of the strong hold that certain manufacturers, as combinations of capital have on the business, we all know that by the average dealer most tobaccos must be sold at prices which do not insure such a profit. Cigarettes, another feature of the business, which largely has become a mark for reckless cutting, must also be classed among the items for too little profit; consequently, the dealer must look to the cigar end of the business to make up the deficiency, or nearly so, if he expects to reap that success which his investment, time and labor warrant. Then how can he do it if he holds up his cigars to a slaughter, representing in the 6-for-a-quarter sale, the ridiculous and unsafe discount of 20 per cent.? Some dealers say they make this up by carrying some cigars for which they demand five cents straight. Well, most of them don't do it, and if they do, they do so at a sacrifice of good business morals, as they take undue advantage of the customer who is willing to pay five cents straight. And this latter customer, who is so unjustly discriminated against, is the best, and it is he upon whom the merchant must most depend to strike a fair average of profit.

Many tobacco merchants do not reason, and it is because they permit the selfish interests of many manufacturers and customers to dominate their careers that their business is at such a low ebb. I firmly believe that if these thousands of merchants referred to were individually to institute a campaign of personal reasoning and have the courage to stand their ground on what is only fair and just, there would be a quick awakening to righteous action and their business generally would soon assume a dignified proportion almost startling in its beneficial effect.

Some of the False Reasoning.

Let us pay a few deserving respects to the audacity of the salesman, who, taking advantage of the ignorance and sluggishness of merchants, succeeds in not only selling but pushing to the front a cigar costing $35 per 1000 on which a reasonable margin of profit on sales of twenty-five cents or more is not exacted. He has become emphatic in the declarations, "everybody sells them six for a quarter"; "you cannot afford to do less than your competitor"; "they are widely advertised and you shouldn't be without them"; "by giving six for twenty-five cents you sell more, because your customer smokes more and more freely gives them away to his friends," and so on down the line with stereotyped phrases that are old enough to have long since been recognized as ancient, yet really accepted as wisdom. There is not a piece of sound logic in any such reasoning, and the merchant who has entertained any such belief and acted accordingly has permitted himself to be the victim of a degrading and wholly unprofitable business course. The predominating practice of this cheap business makes it an absolute failure as a trade producer and I am sure that not a single benefit can be credited to it. But there can be many losses, abuses and failures attributed to it.

Cigars that can be bought almost everywhere at the same price, do not necessarily hold or attract trade, but many instances can be cited to prove that they rob the merchant of trade. These latter constitute those desirable smokers, who, suspicious of the quality of these cut-price cigars, look for and find a dealer who is the master of his own business and who hand over his counter a meritorious cigar that is not tainted with cheapness and which carries with it the personal recommendation of the merchant. The reliable business of any kind is that built up by well-selected and well-kept stock.

The writer has nothing but pity for the poor cigar merchant who for years has allowed his store to be the dumping place for any kind of goods which, regardless of merit, stamp him a child in the hands of another.

Get Special Goods, If Necessary.

If it is a wise thing to have a six-for-a-quarter cigar, there are any number of reliable manufacturers who will make a first-class one, with quality that will compare most favorably with the very best of the advertised brands, at a wholesale price that will give the retailer a fair profit. I know of some at $30 to $32 that have not failed to attract and hold trade.

And a merchant can exercise the same good judgment in the purchase of his straight nickel cigars for which he can afford to pay $36 or $38 per 1000, and thus give to his customers a most attractive piece of goods that is bound to bring and hold to him a greater volume of business. Such methods as these are the ones followed by the most successful tobacco merchants of this city. It explains the reason why these merchants can afford to occupy prominent and costly storerooms and employ high price salesmen. From all sections of the city and surrounding country, notwithstanding advertised brands can be found in grocery, drug, notion, toy, candy and cigar stores in almost every block, smokers come to these stores for cigars when they are down in the city and thousands have the cigars delivered to them by the box. Why? Because they believe they get a better cigar. They are discriminating smokers and buyers, and not being able to find what they want in their neighborhood, they go a distance to get it.

Extent of the American Tobacco Company's Interests.

THE ground of complaint against the American Tobacco Company rested not alone upon the nature and character of that corporation and the power which it exerted directly over the five accessory corporations and some of the subsidiary corporations by stock ownership in such corporations, but also upon the control which it exercised over the subsidiary companies by virtue of stock held in said companies by the accessory companies by stock ownerships in which the American Tobacco Company exerted its power of control.

We append a statement showing the control exercised by the principal defendant, the American Tobacco Company, over the five accessory corporations, and also the authority which it directly exercised over certain of the subsidiary corporations as a result of the stock ownership in the accessory corporations, they being in turn controlled as we have said by the principal defendant, the American Tobacco Company.

Extent of control of American Tobacco Company over the accessory corporations: American Snuff Company—of 120,000 shares of preferred stock owns 12,517 shares directly and 11,274 shares by reason of stock control of P. Lorillard Company, in all 23,764 shares; of 110,917 shares of common stock, owns 41,214 directly and 31,591 by reason of stock control of P. Lorillard Company, in all 75,805 shares.

American Cigar Company—of 100,000 shares of preferred stock owns 39,700 shares directly and 5000 shares through control of American Snuff Company, in all 94,700 shares; of 100,000 shares of common stock owns directly 77,451 shares.

American Stogie Company—of 108,790 shares of common stock controls 73,072½ shares through stock interest in American Snuff Company. The American Stogie Company owns all of the stock 12,500—of the Union American Cigar Company—cigars and stogies. MacAndrews & Forbes Company—of 37,583 shares of preferred stock (no voting power) owns 7500 shares; of 30,000 shares of common stock owns 21,129 shares directly and 883 shares through stock control of the R. J. Reynolds Company, in all 22,122 shares. The Conley Foil Company—of 8250 shares of stock, directly owns 4950 shares.

The American Tobacco Company—by stock ownership is the owner outright of the following defendant companies: S. Anargyros (the S. Anargyros Company owns all the capital stock (10 shares) of the London Cigarette Company); F. F. Williams Tobacco Company, Blackwell's Durham Tobacco Company, Crescent Cigar & Tobacco Company, Day & Night Tobacco Company, Lahrman & Wilbern Tobacco Company, Nall & Williams Tobacco Company, Nashville Tobacco Works, R. A. Patterson Tobacco Company, Monopole Tobacco Works, Spalding & Merrick.

The American Tobacco Company also has the stock interest indicated in the following defendant corporations:

British-American Tobacco Company—Owns 1,200,000 shares of 1,500,000 shares of preferred stock, and 2,280,012 shares of 3,720,021 shares of common stock.

The Imperial Tobacco Company, etc.—Owns £721,457 of £18,000,000 of stock.

The John Bollman Company—Owns 1020 shares of 12,000 shares of stock.

F. R. Penn Tobacco Company—Owns 1002 shares of 1503 shares of stock (through Blackwell Durham Tobacco Company).

R. P. Richardson, Jr., & Co., Inc.—Own 600 out of 1000 shares of stock and $120,000 of $200,000 issue of bonds.

R. J. Reynolds Tobacco Company—Owns 50,000 out of 75,250 shares of stock.

Pinkerton Tobacco Company—Owns 775 out of 1000 shares of stock.

Reynolds Tobacco Company (of Bristol, Tenn.)—Owns 1449 shares out of 2500 shares of stock.

J. W. Carroll Tobacco Company—Owns 2000 out of 3000 shares of stock.

P. Lorillard Company—Owns 15,813 shares out of 20,000 shares preferred and all the common stock (30,000 shares).

Kentucky Tobacco Product Company—Owns 14 shares out of 1900 shares preferred and owns directly 5264 shares and through the American Cigar Company 355 out of 8100 shares of common stock. (The Kentucky Tobacco Product Company owns all the capital stock—100 shares—of the Kentucky Tobacco Extract Company).

Porto Rican-American Tobacco Company—Owns directly 6578, and through the American Cigar Company, 6576 of 19,981 shares of stock.

(The Porto Rican-American Tobacco Company owns 190 shares of the 380 shares of preferred and 500 of the 450 shares of common stock of Independent Company of Porto Rico; also owns 2150 shares of the 5000 shares of capital stock of the Porto Rico Leaf Tobacco Company.)

The American Tobacco Company is also interested as indicated in the following defendants, supply or machinery companies:

Golden Belt Manufacturing Company (cotton bags), owns 6521 of 7000 shares.

Mengel Box Company (wooden boxes)—British-American Tobacco Company owns 3637 of 5000 shares of stock. (The Mengel Company owns all of the capital stock of the Columbia Box Company and of the Tyler Box Company, respectively 1500 and 250 shares.)

Amsterdam Supply Company (agency to purchase supplies)—Owns majority of stock and controls large part of remainder through subsidiary companies.

Thomas Cusack Company (bill posting)—Owns 1000 out of 1500 shares.

Manhattan Briar Pipe Company—Owns all of stock, 3500 shares.

International Cigar Machinery Company—Of 100,000 shares owns 33,837 shares directly and 29,902 shares through American Cigar Company, in all 63,539 shares.

The American Tobacco Company is also interested in the following companies not named as defendants:

American Machine & Foundry Company—Owns 510 shares directly and remainder 490 through American Cigar Company.

New Jersey Machine Company—Owns 510 shares directly and remainder 490 through American Cigar Company.

Standard Tobacco Stemmer Company—Of 17,200 shares owns 16,895 shares.

Garson Vending Machine Company—Of 500 shares owns 250 shares.

The American Snuff Company, in addition to stock, etc., interest in the American Tobacco Company, American Cigar Company and the Amsterdam Supply Company, has stock interest in the following defendants:

H. Bolander—Owns all of stock, 1350 shares; De Voe Snuff Company, owns all of stock, 500 shares (the De Voe Snuff Company owns all the capital stock, 400 shares, of Skinner & Co., snuff).

Standard Snuff Company—Owns all of stock, 2816 shares.

The American Cigar Company in addition to stock interest in the Amsterdam Supply Company, American Stogie Company, Porto Rican-American Tobacco, Kentucky Tobacco Product Company and International Cigar Machinery Company, has stock interest indicated in the following defendants:

R. D. Burnett Cigar Company—Owns 77 out of 150 shares.

M. Blaskower Company—Owns 1875 out of 2500 shares preferred and 1875 out of 2500 shares of common.

Cuban Land and Leaf Tobacco Company—Owns all of stock, 1000 shares. (The Cuban Land, etc., company, owns 1320 of the 1890 shares of stock of the Vuelta Abajo S. S. Company.)

Cliff Well Cigar Company—Owns 255 out of 500 shares.

Dusel, Goodloe & Co.—Owns 510 out of 750 shares.

Federal Cigar Real Estate Company—Owns all stock, 6000 shares.

J. J. Goodrum Tobacco Company—Owns 477 out of 600 shares.

Havana-American Company—Owns all stock, 2500 shares.

Havana Tobacco Company—Owns 700 shares out of 47,028 preferred, 186,800 out of 297,912 common stock and $3,500,000 of $7,500,000 bonds.

Jordan, Gibson & Baum Company, Inc.—Owns all preferred and common stock, 250 shares each.

Louisiana Tobacco Company, Limited—Owns 375 out of 500 shares.

The J. B. Moos Company—Owns all of stock, 2000 shares.

J. & B. Moos—Owns all of common stock, 1000 shares.

Porto Rican Leaf Tobacco Company—Owns 2500 out of 5000 shares.

The Smokers' Paradise Corporation—Owns all of common stock (250 shares) and 349 of 500 shares preferred.

Havana Tobacco Company has a stock interest in the following corporations:

H. De Cabanis y Carbajal—All of stock, 15,000 shares.

Clay & Bock & Co., Ltd.—Owns 9747 out of 16,950 shares preferred and 14,687 out of 15,990 shares common.

(The Henry Clay, etc., company is owner of 18,667 shares of the ordinary capital stock of the Havana Cigar & Tobacco Factories, Limited, and also owns 64 shares of the 1890 shares of the capital stock of the Vuelta Abajo S. S. Co.)

Cuban Tobacco Company—Owns all of stock, 50 shares.

Havana Commercial Company—Owns 55,582 out of 60,000 shares preferred and 124,718 out of 125,000 shares common. (The Havana Commercial Company owns all of the capital stock, 100 shares, of the M. Valle y Co.—cigars.)

Havana Cigar and Tobacco Factories, Limited—Owns 6774 out of 25,000 shares ordinary stock.

J. S. Murias y Company—Owns all of stock, 7500 shares.

Blackwell's Durham Tobacco Company—In addition to a stock interest in the Amsterdam Supply Company, has the stock interest indicated in the following defendant corporations:

F. P. Penn Tobacco Company—Owns 1002 out of 1503 shares.

Scoten-Dillon Company—Owns $10,000 out of $500,000 of stock.

Wells-Whitehead Tobacco Company—Owns all of stock, 1500 shares.

Conley Foil Company—Owns all of the capital stock (3000 shares) of the Johnson Tin Foil & Metal Company.

P. Lorillard Company—Has a stock interest in the American Snuff Company and the Amsterdam Supply Company.

R. J. Reynolds Tobacco Company—In addition to a stock interest in the Amsterdam Supply Company and the MacAndrews & Forbes Company, owns one-third of the 5000 shares of stock of the Lipfert Scales Company.

The British-American Tobacco Company—In addition to a small interest to the Amsterdam Supply Company, has the following stock interest in certain defendants:

David Dunlop (plug)—Owns 3000 of 4500 shares.

W. S. Mathews & Son (smoking)—Owns 3637 out of 5000 shares of stock.

T. C. Williams Company (plug)—Owns all of stock, 4000 shares.



HAVE you ever noticed how a veteran cigar smoker clips the end of his cigar? If you are a keen-eyed retailer you certainly have, and you should pass this information along to your customers; but, if perchance, you have never noted this trivial detail of your business, it would be well for you to remember the following incident.

I was standing in a corner cigar store the other day chatting with the proprietor, when a regular customer walked up to the counter, purchased a cigar, which he seized in the centre, and inserted it viciously in the cutter on the counter to be clipped. As he pushed the cigar down, the wrapper broke and the cigar was ruined.

Amazed and indignant, the customer turned to the proprietor and said: "These cigars are no good; the wrappers break too easily. Either you don't know how to keep your cigars in good condition, or the man who made them doesn't understand his business."

Without appearing offended, the proprietor quietly answered: "What you say may be true, but let me tell you, you don't know how to clip your cigar. The best cigar made is liable to break if you twist it in pushing it into the clipper. Let me show you how to do it correctly."

Whereupon the merchant took a fresh cigar, holding it gently around the middle between his thumb and second finger, inserted it in the clipper, putting the entire pressure on the cigar with the tip of his forefinger on the tuck, withdrew the cigar and presented it, neatly clipped and perfectly sound, to his now-pacified customer.

An easy trick, if you know how!

* * *

The advent of hot days throughout the country is stimulating the smoking of cigars and tobacco in public. This is always the case when the open summer cars first make their appearance. In most every city, smokers are allowed to occupy the last three seats, where they may enjoy themselves in contentment without annoying the non-smoker.

It occurs to The Onlooker that if the transit companies are so considerate of the smoker in summer they should be consistent enough to provide accommodations for him in the winter time. In the larger cities especially, where hundreds of thousands of men must daily take long rides to and from their work in trolley cars, they are deprived of this privilege by the lack of suitable accommodations.

Why not have a certain section of each car partitioned off as a smoking compartment? This custom has been tried successfully in certain sections of the Middle West, and from what I learn, has proved very satisfactory.

Certainly it would help the smoking trade.

The next time you meet your councilman or your representative in the State Legislature, put this up to him. It may bring about the very thing you want.

Like most men in the cigar trade, it has always been my impression that tobacco was not known in Europe before it was introduced there by Sir Walter Raleigh, who discovered the American Indian smoking the weed. This ignorance on my part was dispelled the other day in talking to a noted archaeologist. The Medes and Persians, he said, a long time before our era, were smoking nargiles, and the Greeks and Romans, too, were familiar with the custom.

The derivation of the word cigar itself seems to indicate that man's solace and comfort did not originate in the West Indies, but is very likely derived from the word "sakara," an Arabian word meaning "smoking."

* * *

To find out for himself just how valuable the Fendrich Cigar factory was to the people of Evansville, Ind., N. W. Bryant, a piano dealer, ascertained that he had sold over 100 pianos to the girls employed in the Fendrich factory.

Estimating each piano at $200 this expenditure represents an outlay of $20,000. As a piano is more or less of a luxury, it is easy to see that the employees of the Fendrich factory not only receive good wages, but that the amount of money disbursed by this factory runs into the hundreds of thousands of dollars.

* * *

An old attache of the Waldorf Astoria Hotel, in New York, asserts that Americans are fond of old cigars. In the Waldorf vaults under Thirty-fourth street, is a big room where cigars are kept indefinitely in order that they may mellow from old age. Pointing out some old cigars made in 1898, the Waldorf man states:

"Indeed you could not set a price on them, for there are none in the market. They were bought and paid for here in 1898 and have been here ever since. There are more than fifty men living in different parts of the United States who now keep a store of cigars here, and the number has grown considerably in the past two or three years. If they learn that an exceptionally high grade of tobacco is produced in Cuba this year the connoisseurs will buy a few thousand fresh cigars and store them away. The years 1904 and 1905 were especially fine and connoisseurs made large purchases those years. Some men keep on hand between $4000 and $5000 worth.

"There are not many men nowadays who will blow in more than a dollar for a cigar. We have one enormous cigar that was made to sell at $5, but we keep it merely to show.

"One man for whom I bought a lot of cigars on a recent visit to Cuba insisted upon having a contract drawn up and signed and the cigars had to be up to the specifications."

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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EDITORIAL.

The recent tobacco show given under the auspices of the Austrian Government, at Vienna, revealed how juicy a plum the Government has been cultivating at the expense of the people.

How Monopolies Work in Good Old Europe.

The show itself was chiefly educational and intensely interesting, there being more than 500 booths, all devoted to various branches of the smoking industry, from pocket lighters to pocket pickers.

In the matter of monopolies, the Austrian Government can give some of our American magnates some real pointers.

The Gvernment has enjoyed this monopoly dating back to the good old days of Emperor Leopold I, who reigned about 1700. Eighty-four years later, Emperor Joseph tightened the screws and put the control of this industry absolutely into the Government's hands.

Last year the Government showed a profit of $33,698,000 over and above all expenses, nearly $3,000,000 more than the previous year.

The industry now engages about 40,000 workmen, 86 per cent. of whom are women, and the output amounts to 1,250,000,000 cigars of various kinds, about 6,000,000,000 cigarettes, and a proportionately large quantity of smoking and chewing tobacco and snuff.

Tourists who have smoked Austrian goods are not surprised that the Government has been getting rich!

Tobacco Case Decision.

Every branch of the cigar and tobacco industry of this country and Europe is directly interested and indirectly affected by the United States Supreme Court's decision dissolving the American Tobacco Company and its subsidiary corporations.

Whether this decision will bring about the ends desired in the prosecution, namely, the absolute stoppage of unreasonable combinations in business, and whether the outcome will prove a panacea for the independent manufacturers, remains to be seen.

The immediate acquiescence of the American Tobacco Co. to the terms of the decision, and the announcement that steps would be taken to conform with it, should not be taken as an absolute sign that this tremendous force in the cigar and tobacco business will become a dead letter.

Just how active the forces behind the American Tobacco Co. will remain and how they may operate, lies within the hands of the lower courts, and it would be folly to predict how the Circuit Court will solve this financial riddle.

The fact that the Supreme Court allowed six months' time for the readjustment of the defendants' business affairs, and with the provision of two months extra, at the discretion of the lower court, indicates the tribunal's comprehension of the magnitude of this problem.

In the opinion of the Supreme Court, the defendants were in conflict with the Sherman Anti-Trust Law; but when it came to pointing a way for the adjudication of this matter, the learned judges side-stepped nicely and put the burden on the lower courts.

Upon the manner in which the lower court will handle the matter and enforce the decree of the higher bench, depends the ultimate success or failure of the Government's epoch-making prosecution.

The next time you are asked what's the matter with business, either give some definite and sane explanation or seal your lips.

Stop That Knocking.

If you start this practice, you will set an example to thousands of croakers who are largely responsible for the present feeling of unrest throughout the country.

Basically, there is nothing seriously the matter with the cigar and tobacco business, or any other business, in fact.

It may be true that business is not moving with the snap that all of us would like to see. It may also be true that the rich are getting richer, and the poor are getting poorer. But you never can overcome this condition by setting idle, bemoaning your fate and shedding tears over conditions.

Someone, somewhere, started this wave of pessimism which has been sweeping the country. The result is that confidence has been shattered in many quarters and strong men have been made timid. And yet, if you ask any of these children of fear just what is the matter, they either dismiss you with some airy platitude or shake their heads dolefully and say nothing.

It is this spirit of vague pessimism which has made business halting and largely retarded the natural growth of this country during the last twelve months.

Every one of us can do something to start a favorable reaction. You can do your part by stopping your own croaking and aid in spreading the gospel of optimism.

Surely you believe in your own business. If not, get out of it to-morrow. You believe in your country. If not, you ought to leave it.

If you admit these two truths, then put your shoulder to the wheel and crush this spirit of knocking which has raised such a business bugaboo.

PROBLEMS of the RETAILER

Advertising for Retail Trade.

IT requires very little, if any skill to sell goods if no profits are to be obtained, but real science lies in selling so that the balance shows up on the right side of the profit and loss account. Good advertising always helps to sell goods, not because of cut prices, but on account of the actual merit in the presentation of facts.

The lowering of prices reacts upon the merchant who is so unwise, and it also harms his neighbors, who are often compelled to meet the cut thus made, in order to get a fair share of trade. This reminds us of the story of the drug clerk who sold three two-cent postage stamps for five cents rather than lose the sale. And so it is with the average price cutter. He often finds the deal an unprofitable one.

Sometimes unwise merchants start a clearance sale and offer some goods at a ridiculously low price, which is needless and disastrous, because if the goods were of standard quality and the business properly handled, a sale could be created for them at a profitable price. It is folly for a retailer to believe that he can deceive customers by such tactics, and those who employ such methods are themselves most fooled in the transaction.

The largest and most successful advertisers nowadays come to know that what the public really wants is the truth, and that it generally knows when an attempt is made to deceive. In setting forth the merits of his goods in an advertisement, the dealer might do well to recall the arguments made by a travelling man from whom he purchased the goods, for it was in all probability a good talk and convinced the dealer of the desirability of the line. Then why not use the same argument with the public?

The dealer may not be able to express himself quite so well as the manufacturer's representative did, but he can at least write to the manufacturer, asking for some points which would most likely be given him very cheerfully, and this information he could profitably employ in his advertising matter. Once a dealer has commenced to draw customers to his store through newspaper publicity or other form of advertising, he will be confronted with more problems than ever before.

All the advertising in the world will not be of lasting profit to the dealer unless the customers are well looked after when they enter the place. One of the great benefits of the big city stores is the democracy that prevails, for the shabbily dressed customer is as politely served as the one who looks as though he might be able to buy out the place. This is more true of the high-class stores, however, than of those catering to a cheaper class of trade, because the policy of courtesy to all is rigorously enforced in the best stores. The clerk who does not observe this rule is liable to dismissal if a complaint is learned of that had been well founded.

Heart to Heart Talk with Clerks.

WE want to lay special stress upon the offensiveness of boring a customer. Clerks should be particular about boring people. If any person enters a store and wants to look around, let them. Let them do it in peace and comfort. Many a person is driven—actually driven—from a store by inopportune solicitation.

Dogging people is practiced to-day largely only in cheap department stores. Avoid it and study tact. Wait until they're ready. Don't act over anxious, but make every one feel at home, and they will come again.

Fourth of July Decorations.

THE 4th of July is a propitious time for effective window display. At no other time of the year can a retail tobacconist's window be so easily and attractively decorated. And at an expense that is incomparably small. The liberal use of flags and buntings together with a few war relics if they be obtainable, is all that would be needed in conjunction with a neat display of some nice lines of goods. They can be installed by almost any person. Paper bells which can be made or readily obtained are apropos to the 4th of July and they are sure to make a strong appeal to the patriotic mind. It would not be amiss to even decorate the exteriors upon this occasion with the all appropriate colors.

A miniature cannon perched in a corner of the window surrounded by a few small brass balls, will lend color to the occasion. If space be sufficient to permit, muskets could be stacked with bayonets protruding, and some cartridges lying about would not come amiss. We could go into the subject of such a trim at great length, but do not deem it necessary more than to merely offer the suggestion of its propriety.

Cambridge's Best Shops.

IN a recent issue of a Cambridge, Mass., local paper, special attention was paid to the clever retail cigar shops which are located in that thriving portion of Boston.

Lewis Aaron's Sons were credited in this article as having one of the best establishments in Cambridge, and they are now located in a finely equipped store at 513 Massachusetts avenue. This house was founded some 35 years ago by the late Lewis Aaron, and the business is now continued under the management of his three sons, Lewis, Edward and Frederick. They do both a wholesale and retail business and specialize on the "Girard," as a ten-cent smoke, and the "Roig" as a five-center, these being the product of Roig & Langsdorf, Philadelphia.

Thomas Charak has an unexcelled establishment at 502 Massachusetts avenue and in addition to his retail trade, and several good accounts which he has in greater Boston, Charak makes a brand of his own known as "Charak's Original Smoker," which is a special Havana piece of goods, retailing at 4 for a quarter.

The University Smoke Shops Co., one of the chain of University stores who make a specialty of catering to the needs of the college town of the country, is located at 1248 Massachusetts avenue, under the management of S. Zinberg, and this establishment has been catering to the special needs of Harvard students since 1904.

The Beacon Cigar Store is the name of an establishment, at Wichita, Kan., now being conducted by W. C. Donnell, who purchased the business from W. B. Dorr.

WE'VE GOT 'EM—
More than we want
of them, and that's
why you can have 'em
for 10c. each.

Late Retail Bulletins

Richard O'Brien, of Luzerne, Pa., has purchased the National Cigar Store, in the Mangan Building, Plymouth, Pa.

Dr. J. C. Gray has purchased the cigar store formerly owned by C. O. Hudson, in the Coleman Block at Eugene, Ore.

Zwingelstein & Herbert have purchased the retail cigar business of Louis Zwingelstein at 111 Wahconah street, Pittsfield, Mass.

H. A. McCoy has purchased the cigar and confectionery store of Arthur Edwards, in the Pony Stables Building, Redlands, Cal.

Bert Dygert has opened the cigar store at 121 Bleecker street, Utica, N. Y., under the firm name of The Dygert Cigar Company.

The F. A. Carpenter Company, of Keene, N. H., has filed articles of incorporation, with a capital of $4,000, to do a cigar and tobacco business.

Grant Heed has removed his cigar store from the Fuller Building, on West Washington avenue, to 35 Belvidere avenue, Washington, N. J.

James Stoykovich, cigar and tobacco dealer, of 113½ North Third street, Portland, Ore., was visited by thieves recently, who appropriated about $40 worth of cigars and tobacco.

C. F. Wilson, formerly owner of the Pacific Transfer Co., of Redlands, Cal., has purchased the cigar store formerly owned by J. W. Garth, in the Oxford Building.

F. A. Clark has purchased the cigar business of W. V. Davis at No. 4 Church street, Middletown, N. Y. Mr. Davis had been the proprietor of the establishment for twelve years.

The LePanto Cigar Company, of Chicago, Ill., has been incorporated with a capital stock of $12,000 by Joseph Charmess, Edward Steif, Sol. Lazar and Morris Beach.

Harry Zimmerman has installed a new line of cigars, etc., at 155 Pratt street, Meriden, Conn. The premises have been thoroughly overhauled and present an inviting appearance.

The cigar business of R. S. Hascall, at Beloit, Wis., has been sold to Lass & Philler both of that town. They are new in the business but well known locally.

A new cigar store has been opened on East Central avenue, Redlands, Cal., by W. J. Davenport. He will carry a complete line of tobacco, cigars and pipes.

The cigar business of G. M. Phelan, at Dover, N. H., has been permanently discontinued, and Mr. Phelan has removed from the town.

The United Cigar Stores Company has just leased a corner store at Granby and Plume streets, Norfolk, Va., and will open the first branch store in that city shortly.

Harry H. Bowers, tobacco dealer at Hagerstown, Md., has been adjudged a bankrupt. The liabilities are placed at $1,500 and the assets at $125.

The Stock Exchange Cigar Company has been incorporated at Oklahoma City, Okla., with a capital of $2000. The incorporators are Wells W. Miller, Lucy B. Miller and Will Fightmaster.

The cigar establishment of Dr. Wm. B. Greenberg, at 111 Bank street, Waterbury, Conn., was recently sold to J. K. Jemens, of Norwich, Conn., where he has been in the retail and wholesale cigar business for over twelve years.

The Bloom-Jacobson Company has been incorporated, at Chicago, with a capital of $20,000, for the purpose of dealing in cigars, tobacco, pipes, etc. The incorporators are Samuel Bloom, Harry Jacobson, William S. Case.

Lina Timmerman, who conducts a cigar store in the Longshoreman's Hall, San Diego, Cal., has brought suit for ejection against her former partner, Walter Lohrentz, claiming that he has never paid his proportion of the purchase money.

Joseph T. Snyder has opened a cigar store on Main street, near Chippewa, Buffalo, which makes the sixth store Mr. Snyder has in that city, as well as stores in Rochester, Syracuse, Cleveland, Pittsburgh, Allegheny and Niagara Falls.

Factory Notes

E. C. Rickenbach has opened a cigar store at 331 North Ninth street, Reading.

William Etter and Wallace Weaver, formerly of Quakertown, Pa., will open a union cigar factory at Plymouth, Pa.

Charles E. La Gesse, of Superior, Wis., has purchased the cigar factory of Matt. Gross, and will assume control at once.

The Follin-Wingo Company, of Charleston, S. C., manufacturers of tobacco, has increased its capital stock from $12,000 to $25,000.

Fire which destroyed the tobacco warehouses of Hilton & Alles, Judy Tobacco, Booth Tobacco, and Cow & Weaver, of Carlisle, Ky., caused a loss of $100,000.

The American Tobacco Company has been given permission to make extended alterations and additions to its snuff factory, on the south side of Barre street, Baltimore, Md.

The strike of cigarmakers at the factory of Bulit & Faust, 89 Wisconsin street, Milwaukee, Wis., has been declared off as the men have returned to work.

Pines Brothers have opened a new cigar factory at 24 Exchange street, Portland, Me., where they will manufacture a new cigar called the "Pines." A large local output is responsible for the new factory.

Benjamin Goldberg has purchased the cigar manufacturing business of Israel Bronstein, located at 22 Lafayette street, New Britain, Conn. The right to a registered trade-mark for a cigarette is included in the bill of sale.

The West End Improvement Company, of Quakertown, Pa., contemplates the erection of an $8000 cigar factory. A site on West Broad street is proposed, and considerable capital has been subscribed by citizens of Quakertown.

Thomas Murphy has opened a cigar store at 333 East Water street, Elmira, N. Y., which he will run in connection with his other store at Lake and Carroll streets. The new store is one of the handsomest in Elmira, being fitted with up-to-date furnishings.

The Guarantee Cigar Company, of Joplin, Mo., have opened a cigar factory at Oklahoma City, Okla., for the manufacture of high-grade cigars. The present force of twenty men will be increased from time to time as the business requires.

Charles Munson Dean died at his home, 109 West Eighth street, Bayonne, N. J., recently. Mr. Dean was for thirty years identified with P. Lorillard & Co., operating in Ohio and New Jersey, and later with the Continental Tobacco Company.

The Tonn Tobacco Company have leased the factory building at 91 to 101 Cambridge avenue, Jersey City, for a term of three years at an aggregate rental of $9,450. The building occupies a plot 100 by 150 feet.

The Eagle Pipe Works was incorporated at Louisville, Ky., recently worth a capital of $5,000, for the purpose of manufacturing pipes, cigars and cigarettes. The incorporators are John Wisebaum, I. Schaeffer, J. Hirschfield and G. Hischfield.

Henry T. Offterdinger, 504 Ninth street, N. W., Washington, D. C., has asked for bids for an addition to his cigar factory of a 33 x 91 feet, five-story building. He has recently purchased 3300 square feet of ground at the site 508 Ninth street, where the new addition will be located.

C. J. Kern & Co., cigar manufacturers, on South Division street, Grand Rapids, Mich., are now vigorously pushing the sale of their "Puritella" cigar. Edward Fox, one of the firm's salesmen, is doing remarkably good work in the exploitation of this brand, which is rapidly gaining in popularity.

The addition to the building occupied by the Terry Tobacco Co., at Brewton, Ala., is well under way and when completed will furnish about twice as much space as the company now have, which will be used for the manufacture and storage of cigars. The force of cigarmakers will also be increased.

The Johnson-Griswold Company, 210 New Jersey Railroad avenue, Newark, N. J., have incorporated with a capital of $20,000. They will carry a full line of tobacco, cigars and general merchandise. The incorporators are Ralph J. Griswold, Jacob Jacobs and Louis F. Dodd, with Frederic C. Johnson, statutory agent.

L. M. Strauss & Sons, who conduct the Enterprise Cigar Works, at Eighteenth and Orange streets, Argenta, Ark., have in the past eighteen years established an enviable reputation for the quality of their product. The leading brands are, "Honest Fives," "Arkansas Kids," "Railroaders" and "1911" in 5c. goods.

Max Rosenblood has opened a cigar factory at Montgomery, Ill., in connection with his factory at Aurora, where he will manufacture "Juan De Nova" in four sizes, and the "Latest" in three sizes. Mr. Rosenblood is a manufacturer of wide experience, having been engaged in the manufacture of cigars in Cuba prior to his coming to this country.

all that's new with JOBBERS and DISTRIBUTORS

Birmingham (Ala.) Jobbers Will Build.

R. D. Burnett, president of the R. D. Burnett Cigar Company, of Birmingham, Ala., announced a few days ago that the site now occupied by a jewelry firm on Second avenue, that city, had been leased by his firm for 20 years, and that they would erect a three-story building with basement, costing approximately $30,000.

The building to be erected will be occupied by the cigar company as a wholesale house exclusively, and it will occupy a lot 30x100 feet.

According to the specifications already prepared, it will be a thoroughly modern structure and fire-proof building of the most recent style of architecture. The interior will be handsomely arranged, and the latest humidors, fixtures and equipment for the handling of cigars will be installed. He said work would begin at an early date.

New Jobbing House at Aberdeen, S. D.

THE Wyatt Cigar Co., of Minneapolis, has established a branch at Aberdeen, S. D. For the present they are using a part of the Monogram store.

The firm proposes to do a jobbing business and to maintain permanent headquarters at Aberdeen, and are now looking for a suitable building.

The establishment is in charge of W. W. Austin, who, as soon as the business gets into a settled condition, will continue his road work as heretofore.

The company specializes upon the "Lawrence Barrett" ten-cent cigar and the "Tom Keene" five-cent cigar, made by Bondy & Lederer, of New York; the "Rigoletto" of E. A. Kline & Co., Cleveland, O., and "Webster" clear Havana cigar, made by Y. Pendas & Alvarez, of New York.

New Distributors for "Flor de Jeitles."

NEW distributors who have recently taken on the "Flor de Jeitles," manufactured by Jeitles & Blumenthal, Ltd., are the Rochester Grocery Co., Rochester, N. Y.; J. G. Florian, Buffalo, N. Y.; Wm. Edwards Co., Cleveland, O., and Levi Mendel Co., Columbus, O.

The "Flor de Jeitles" is a 5c. clear Havana smoke, put up in attractive packages and neatly banded.

Heretofore the sales have been limited entirely by the output of the factory, but now that arrangements have been made to increase the production, the manufacturers have taken on new accounts.

Omaha Branch Opened by Peregoy & Moore Co.

IN order to get in closer touch with the Nebraska trade, the Peregoy & Moore Co., of Council Bluffs, Iowa, have opened a wholesale cigar and tobacco branch house at 421 South Thirteenth street, Omaha, Neb., under the management of William Valentine. This firm is well known throughout the West as live distributors of live goods, including the Bondy & Lederer brands, and those from the Tornay-Fernandez Co., at Tampa, and others.

Binghamton Cigar Co. Incorporates.

THE Binghamton Cigar and Tobacco Co., of Binghamton, N. Y., has filed a certificate of incorporation with a total capital stock of $30,000.

The directors are Jesse C. Hoover, Arthur G. Wilson and F. B. Reynolds. They have for some time been doing an excellent business, and are now engaged in even more thoroughly exploiting the "Binghamton Club" cigar, which is one of their specialties.

Exploiting "Bank Note" Cigars in Chicago.

AN extensive advertising campaign is being conducted about Chicago by Clarence Hirschhorn & Co., distributors of the "Bank Note" five-cent cigar made by the United Cigar Manufacturers' Co.

As a special inducement, the distributing firm is offering to retailers a fine cigar humidor gratis with every thousand "Bank Note" cigars purchased. Thousands of certificates are also distributed broadcast entitling the bearer to one "Bank Note" five-cent cigar upon its presentation to any dealer. It is stimulating a tremendous sale for these goods.

Wisconsin Wholesale Grocers' President.

AT the annual meeting of the Wisconsin Wholesale Grocers' Association, held at the Plankinton House of that city on May 20th, C. J. Dexter, president of the Roundy, Peckham & Dexter Co., was elected president of the Association. Other officers elected were as follows: First vice-president, Wm. Hoffman, Milwaukee; second vice-president, Mitchell Joannes, Green Bay; secretary, F. J. Rickert, Milwaukee; treasurer, E. Imbusch, Milwaukee. The directorate consists of the following: C. J. Dexter Mitchell Joannes, Wm. Hoffman, T. F. Branham, J. F. W. Imbusch, E. E. Bemis and Edw. Dewey.

Williams Company Celebrating Their Centennial.

THE large New York wholesale grocer and cigar jobbing firm of R. C. Williams & Co., recently celebrated its centennial anniversary. The business was established in 1811 under the firm name of Mott & Williams. In 1821 it was changed to R. S. Williams & Co., and in 1851 to Williams & Potter. In 1864 R. S. Williams, the founder, died, and in 1882 the present firm name was adopted. They have occupied their present location since 1888. The business was reorganized in 1906 and at present consists in addition to the estate of R. C. Williams, of Edw. H. Sayre, who has been a partner since 1882; Wm. L. Juhring, who has been connected with the firm since 1891; Arthur P. Williams and Francis J. Dessoir, who have been members of the house since 1905. Souvenirs were issued containing illustrations showing New York scenes of 1811, when the business was founded. In addition, there is a showing of portraits of the members of the firm, together with illustrations of the present quarters and their prospective new building.

Chas. Straus, Cincinnati cigar jobber, expects to sail from New York City for Europe on June 13th, and will travel through Europe until the latter part of August.

Jobbing Trade Items

Clifford Roland, 724 Weiser street, Reading, Pa., is now engaged in the wholesale cigar business, and is making a specialty of the "Goosebone" cigar.

C. A. Just has succeeded E. H. Weiler as president of the E. H. Weiler Cigar Co., St. Louis, who resigned several weeks ago. Mr. Just has been secretary and treasurer of the company.

Sidney Herz, of Herz Bros., Waco, Texas, recently visited New York City and consummated arrangements for the exclusive distribution in Texas of the "Alvagar" Porto Rico cigars made by Alvarez & Garcia. The first shipment of these goods will have reached Waco within a very short time.

The William A. Stickney Cigar Co. have taken on the distribution of the "Royal Peer" cigars made by Jeitles & Blumenthal, Ltd., Philadelphia, and will distribute them in the St. Louis and Kansas City territory.

D. H. Moulsdale, of the Sanchez & Haya factory, was in San Francisco last week mapping out a Sanchez campaign in connection with Tillmann & Bendel, the San Francisco distributers of the goods. A lot of newspaper space is being used.

The establishment of W. H. & L. Huck, Pitsburg cigar distributor, was destroyed by a fire last week during a $300,000 conflagration in that city. The firm, which was located at Fifth and Liberty avenues, was one of the oldest establishments in Pittsburgh.

A. McCreary, a local jobber, of Indianapolis, Ind., has secured the distributing agency of the "Private Tip" cigar, made by Sig. C. Mayer & Co., of Philadelphia, which was formerly distributed by the Nichols Candy Co., of that city.

The W. B. Elam Co., of Richmond, Va., was recently incorporated to do a general wholesale and retail cigar business in that city. The company is capitalized at from $3000 to $10,000. The officers are all Richmond men, and consist of W. B. Elam, president; F. L. Butler, vice-president, and A. S. Gresham, secretary and treasurer.

Seraphin Ruell, of North Adams, Mass., has purchased a property on Center street, that town, which he proposes to use for a wholesale and retail tobacco business.

New Leaf Tobacco Regulations.

INTERNAL REVENUE COMMISSIONER CABELL has issued an amendment to the regulations governing the activities of retail dealers in leaf tobacco, which makes the following requirements:

"Retail dealers in leaf tobacco are required to register with the collector for the district before commencing of business, and annually thereafter on the first day of July of each year, under penalty of $50 for failure to do so. Collectors will require persons desiring to so register to file an application on the form 277 printed and distributed by this office, properly filled out and sworn to. The use of forms other than this furnished by the Department should be discouraged and the distributing by private parties of these blank forms should not be authorized. Persons desiring to register should notify the collector or proper deputy collector, who will at once supply the correct forms and all necessary instruction as to preparing the same. Upon receipt of the proper applications on form 277, the collector will immediately forward to the applicant the certificate of registry on form 641, which must be conspicuously displayed in the place of business of the retail dealer in leaf tobacco."

Cantrill's Plan to Protect Tobacco Growers.

Wants Government to Furnish Farmers With as Much Information as It Does the Buyers.

WASHINGTON, D. C., May 31.

CONGRESSMAN JAMES C. CANTRILL, of Kentucky, himself a tobacco grower, today announced a plan whereby he hopes to protect the tobacco-growing interests. After reciting how the growers are deprived of their fair profits through a combination of buyers, Mr. Cantrill said:

"The Government issues monthly a statement of the acreage and condition of the tobacco crop, and after cutting, a statement of the number of pounds being cured and its condition. Armed with these figures the buyers take the field. 'You've got a big crop this year,' they say to a grower of burley tobacco, for example, 'and we're over-stocked from last year. We have 4,500,000 pounds on hand and don't really need to buy at all, but will give you five cents a pound.'

"With the buyer armed with figures the farmer is at his mercy. The surplus in the warehouses may be merely imaginary, but his information concerning our stock is precise—furnished under Government seal.

"We ask, and I have a bill to that effect, that the Government give us as much knowledge of the buyer's stock as it gives him of ours. Other legislation, such as permitting the grower to 'twist' his tobacco without thereby becoming a manufacturer subject to tax, will also be urged."

Wabash Cigar Company Enlarging.

THE Wabash Cigar Company, located heretofore at 215 Devilliers street, Pittsburgh, have removed their office and factory to 48 Miller street, where they have much improved facilities for the manufacture of their popular brands of stogies.

The Wabash Co. would like to hear from live brokers and dealers in good territory who will be interested in taking on a line of stogies. They have had much success with their 2-for-5 "London Trophies," and also run the "Spanish Blunts" and "Wabash Big Havanas" at this price, while in 3-for-5 goods they produce the "Seal of Florida," "Day Star," "Pittsburgh Sticks" and "Factory No. 8 Specials."



"EL WADORA" DISPLAY AT STORE OF W. B. HALL, ERIE, PA.
A. A. Brugger, 2320 Sassafras St., Erie, Pa., is the distributor for that territory.



From The Tobacco World Bureau, 910 Hartford Building, New York.

Pirate of Gato Brand Covicted.

ANOTHER example has been set the pirates of cigar brands through the conviction of Samuel Kaufman, a Brooklyn cigar manufacturer, who is charged with selling cheap cigars put up in packages and labels imitating the "Mi Preferda" brand of E. H. Gato Cigar Co.

It was brought out during the trial before the Court of Special Sessions that Kaufman obtained the labels when Plate & Dietz, cigar box makers for Gato went in bankruptcy, and their assets were sold at forced sale. Kaufman, it was shown, disposed of his goods through a firm of licensed auctioneers, who sold the bogus "Mi Preferda" brand at ridiculously low prices.

Although the fraud was quickly detected, through the vigilance of Asa Lemlein, manager of the New York office of the Gato Company, it was decided to prosecute the guilty manufacturer and forestall, if possible, similar attempts. Kaufman was convicted under the New York Penal Code and sentence was reserved. It is expected that sentence will be imposed this week.

Fisher's T. P. A. Work.

LHARRY FISHER, of the Fisher & Yglesia Co., who has been elected chairman of the New York State Division of the Travelers' Protective Association, has also been appointed chairman of a committee to entertain the National officers in New York City after the close of the coming convention to be held in Philadelphia, June 10th to 14th.

A reception and entertainment will be given the outgoing and incoming officers at the Victoria Hotel, New York, which will be their headquarters while in this city, on June 17th.

Mr. Fisher, as chairman of the committee, will be assisted by George H. Smith, one of the state directors; George J. Logue, president of Post D; F. R. Vivartias, president of Post A, and A. G. Gray, president of Post B.

An elaborate program has been arranged including a little surprise for the entertainment of the officers and their wives, and the hospitality of the New York State Division wil be no doubt long remembered.

New Tampa Firm Opens New York Office.

An office has been optned by Streeter, Fernandez & Co., a new cigar manufacturing firm, at No. 56 Pine street, which will be in charge of Harry Prochaska, who was formerly connected with Mancebo, Muina & Co.

Morris Rossin, of the firm of S. Rossin & Sons, left for Europe a week ago.

New "Danton" Package.

THE new factory of the Fisher & Yglesia Co., at Tampa, is now in full operation. While somewhat delayed in filling orders which have accumulated so rapidly during the change of location, they are now making large shipments, and in a very short time will have caught up to a normal condition.

"The Danton," clear Havana cigar, the house's leading brand, is making new friends wherever it is placed, which is clearly demonstrated by the re-orders.

The present packings are with the new label and bands, and present a very attractive appearance.

Cayey-Gaguas Shipments Increasing.

AT the annual meeting of the Cayey-Caguas Tobacco Co., held in New York May 18th, the old officers were re-elected and favorable reports were received, among them being a cable from Harrison Johnson, resident manager in Porto Rico, stating that the cigarmakers' strike had been settled, and that the shipment of cigars will be resumed at once on a basis of a quarter million cigars a week. These shipments will be increased as rapidly as additional hands can be taken on.

Castaneda Cigars for the Elks' Club.

DAVE ESCHEMENDIA carried off the laurels as purveyor of fine cigars to the Elks at their magnificent new home in Forty-third street. The establishment is claimed to be one of the finest club houses in the world, and its banquet hall is unequalled for size and sumptuousness of its appointments.

Mr. Eschemendia is the general representative in the United States of the Castaneda (Havana) Cigar Factories, Ltd.

Mr. Leon Schinasi Now in Firm.

AN important announcement just made by Schinasi Bros., cigarette manufacturers, at 32-34 West One-hundredth street, New York, tells of the admission into this respected and old-established firm of Mr. Leon Schinasi, son of S. Schinasi, senior partner. The advent of the younger Mr. Schinasi means the enlistment of young blood which has proved its worth. The new partner is a thorough student of the cigarette business, well poised in business matters and an enthusiastic and hard worker. His presence in the firm cannot help but prove beneficial.

Wm. Waterman, of Waitt & Bond, manufacturers of the "Blackstone" cigar, at Boston, Mass., was a recent visitor in New York.

New York Notes

S. Lowenthal & Sons, packers of seed leaf and importers of Havana tobacco, have adopted a special trade mark for the distinction of their goods, consisting of "S. L. S." made into a monogram within a diamond outline, and which is to be stamped on every case and bale coming from this firm's establishments.

As the result of a tobacco transaction between F. C. Nevelle, of Avon, Conn., and M. Adler & Co., of New York City, the latter has been sued for $216.61 for an amount alleged to be due Nevelle on the transaction, which took place April 1st, 1909. An attachment has been made upon tobacco belonging to the defendant and at Suffield, Conn.

The old Cosio Building at Maiden Lane and Water street is now being occupied by Klein & Greenbaun, cigar manufactuers, who have removed from 256 Pearl street. The premises were previously occupied by the Montauk Cigar Co., who have removed to Maiden Lane and Pearl street.

At a number of the United cigar stores throughout New York the famous "Stachelberg" clear Havana cigars, from the Tampa factory of M. Stachelberg & Co., have been placed on sale.

Morris V. Adamo, doing business as M. V. Adamo & Co., at 461 Sixth avenue, New York, has had a petition in bankruptcy filed against him by Chas. Schavrien, a creditor. The assets are estimated at $2,000.

Francis H. Leggett & Co., wholesale grocers and cigar jobbers, have removed their general offices to the corner of Franklin, Leonard and Hudson streets, in order to devote their old building entirely to warehousing and shipping purposes.

Phillip Lang, of Lang & Co., Portland, Ore., cigar jobber, has returned to his home after spending several days in New York City.

Maurice Wertheim, the affable secretary of the United Cigar Manufacturers' Company, of New York, is making a brief trip to Europe.

Chas. H. Eggert & Bro., Brooklyn, N. Y., have incorporated with a capital of $50,000. The incorporators were C. H., F. W. and F. Eggert, all of Brooklyn.

B. Bercovich, cigar jobber, of Oakland, Cal., was a recent visitor in New York.

Annual Outing of Nicholas Forces.

THE regular annual outing of the employees of the importing house of G. S. Nicholas & Co., will be held this year on June 25th, at Duer's Whitestone Landing, L. I. By a chartered steamer the party will be conveyed from Recreation Pier at East Twenty-fourth street, leaving at 9 o'clock, and a breakfast will be served upon their arrival at Duer's. It is also planned to serve a dinner at 6 o'clock, after the day has been spent in games and athletic sports.



MR. FRED. BAUER

Fred Bauer Joins Steiner's Selling Staff.

FRED BAUER, the subject of the above, has been a salesman of cigar labels, bands, etc., for nearly thirty-two years, during sixteen years of which he was in the employ of one firm. Recently he joined the selling staff of Wm. Steiner, Sons & Co., and will represent them in several of the Middle Atlantic States.

Mr. Bauer probably has as large an acquaintance in the cigar trade as any man engaged in the lithographic industry, and also has a host of friends who are always glad to see him. His geniality is almost boundless and he is everywhere known as a hale fellow well met.

This change is a complete evolution for Mr. Bauer, who many years ago sold goods to the Steiner firm. Of course that was before they were manufacturers of so extensive a line.

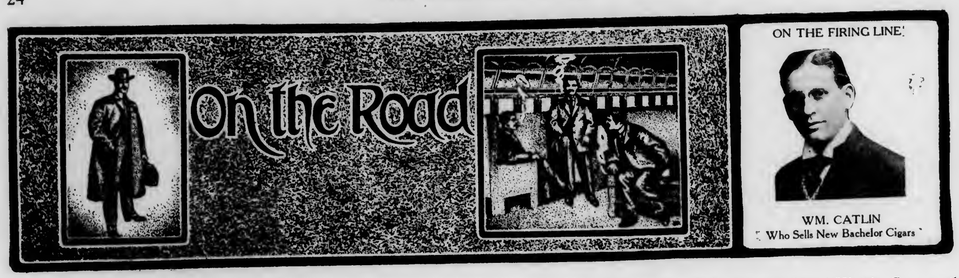
Although it has been only a couple of weeks since the new arrangement went into effect, Mr. Bauer has made a number of good sized sales, which have encouraged him to the point of more than usual activity. He is at present covering Pennsylvania territory.

From the fact that he has been so long engaged in this line, one might infer that he was a man of advancing years, but just take a good look at his face, and convince yourself that he is just in the prime of his life, having begun the work when a mere boy.

Labor Scarce and High in Porto Rico.

LATE advices from Porto Rico state that all the cigar factories recently affected by the strike have resumed work and the strikers are fast returning to their benches. It will be some time before the output will become normal, and conditions are still somewhat unsettled.

In bringing about a settlement, it is necessary to concede an advance of $1.50 to $2 per thousand to the cigarmakers, and as the manufacturers claim that their goods have always been sold at a close margin, they state that the new wage scale will handicap them seriously, especially on their five-cent grade of goods. Labor is very scarce and not particularly competent, and it is predicted that some of the bigger manufacturers may be compelled to import the tobacco and make the cigars in this country.



Popular "New Bachelor" Salesman.

William Catlin is an ardent advocate of the "New Bachellor" as a 5-cent cigar of quality. He has been selling the goods of T. J. Dunn Co., of New York, for a number of years, and informs us that their product is selling more largely than ever before.

He handles the "New Bachellors" in five sizes, and continues to cover New England, New York, Pennsylvania, New Jersey, Delaware, Maryland, West Virginia, and in the South to Florida.

In addition to the "New Bachellor," Mr. Catlin also finds much pleasure in offering the "Robert Mantell" and "Cherry Diamond" as attractive 10-cent lines.

We are informed that there has lately been a noticeably increasing demand for broad leaf goods and that 1910 was the largest that Mr. Catlin has ever had in volume of business, and he had every hope of exceeding it during 1911.

E. G. Dunlap, general representative with Arguelles, Lopez and Bro., recently covered the jobbing trades of Kansas City, St. Louis and other middle western points.

M. A. Funk, sales manager of the 44 Cigar Co., of Philadelphia, has been conducting a campaign through Pennsylvania and has rendered some valuable assistance to their numerous distributors.

R. C. Magee, representing P. C. Fulweiler & Bro. Co., Philadelphia, recently visited the jobbing trade in Cleveland, Ohio.

O. L. Myers, representing the 44 Cigar Co., has just completed a trip through the Middle West, on which he met with exceptional success and did a large volume of trade on the "44" cigars.

J. F. Lamm, formerly representing Strater Bros. Tobacco Co., of Louisville, has resigned his position with that house and has joined the staff of Larus & Bros. Co., of Richmond, Va., in his former territory. He will continue to make Chicago his headquarters.

F. C. Witsell, representing the importing house of Geo. W. Nichols & Co., of New York, was recently visiting Cincinnati and reports a good business on their clear Havana offerings.

T. T. Patterson, a representative of the Cliff-Weil Cigar Co., Richmond, Va., has been filling his order books for the leading lines of this house upon visits to Georgetown and other points.

Peter Dale, who was at one time connected with the cigar jobbing firm of Louis P. Deshler Co., at Indianapolis, has now joined the selling staff of Donohue & Eaton, of that place.

A. W. Thompson, representing Bayuk Bros., makers of "Havana Ribbon" cigars, in Philadelphia, is reported to be doing a fine business through the West.

James C. Glaccum, of Wm. Glaccum & Sons, New York, is now on an extended tour and expects to reach the Rocky Mountain regions before returning to office headquarters.

Edw. Schaefer, representing John G. Spatz & Co., of Reading, Pa., is at present visiting the trade in the Middle West. While in Cincinnati recently, he met with much success.

Harry Rinaldo, representing the Ferdinand-Hirsch Co. on the Pacific Coast, with headquarters at San Francisco, has recently visited Los Angeles and other points in Southern California.

H. M. Munson, with M. Melachrino & Co., New York cigarette manufacturers, returned to Minneapolis, after a two months' tour through the Pacific Coast States.

R. P. Horn, city representative of Moore & Jones, jobbers, at Nashville, Tenn., has been doing some good work on the "El Mosico," made by the S. R. Moss Cigar Co., of Lancaster, Pa.

H. Anton Bock & Co., of New York, were recently represented in Toledo and other Ohio points by Frank J. Horning.

John W. Surbrug, Jr., general manager of the Khedivial Company, at New York, was a recent visitor in Chicago, and in company with a local representative, J. E. Flynn, he made many new acquaintances.

F. J. Horning, with H. Anton Bock & Co., wes recently a visitor in Toledo, Ohio.

Sig Mayer, with F. Lozano, Son & Co., was recently a visitor at Sioux City, Iowa.

Roman Dobler, Eastern representative of V. Guerra, Diaz & Co., is at present covering Pennsylvania and New York States.

J. C. Revercomb, a representative of Bayuk Bros., Philadelphia, has recovered from a recent illness and is now covering Southern territory.

Henry Kerns, representing the Coraza Cigar Co., of Milwaukee, was a recent visitor among the trade at Indianapolis.

Jackson H. Kelley, representative with Salamon Bros. & Stern, after a short trip through New York State, is now covering the West.

J. J. Planco, of Ruy Suarez & Co., makers of the "El Planco" cigars, has been recently touring Michigan with gratifying results.

Val. G. Keogh, with John W. Merriam & Co., of New York, has been making a thorough canvass of the trade in Minneapolis, Minn.

E. R. Lincoln, with P. Pohalski & Co., is off for a short trip through Europe.

Enlargement of Bridgewater (Mass.) Cigar Factory.

THE Druggists' Manufacturing Association, who for the past year have manufactured cigars at their plant on High street, Bridgewater, Mass., have experienced a steady growth in their business, necessitating an increase in their facilities. They have secured the Miller factory on Hale street, and are now in a position to employ from thirty to forty cigarmakers, whereas ten to twenty were employed in their old plant.

The Association is incorporated under the laws of Massachusetts, and has a capital of $50,000. Arthur E. Copp, of Bridgewater, is president.

James M. Pike, the tobacconist, at Pike's Corner, Lynn, Mass., is the subject of an involuntary petition in bankruptcy, filed against him a few days ago by the Marlboro Cigar Co., United Tobacco Co., and Edwin U. Harrington, wholesale tobacco dealer, of Boston. Pike has been having financial troubles for several months and his affairs are in a somewhat tangled shape.

Raising Fund for War on Wrapper Tariff.

Philadelphia Leaf Board's Legislative Committee Will Send Out 25,000 Letters Appealing for Support.

AN aggressive campaign to arouse and unite the sentiment of the tobacco trade in favor of a reduction of duty on imported wrapper tobacco has been started by the Philadelphia Leaf Tobacco Board of Trade.

This action was taken at an enthusiastic meeting held in the Harris Club, this city, on the afternoon of May 25th, when a committee of five, to be known as the Legislative Committee, was appointed to formulate plans for the promulgation of this movement.

This committee, consisting of John R. Young, Julius Vetterlein, Felix Eckerson, Harry W. Bremer and Sidney Labe, has already started a subscription list for funds to carry on this work. Nearly $2000 has been subscribed, and it is planned to mail out 25,000 letters to the leaf tobacco growers, packers, importers and jobbers and cigar manufacturers throughout the country, inviting their co-operation in breaking down the tariff barriers.

At the suggestion of the members present, a letter was addressed to A. B. Hess, the newly elected president of the National Cigar Leaf Tobacco Association, asking him point-blank what action he intended to take relative to the fulfilment of the resolution adopted at the Lancaster convention calling for a reduction on imported wrapper tobacco.

Considerable resentment was shown over the apparent efforts of the former executives of the Association to forestall tariff legislation by enforcing a resolution adopted at the Baltimore convention, which made it necessary to have a three-quarters vote of the convention necessary to authorize the officers to act on tariff matters.

In order to ascertain whether this former ruling was valid, an opinion was obtained from former Attorney-General of Pennsylvania, W. U. Hensel, an extract from which is quoted in the letter sent to President Hess.

This letter, mailed May 25th, reads as follows:

Philadelphia, May 25, 1911.

Hon. A. B. Hess, President,
National Cigar Leaf Tobacco Association,
Lancaster, Penna.

Dear Sir:—

The Philadelphia Leaf Tobacco Board of Trade at a large meeting held yesterday adopted the following resolution:—

"That the Secretary be instructed to communicate with the President of the National Cigar Leaf Tobacco Association, and request that he notify this Board what course of action he intends to take relative to carrying out the instructions contained in the resolution adopted at the Lancaster Convention, relative to a reduction in the rate of duty on Imported Wrapper Tobacco."

In compliance with the instructions of the Board, the above resolution is sent you with the request that you kindly reply by return mail.

It may be well to say that the Philadelphia Board has asked for an opinion from the Hon. W. U. Hensel, as to whether the resolution adopted at Lancaster is binding on the officers elected at said convention notwithstanding the resolution adopted at Baltimore, 1909, and in brief, his opinion is:—

"The resolution adopted at Lancaster is the last deliverance of the body, and neither that or the resolution adopted previously at Baltimore being in the nature of a fundamental law, the last is controlling. In my opinion the Lancaster resolution is, therefore, in force and should be respected by the officers of the Association, notwithstanding that it was adopted by a slender majority, it expresses the sense and views of the convention, and in my opinion should be respected by the executive officers until it is either modified or reconstructed."

In accordance with this opinion of a former Attorney General of this Commonwealth, the ruling of President Cullman was in error, and we firmly believe that the present officers should carry out the instructions contained in the resolution adopted at Lancaster.

Awaiting your reply, I am,

Respectfully yours, J. S. Batroff,
Secretary.

Up to the present, Mr. Hess has not replied.

The Board's Resolutions.

The action of the Philadelphia Leaf Board was summarized in the following resolutions, which were passed:

Whereas, The conditions now existing in the tobacco trade are such as to not only cause serious apprehension as to the future of the business, but demand that this Board at this meeting, not only carefully consider existing conditions, but adopt measures which will be in the interest of a majority of our membership as well as a majority of those engaged in the tobacco industry.

Whereas, The rapidly decreasing number of customers of every leaf tobacco dealer is evidence of the fact that there must be a basic cause for these existing conditions, and in the opinion of many who have studied the question carefully this basic cause is the existing rate of duty on wrapper tobacco, and

Whereas, The Philadelphia Leaf Tobacco Board of Trade in meeting assembled after a full discussion of the above conditions believe it a duty to the members as well as to their customers to take the initiative in a movement to change existing conditions, therefore be it

Resolved, That the Philadelphia Leaf Tobacco Board of Trade by unanimous vote directs the President to appoint a Committee of five (5) to be known as the Legislative Committee and that they be and are hereby instructed to immediately formulate and carry out plans to ascertain the opinions and sentiment of the leaf tobacco growers, packers, importers, jobbers and cigar manufacturers of the entire country, relative to a decided reduction of the duty on wrapper tobacco imported into the United States, and further be it

Resolved, That this committee shall have full power to use the funds of this Board, to solicit subscriptions and use the same as a majority of said committee shall direct in carrying out the foregoing resolution, and further be it

Resolved, That the said Committee shall at a meeting of this Board to be held Tuesday, June 27th, report in full detail the work done, results ascertained and amount of money expended, and in addition thereto make recommendations to this Board of definite and exhaustive plans to secure from the Congress of the United States a decided reduction of duties on wrapper tobacco, if in their judgment it has been determined by the preliminary work of the Committee that such reduction is desired by a majority of those interested in the growing, packing, importing and selling of cigar leaf tobacco and of the cigar manufacturers and their employees.

At the next regular meeting of the Philadelphia Association the Legislative Committee hope to make a strong report outlining a definite plan of action, provided the responses to their first letters mailed to the trade warrant a continuance of the campaign.

New Owners for Castaneda Factories.

RECENT advices from Cuba are to the effect that the Castaneda (Havana) Cigar Factories, Ltd., have changed ownership, and that the control has been acquired by a new English company.

For some years past these factories have been owned by an English house and its management has been directed from London. The local managers were advised by cable from London that the business had been taken over by new people, consequently the employees were paid off and the factories temporarily closed pending the final consummation of the transaction.

Penn Cigar Company's New Factory.

GROUND has just been broken in Pittsburgh by the Penn Cigar Company for the erection of a first-class, modern four-story cigar factory, to be utilized by them in the manufacture of their stogies and brands of tobacco.

The factory is located at one of the most desirable points in Pittsburgh, facing one of the city parks, and the site was selected with an eye to comfort and cleanliness.

The plans of the new structure provide for a smoking room, as well as a dining room for the employees, and it is the firm's intention to serve at the noon hour light meals to all their hands, free of cost.

The Penn Co. have been featuring "Red Rabbit" stogies.

PHILADELPHIA.



Mitchell-Fletcher Cigar Business Growing.

MITCHELL, FLETCHER & CO., with stores at Twelfth and Chestnut, Eighteenth and Chestnut, Germantown and Atlantic City, recently received large shipments of cigars from F. Garcia & Co., Lozana & Co., Lopez and H. Cortez, of Tampa, Fla. Aside from the Tampa goods, this firm has been specializing on a brand of their own called "Mitchell-Fletcher," in seven sizes, ranging in price from $5 to $10 per hundred, and a new size of "Cronk's Mixture" in ten-cent tins for pipe or cigarette. "Phoebus" stogies, too, are selling freely.

"Mifleco," a Porto Rico product, is being imported under the Mitchell-Fletcher brand in five sizes, ranging in price from $5 to $12 per hundred; this gives the smoker Key West, Tampa, Havana, Porto Rico and Manila cigars, which, with the popular domestic lines, furnish an assortment that should satisfy the taste of the average smoker.

Blu-J Tobacco Co. Organized.

THE Blu-J Tobacco Co., which has been manufacturing and marketing a stogie for several months past, will soon be incorporated by J. Harvey McHenry, Coates Coleman and S. S. Shivers, all of whom are well known to the trade.

This business has met with considerable success, and it has been found necessary to procure more extensive quarters, which they found in premises at Third and New streets.

J. Harvey McHenry, the head of the company, who is also doing business as a manufacturer's agent, will within a few days also remove his offices to that location.

Sam Bayuk's Return.

SAMUEL BAYUK, of Bayuk Bros., returned to Philadelphia from his European trip on Saturday last week. His return was a little earlier than was expected, but he had attended several inscriptions at Amsterdam and procured a goodly supply of Sumatra tobacco for their factory needs, and which will be used in the production of their well-known "Havana Ribbon" cigars.

Mr. Bayuk found highly satisfactory conditions prevailing at the factory, and Mr. Shea, the office manager, was able to show Mr. Bayuk a fine report of business during his absence.

E. P. Oakes, of the selling force of Dave Echemendia, representing the Casteneda Havana Cigar Co., Ltd., called on Philadelphia trade recently. Mr. Oakes was at one time salesman for Godfrey S. Mahn in New York City.

Cressmans to Have New Factory in Allentown.

GROUND was recently broken in the northwestern part of Allentown, Pa., for a three-story, 35 by 120-foot building, to be used by Allen R. Cressman Sons, Philadelphia, makers of the "Counsellor" cigar. The building, when completed, will cost approximately $15,000, and will be a thoroughly modern structure in every respect, with a capacity of about 500 hands.

September 1st is the date set for occupancy of the new building.

Wisconsin Packers Visiting Philadelphia.

WITHIN the past ten days, THE TOBACCO WORLD was honored by a visit from S. B. Heddeles, of Janesville, Wis., who is one of the best known leaf tobacco packers in the Wolverine State. Mr. Heddeles was accompanied to this city by Sanford Soverhill, who is also in the tobacco business at Janesville, and together they spent several days in this city, after having visited New York and other Eastern points.

Mr. Heddeles expressed his regrets at not being able to remain long enough to attend the National Convention of Leaf Tobacco Men, at Lancaster, but various business matters of pressing nature required his early return to his home.

Vanaman's Fifteenth Street Store.

THE cigar store of M. C. Vanaman at 102 North Fifteenth street, which is the second establishment to be owned by the same proprietor, has made a remarkable record during the ten months that it has been in operation. Heretofore, cigar stores have not been doing so well in the immediate vicinity of Fifteenth and Arch streets, but Mr. Vanaman has introduced a number of novel features and is steadily drawing more trade to the establishment.

Samuel Jacobs, of Hilbronner & Jacobs, has just returned from a flying trip through the Middle West, covering Cleveland, Detroit and other important points. He was obliged to make a short visit only, owing to the fact that Mr. Hilbronner, of this firm, was making preparations for a few weeks' trip through the South, and was anxious to return before the Fourth of July holiday.

Business has revived very substantially with the Juan F. Portuondo Cigar Manufacturing Co., and both their Philadelphia and Sellersville factories are now in operation with a full complement of hands.

Mr. Aarons, representing Garcia & Vega, made the rounds in Philadelphia last week.

"Doc" Ansley, booster of "Jose Vile" in Philadelphia, reports repeat orders coming in a very satisfactory manner.

Mr. Myers, of the Cortez factory, combined business with pleasure in a recent trip to Philadelphia.

Mr. Michaels, of F. Lozano, Son & Co., opened several new accounts in Philadelphia recently.

T. H. Hart & Co., makers and distributors of the "Leda" cigar, report business good and active.

Z. S. Shaffer, a York, Pa., cigar manufacturer, was a visitor in Philadelphia on Monday last.

Mr. Pledies, selling representative for "Mignon" cigarettes, has sufficiently recovered from a severe attack of pneumonia to be the guest of Constantin Stephano in the latter's cottage at Atlantic City.

The new addition to the Luckett, Luchs & Lipscomb factory at Gilbertsville, Pa., is now nearly completed. The firm has been patiently awaiting the completion in order that they might have the benefit of the increased facilties which it will afford.

A. Runge & Co. have been featuring the "Milo" (Mon Caprice) manufactured by the Surbrug Company of New York, in attractive window displays which were installed by H. P. Farrend, Surbrug's local representative.

Quite an effective window display was on exhibit last week at the store of M. B. Arndt, at 702 Chestnut street, in which there were shown "El Provedo" resagos, which are selling quite largely at this store.

J. G. Atherholt, dealer, at Broad and Chestnut streets, recently added a line of "Webster" clear Havana cigars, made by Y. Pendas & Alvarez, to his stock of high-class goods, and proposes to feature them strongly.

Thomas A. Ogden has completed a thorough renovation of his store at 6 North Third street, and with its new coat of paint it looks quite scrumptious. He informs us that business is "picking up."

John H. Baker, cigar manufacturer, of York, Pa., was a recent visitor to Philadelphia, and came here to see his wife, who had been ill in a hospital, and who appeared to be on a fair road to early recovery.

H. N. Heusner, cigar manufacturer, of Hanover, Pa., was visiting the jobbing trade in Philadelphia and vicinity recently. Mr. Heusner is the manufacturer of the "El Fabico" brand of nickel cigars.

Jacob Labe has wired B. Labe & Sons from Amsterdam that he purchased 150 bales of Sumatra tobacco at the sale held there on Saturday last. Mr. Labe will attend several more inscriptions before returning to his home here.



Advertising "44" Cigars at Atlantic City

Advertising "44" Cigars.

THE above illustration shows the yacht "A. C. Tresselt," at Atlantic City, N. J., which is being utilized in advertising the "44" cigar of the 44 Cigar Co., Philadelphia.

Max Lipschutz, advertising manager of the 44 Cigar Co., spent several weeks in Atlantic City in exploiting the "44" five-cent and "Adlon" ten-cent cigars, and met with encouraging results. In addition to chartering the "Tresselt," they also literally covered the city with "44" placards and "Adlon" signs, and the goods are on sale in practically every retail stand in the resort.

After thoroughly covering Atlantic City, Mr. Lipschutz returned to Philadelphia to direct his attention to other locations, which in turn will be given a similar boost.

Mahn, Jr., Invents a Pipe.

BERTRAM S. MAHN, son of Godfrey S. Mahn, has just patented a pipe with the object of securing a cool smoke in a short stemmed pipe. Mr. Mahn has subjected the pipe to severe tests, and so far it has proved itself equal to every emergency. It is Mr. Mahn's idea to interest pipe manufacturers in his new product.

Dalton Gets New Havana Account.

M. J. DALTON & CO. have become distributors for C. E. Beck-Co., one of the most exclusive factories in Havana. During Mr. Dalton's recent visit to Havana he was presented with several cigars from these factories and was so impressed with their exquisite flavor and fine workmanship that he immediately arranged to control this account for Philadelphia and vicinity.

Samuel C. Jeitles, of Jeitles & Blumenthal, Ltd., returned to Philadelphia last week after a successful six weeks' trip through the Middle West, as far as Kansas City. While on the road, he opened a number of new accounts.

The Godfrey S. Mahn Co. recently added a salesman to their force, who it is expected will cover the Middle West. His initial trips in nearby territory appear to have been quite satisfactory, and the Mahn product will in the future be more thoroughly exploited than ever before.

E. A. Condax, of E. A. Condax & Co., New York, talked cigarettes to Philadelphia trade last week.



Key West Factories Forced to Enlarge.

Unprecedented Demand for Cigars Keeps Manufacturers Alert---Notes of the Factories.

KEY WEST, FLA., May 26, 1911.

EACH month shows an unprecedented increase in the output of cigars in Key West. Practically all of the manufacturers are working under cramped conditions and many of them are looking for larger quarters, others have already made additions or rented adjacent buildings in which to seat cigarmakers.

For a time, there was a dearth of cigarmakers but for the last two or three weeks, men have been flocking to Key West, attracted by the prosperity of the trade and the demand for men. All good cigarmakers find work immediately after they arrive in town and they can work as long as they want to. The question of a limit is not thought of here any more, the men are permitted to make as many as they can, provided, of course, that the workmanship is up to the high standard insisted upon by all of the manufacturers. Probably one of the reasons that the Key West cigar is so popular to-day is the fact that the manufacturers never lose sight of the fact that they have a high standard of workmanship to maintain and no matter how much they are rushed, they never allow the workmanship to be slighted.

All of the manufacturers are interested in the new crop of tobacco, and many of them are contemplating trips to Cuba to look over the material. Several have already gone and are in different parts of the island at the present time. No one has expressed an opinion as to the quantity and quality of the crop as yet from observation, but conditions seem to favor a good crop and of excellent quality.

The work on the new cigar box factory is progressing rapidly and it is expected to have the plant in operation within a few weeks. Superintendent Bellman of the factory has just returned from a trip to Cuba where he went to look over the cedar wood situation. When he starts operation, Mr. Thompson, the owner, will transport the wood from Cuba in his own schooners and by this means will reduce to a great extent the cost of manufacture by having the cost of transportation reduced to a minimum, this will of a necessity enable him to offer his products to the cigar manufacturers at a minimum cost. A printing plant will be operated in connection with the box factory, in fact, everything in connection with the manufacture of a box will be contained in the plant.

President E. H. Gato, of the E. H. Gato Cigar Co., has been in Key West for several days in connection with the building of his new factory on the South Beach. The contract has not been let as yet as Mr. Gato has not fully made up his mind as to certain details of the building but it is thought that the matter will be closed in a few days and the actual work of construction started. Mr. Gato is superintending the work of leveling the lot and getting it into condition for the building operations. About three hundred more cigarmakers have been added to the Gato forces within the last few days, the men being seated in the new addition, just completed.

R. Fernandez, of the R. Fernandez Havana Cigar Co., returned home this week from an extended trip through the Middle West, a large part of the time being spent in Chicago. Mrs. Fernandez will remain in that city for the summer.

The Cortez Cigar Co., finding that it was impossible for them to keep up with the demand for their goods with their present quarters, have leased the building adjoining their factory where a force of carpenters is busy preparing the place for occupancy. When it is completed, they will be able to seat nearly one hundred more cigarmakers. An enclosed passageway is being built, connecting the old factory building with the new addition.

Chas. R. Wolf, of S. Wolf's Sons, will leave in a few days for an extended trip through the country in the interest of his firm. Whenever he takes these trips, Mr. Wolf can be counted upon to add many new customers to their already growing list and to also increase the orders of those already using the "Lukos" brands.

Workmen started this week on the erection of the new section to the Havana-American factory. The first section of the concrete has been laid and it is hoped to have the building ready for occupancy during the month of October. A. L. Sylvester, head of the leaf department of the American Cigar Co., was a visitor at the Havana-American offices this week, calling upon Manager H. E. Mahoney.

Jose Aranga, of the M. Valle Ca., of Tampa, and Salvador Rodriguez, maker of the "Charles the Great" cigar, visited Mr. Mahoney last week, they were on their way to Cuba.

Francisco Fleitas, of S. & F. Fleitas, returned home this week after a visit of several weeks in New York. Mr. Fleitas reports a very satisfactory increase in the demand for the "Homerica" brands.

President John Wardlow, of the Ruy Lopez Ca., has returned to Key West after a short business trip to Cuba.

Ramon Ferlandez, of the Fernandez, Lopez Co., returned from a business trip to Tampa this week and left to-day for Cuba where he will look over the new crop. His factory is rushed with orders and the demand is increasing.

At the Martinez-Havana factory, they are put to it to keep up with their orders, never in the history of the company has the output been as great as at present.

N. B. RHODES.

Fendrich May Leave Evansville.

IT would appear from the press dispatch from Evansville, Ind., that the conditions surrounding the rebuilding of the H. Fendrich cigar plant are not at all satisfactory to the heads of the firm, and that it is quite within the bounds of possibility that the business may be removed to a site in the East. John Fendrich, the head of the company, was in Philadelphia a few days ago, and admitted that he had a very favorable offer to have him locate their plant at that point.

It seems that John Fendrich bought a large site in Evansville, recently, practically, the only one suitable for his purposes, and that the leaseholders have thrown so many obstacles in his path, while he was looking toward the erection of a new plant at once, that as a result the city may lose the industry.

As a matter of fact, the Fendrich goods are known nationally, and it makes little difference now, at what point they are made. The removal of this big factory, however, would mean a tremendous lot to a town like Evansville, when it is considered that 1200 hands are regularly employed.

Opal Onyx Humigars.

THE advertising manager of the Bishop-Babcock-Becker Co., of Cleveland, O., recently got out a circular entitled "Inspiration and Profit," which was well calculated to boost the use of the Opal Onyx Humigars, manufactured solely by this well-known concern. It is rather interesting reading, and is presented herewith as follows:

"There are some men who can find an inspiration—and then profit by it—while others could not find the keyhole to the door of prosperity with a million candle-power searchlight!

"The appetite for tobacco is not hereditary, but the common taste for cigar-store fixtures must be; else why are the interiors of cigar stores to-day, the same old doleful, rusty-colored, snuff-tinted holes-in-the-wall that were prevalent in Bagdad just after Caliph Haroun Al Rashid introduced tobacco?

"Oh! you cigar dealer, take a walk, or a drive, or a street car trip, or a railway journey, and enter a place that is fitted out with Opal Onyx Humigars. Confer with the progressive souls who own and conduct them, and you will soon find yourself licking and sticking a stamp on a letter addressed to The Bishop-Babcock-Becker Company, of Cleveland, Ohio, who manufacture them.

"Then let us ask what you have found with your eyes that were dazzled by the beautiful interior? What have you learned from the man who owns the Opal Onyx Humigars, and knows their actual, positive value?

"Quite a lot, haven't you?

"Opal Onyx Humigars keep the cigars—ALL THE TIME—at exactly the proper degree of moisture; and you know that when a cigar dries out all the wet sponges this side of the Caribbean cannot bring back its original flavor; and your old system lets it dry out a dozen times a month. Your old wooden cases absorb the moisture, produce mould, and throw that fungus taint back again right on your choicest cigars.

"You have inspected an Opal Onyx Humigar interior which draws trade as sweets draw flies which inspires the dealer and his clerks to their utmost efforts in salesmanship, and to be in harmony with their surroundings; which advertises the business to amateur and connoisseur alike and makes them walking delegates for your prosperity.

"It is this being everlastingly awake to opportunity that will aid you in scaling the busines heights that are within the reach of every noraml cigar dealer."

Charles Irwin, formerly of Grand Rapids, Mich., has accepted a position in the cigar factory of John Clark, which is located in the Colligan Block, Watertown, N. Y. Both men are experienced cigar men, and a bright future is predicted for the enterprise.

Cleveland Factories Busy on Orders.

CLEVELAND, OHIO, May 29.

THE warm weather seems to have opened things up in good shape, as the cigar factories are all reporting good business. There have been a great many salesmen in town the past week or so; in fact, more than for some time past. Some of the travelers who have been here are:

Thomas F. Gray, of the Garcia Pando Co., with Havana cigars. M. Greenbaum, of Calero & Co., is expected here most any day. C. L. Weaver, of the Deisel-Wemmer Co., of Lima, has returned to Cleveland with the "San Felice" and "El Verso" cigars. John Slater, of the John Slater Co., with hand made and mold seed stogies.

A. Kaufman, Frank Horning, of Bock & Co.; Ben Lesser, of Lozana, Son & Co.; Fred Suss, of R. Steinecke Co.; E. Scherming, of Alvarez & Garcia; Mr. Levy, of D. M. Frank & Co.; L. C. Pollock, of the Havana Stogette Co., were all visitors of Cleveland the past week.

The window display feature of Polster's well-known cigar store is made up of "La Saramitas" and "Little Saras," manufactured by the Shields-Wertheim Co.

Mr. Reid, formerly of the Wilkes-Reid Co., has joined the Snyder stores. J. T. Snyder reports business to be very good.

Mr. Rorheimer, of the Rorheimer Sons, state that business is good at this time.

Marcus Feder reports a very heavy demand for "London Whiffs" and "Wall Street Pointers," their two leading lines.

J. B. Shields, of the Shields-Wertheim Co., states that all the men on the road are sending in good reports.

E. A. Kline, of the E. A. Kline Co., just returned from a short trip West, and brought with him good reports and large orders. The factory is rushed, turning out "Rigoletto," their leading ten-cent cigar, "El Symphonic" and "Lettergram" a five-cent line. D. Lamont is in Chicago; William Lineaweaver is in Duluth; C. J. Duddleston is in Indianapolis, and J. E. Ferry in Wheeling, W. Va. All are sending in good sized orders.

Fred Gollmar, manager of Stranahan's two stores in the Arcade, reports that busines is fair, but not as good as it has been, because of the fact that the weather has been so very favorable. When weather is not good, the people use the Arcade much more frequently, and consequently create larger business for them.

The stock and fixtures of the Wilkes-Reid Co., who recently failed, were turned over to a committee of creditors, who have sold same, and creditors will share pro rata in distribution.

In the matter of L. G. Kraus, the 9th street broker who failed, a composition of twenty per cent. was confirmed in the U. S. District Court.

WEIL.

Illinois Passes Anti-Cigarette Bill.

BY a vote of 93 to 4 Illinois has placed cigarettes under the ban. A similar measure has appeared regularly for several years past as a pet measure of Miss Lucy Page Gaston, and in one session it was placed upon the statute books. A joker had been slipped in, however, which led the courts later to declare it unconstitutional.

The bill which has now passed by the House is suppose to be free from any clause that would lead to its invalidation.

The bill makes it unlawful for any person to manufacture, sell or give away any cigarettes, cigarette papers or wrappers, or any substitute.

Violation of the act is punishable by a fine of $50 to $100, and from one to 30 days in jail for the first offence. For subsequent offences the penalty is a fine of $100 to $500, and 10 days to six months in the county jail.

It is still expected, however, that the bill will not servive in the Senate.

New Factory at New Haven.

A CONTRACT to build a new cigar factory at the corner of Meadow and Prout streets, New Haven, Conn., for A. Kafka & Co., cigar manufacturers, has been awarded. Plans were some time ago prepared by local architects, and they show a four-story structure, 34 x 152 feet, with a slag roof. This firm has made good progress during the past few years, and is steadily extending its operations.

Allen-Warfield Company Officers.

THE Allen-Warfield Co., of Newark, N. J., have secured factory facilities at 236-240 Bank street, where they will engage in the manufacture of high-grade cigars and smoking tobacco, and will soon be in readiness for operations. They recently elected the following officers for the present year: President, H. B. Snavely; vice-president, Thomas Allen; secretary, A. A. Markens; treasurer, C. R. O'Crowley. All are residents of Newark.



HEADQUARTERS MANILA CIGAR CO.
102 Battery Street, San Francisco, Cal.

Cigar Manufacture at Hastings, Neb.

HASTINGS, Neb., is claimed to be the largest cigar manufacturing city in the State. One of the largest manufacturers of this city is the Evans-Bloom Cigar Co. The Kinney Co. is also a substantial establishment, while the Kipp Cigar Co. is doing a good business.

One of the more recently established businesses is that of W. E. Riggs, who has equipped himself for a large business and is meeting with encouraging success.

The Hager Candy Co. is also fitting up a large factory which will be under the management of Jack Corey, a well-known salesman. It is expected that this will become one of Hastings's most important enterprises in the cigar trade, and making five important factories for that place.

The cigar factory of E B. Graupner, of 800½ Main street, Little Rock, Ark., is the largest and oldest in that city. The business has been established for eight years and the leading brands are "League of Honor," made in six sizes; "Bonus," "Meloir," and "Panatela," made in ten-cent sizes; "Optimus," two for twenty-five cents; "Manitee," five cents; "Our Tip" and "All Stock," each of which is a five-cent cigar.

Trade Personals

Samuel Oppenheimer, of the Oppenheimer Cigar Co., wholesalers and retailers of tobacco and cigars, with headquarters at Saginaw, and branches at Bay City, and Battle Creek, Mich., South Bend, Ind., and Toledo, Ohio, known to the trade as "Uncle Sam" is undergoing treatment for stomach trouble under the care of Dr. Fenton B. Turck the Chicago specialist. The many friends of "Uncle Sam" hope that he will return, restored fully in health.

Arthur Hermes, a member of the sales department of the United Cigar Stores Company, in Denver, was tendered a dinner by Jesse R. Taylor, vice-president of the company in honor of having secured a more responsible position with the company in New York. Covers were laid for eighteen of Mr. Hermes' associates, who were to speed the departing guest, and to welcome C. J. Thorne, of the Minneapolis and St. Paul branches, who succeeds to the position left vacant by the departure of Mr. Hermes.

F. Garcia, head of the firm of F. Garcia & Brothers, of New York, with factories in Tampa and Havana, in making his annual western trip, recently visited Colorado Springs, Colo., where he was interviewed by a local newspaper man. Mr. Garcia stated that the firm has taken wonderful strides in the western part of the country during the last few years. He is very optomistic over the outlook of trade conditions for the coming year and thinks that business will be of a healthly and regular growth rather than of spasmodic increases.

The output of the Garcia factories is 30,000 cigars daily.



Birds-Eye View of Factory, San Telmo Cigar Mfg. Co., where "Pastora" and other brands of cigars are made.

DETROIT DEPARTMENT

LATE LIVE NEWS OF THE HUSTLING MICHIGAN METROPOLIS

S. F. Heavenrich, in charge of The Tobacco World Bureau.

DETROIT, May 25.

THE very refreshing change of yesterday which brought us a somewhat cooler and more exhilirating atmosphere will doubtless have a salutary influence on trade and traffic in general. The decidedly torrid spell of the preceding ten days was hopelessly beyond comfort at times, and almost beyond endurance. During this time some cigar factories worked with limited forces or on short hours. Business conditions, as evidenced by reports from all sides, are not up to expectations, although our cigar factories are probably affected less than those of other sections, as the greatest falling off appears to be in the East where only a comparatively small part of Detroit's cigar sales are made.

Again the figure of death has stalked among us and has taken from our midst Conrad Pfeifer, prominent brewer, well known, public spirited and highly esteemed among all classes. He came to this city at an early age from Hesse-Nassau, where he was born in 1854. He was in every sense a self-made man. Furthermore he was a gentleman of intellectual attainments and widest sympathies and interests. Innumerable friends in the cigar and tobacco trade join with others in lamenting his loss.

Ernest Daniel has sold his stand, at 172 Griswold street, to C. J. Russell, formerly of the firm of Servis & Russell, store fixtures, 318 Michigan avenue.

This is Mr. Russell's initial experience in cigar business, but the location is a good one and left in nice shape by Mr. Daniel. The latter has no immediate plans and will regard his health as to future movements.

Business of Detroit leaf dealers is quite satisfactory, in the light of prevailing conditions, which implies that there is still some action where old goods are to be found, and there is already a manifest interest in the outcome of forthcoming packings of 1910 crops of domestic growth. The recent ruling of the State Supreme Court in favor of the "Wets" in Calhoun, Genesee and Jackson counties was hailed with joy by owners of cigar factories in such towns as Flint, Jackson, Albion, Marshall, Battle Creek, and others. Detroit leaf dealers will profit by any added prosperity that may come to manufacturers in these sections, and elsewhere in the State. Mr. Oscar Buehler, who recently made a swing through the State for Rothschild & Bros., reports agricultural conditions most favorable and thinks this will be a fortunate year for Michigan farmers.

Mose Eisenberg returned this week from a ten days' trip to Cincinnati, Indianapolis and elsewhere, doing missionary work for the "Answer" and "Poster" cigar. Mose is wearing a new "lid." He wagered Billy Lichtig a new hat that he would sell four out of every five people he called on. Billy paid the bet.

Buildings on the site of the new Hemmeter factory are being razed and the excavation started. It will be well toward the close of the year however before the building will be completed.

Mark Horvitz was not so badly damaged as reported in the recent conflagration that wiped out a number of buildings in his neighborhood. The flames did not reach Mr. Horvitz. He was somewhat damaged by smoke and water, but fortunately was able to resume on the same premises within a very few days.

Card Garrison brings most favorable reports from Minnesota and the Northwest where he has been a couple weeks in the interest of Banner Cigar Manufacturing Co.

Frank Roach, of Northwest Cigar Manufacturing Company, is spending some time in Ohio. They report very satisfactory business. Their "De Vasto," which is extensively advertised about the city, is an excellent broadleaf Havana cigar.

The Eminent Cigar Co. contracted with H. Dunn, the Bennett Park concessionary, to supply all cigars at the ball park this year.

Ike Goldberg mourns the loss of "Bud," a finely marked bull terrier who was familiar to all the "boys" that visit the Lilies factory. Some miscreant poisoned him. Why, is a mystery, as "Bud" was one of the most amiable creatures imaginable.

Wendover's Pharmacy, 1523 Woodward avenue, shows a full window display this week of "Pastora" cigars that has drawn much attention. A fine "Pastora" display will also be made in one of the large windows of O'Brien & Co., down town.

Freund Cigar Company are about to take over a Havana line to supplant the "Egmont" the manufacturers of which have gone out of business. Announcement of the new lines will be made later.

Messrs. I. and S. T. Goldberg returned Saturday from a ten-days' trip East, most of which was in and around Hartford, Conn., inspecting packings of 1910 broadleaf. Both gentlemen are widely enthusiastic over the showing made and report it the finest in color, burn, taste and yield of any crop they have ever known. If the tobacco goes through to the cold weather without any exceptional conditions or unforseen circumstances to mar or impair its value it will be the finest broadleaf grown in forty years, according to the belief of experienced growers who have spent a lifetime in the tobacco fields. If the foregoing be true, it should be welcome tidings to our manufacturers, for Detroit probably manufactures more broadleaf wrapped cigars than any other city in the world.

Wm. Gorman, of Church, McConnell & Co., Toledo, was here several days working with a specialty man from the Fendrich factory on the "Chas. Denby" cigar.

Howard Kinney, of H. Duys & Co., returned to Detroit after a brief absence to look after a number of Sumatra prospects. To date, this firm has been more successful with 1910 Sumatra in this market than any other house. Mr. Johann Duys was here recently and, together, he and Mr. Kinney closed a number of sales involving several hundred bales of their Amst. Deli Co. and J. H. Deli and other fine marks.

Harry W. Watson returned to Flint on 15th inst. from a three weeks' fishing trip along the Au Sable River. Chas. Downey, of The Downey House, Lansing, was one of the party. Friends at the Griswold House, Hofbrau, and elsewhere, were substantially remembered with trophies of their skill.

A. A. Gumpert, a member of the well known firm Gumpert Bros., Philadelphia., has taken a cottage for the summer at Grosse Isle with his family. He will give his personal attention to the trade here during that time. Their former representative, Chas. Fee, is now with his brother, Robert, L. Fee

John Mahoney, eloquent son of Erin, and good fellow, is getting along quite handily with the old "Norseman," "Pickpania" and "Donald Mac," brands which passed into his hands some time ago.

L. J. Ouellette, Lafayette Boulevard, does an excellent cigar trade over the counter in front of his bar. Among the best sellers there are Morey y Ca.'s "Havana Ymperial," "Pastora," "Royal Banner" and "Senator K," in ten-cent grades. "Pickpania" and "Plantista" are good nickel orders.

M. E. Shindle, under Hotel Lowry, next door on Lafayette Boulevard, has a well assorted selection of popular brands amongst which can be seen John Mahony's "Norseman," "Wm. Dalach's "Flor de Dalach," Jos. Muer's "Swift." A fine little five-cent smoke there is Alex. Gordon's "Lanciotto" which adds in taste what it lacks in size.

Have you noticed any of the Breva packings of the Detroit Cigar Manufacturing Company's "Lioma"? Look them over.

A good seed and Havana cigar that has many friends here is the "Senator K," made by Mascotte Cigar Co., Pontiac, Mich.

Anthony Gazella is the name of a new entrant in the cigar manufacturing line. He is just starting at Lowell, Mich.

G. B. Wickman & Co., 87 Woodward avenue, came to a somewhat abrupt close recently, removing over night. There has been a three corned dispute over the case for some time. Otto Freed, who rents the building and operates the bar and club rooms, says he has a tenant ready for the cigar stand as soon as the court determines who is in proper possession.

Mary Weslowski, cigarmaker for fifteen years continuously at the Banner Cigar Manufacturing Company, thinks she is entitled to a little rest and recreation and proposes to spend part of her surplus earnings in a trip to friends in the old country.

Mr. Chambers, of Chambers Exchange Cigar Store, was called suddenly to Ellwood, Ind., by the death of his sister, Mrs. George Griffith, of that city.

Friends of internal revenue collector Malcolm J. McLeod were grieved to learn Tuesday of the sudden death of his brother John A. McLeod, aged 30, at Pipestone, Minn. Mr. McLeod was a special agent in the internal revenue service and had but recently been assigned to the Minnesota territory.

Jesse Powell, who was here some days in the interest of Pohalski & Co., was summoned home by the serious illness of his mother.

There have been quite a few Sumatra and also other grades leaf house representatives in and out of the city within the past few days. Among them, Howard Kinney, H. Duys & Co.; A. B. Heavenrich, L. Schmidt & Co.; Fred Singer, S. Rossin & Sons; Vic. Ettlinger, E. Hoffman & Sons; Nestor Schloss, G. Falk & Bro.; Jos. Culman, Jr.; Wm. Lewisohn, J. Bernheim & Son; Jul. Marqusee.

The following cigar and cigarette men are known to have been in town:

J. Miller, Miguel, Atak & Co., N. Y.; Thos. F. Gray, Garcia, Pando & Co., N. Y.; Sam. Jacobs, Hilbronner & Jacobs, Philadelphia; Geo. St. Clair, Mgr. Cig. Dept. Church, McConnell & Co., Toledo; Alb. Calisch, Cortez Cig. Co., Key West; Mike Rosenfield, Salvador, Rodriguez & Co., N. Y.; W. B. McBurney, V. Manceho, Muina & Co, N. Y.; Fred. J. Robbins, Chas. B. Perkins & Co., Boston; Alphonse Kaufmann, A. G. Kaufmann & Co.; John Surbrug, Jr., Surbrug & Co.; M. Hanauer, Wm. DeMuth & Co. (Pipes); F. E. Walker, Monarch Lithographing Co., Cincinnati; Paul Pierson, Western representative Heywood, Strasser & Voigt Litho. Co., N. Y.

S. F. HEAVENRICH.

Tobacco Sales in Amsterdam.

(From Consul Frank W. Mahin.)

PRICES of Dutch East India tobacco are considerably higher this year than last, according to the results of the public sales in Amsterdam. Five have been held this year up to date (May 9). The total number of bales of Sumatra tobacco sold was 73,476; in the first five sales of 1910 the number was 76,595. The average price unit in 1911 was 197; in 1910, 124. Of Borneo tobacco, in corresponding sales, 3,407 bales were disposed of in 1911 and 3,386 in 1910; average price unit in 1911, 204; in 1910, 190. These sales were from the harvest of 1910 and 1909, respectively.

The cause of the lower prices last year is stated to have been the absence of competition at the sales, German buyers not being present as usual, and the relatively poor crop which was sold. This year a better crop is being marketed. German buyers are on hand, and competitive bidding is active.

Axton-Fisher Get Crescent's Brands and Stock.

THE Axton-Fisher Tobacco Co., one of the largest independent concerns of the Southwest, has purchased the stock of unmanufactured and manufactured tobacco and acquired title to "Booster" twist, and "Crescent Brazil" smoking tobacco of the Crescent Tobacco Co., of Nashville, Tenn.

A site has been purchased and a warehouse will shortly be built and later a factory will be erected in Louisville, Ky., for the manufacture of these newly-acquired brands.

Tobacco Fire at York, Pa.

THE tobacco warehouse of Charles Pollacek, of New York, located at Perry and Thomas alleys, York, Pa., was somewhat damaged and a considerable quantity of leaf tobacco ruined, by a mysterious fire which occurred several days ago.

Mr. Pollacek had been working in the building during the day, and left for Lancaster in the evening, shortly after which the fire was discovered. It apparently originated among a pile of loose scrap on the third floor. Firemen found the doors locked, but they were quickly broken in and flames extinguished.

Mr. Pollacek recently bought the warehouse at a cost of $2500.

TAMPA TIPS

Stachelberg Making Good Connections.

J. & B. Moos to Handle Line in Chicago Territory---Other Tampa Happenings.

TAMPA, FLA., May 26.

EDGAR J. STACHELBERG, head of the famous house of M. Stachelberg & Co., has completed arrangements with J. & B. Moos, of Chicago, to handle their product in that territory. George Rogers, of Omaha, will look after the section of the country contiguous to the latter city. Steadily laying plans for a general advance of Stachelberg goods, Mr. Stachelberg has been making repairs and additions to the factory here in Tampa, laying out several thousand dollars in work. The additions in question were made principally in the basement of the factory extra storage room being needed for the tobaccos recently purchased by him in Cuba.

Another firm recently contracting for factory additions is Berriman Brothers. Architects have recently completed plans for them, and contracts have been let, for an addition of 50x80 feet to their big factory in Ybor City. The growing business of the firm made more space imperative. Work will commence in the near future and be hurried to completion. The Berriman Brothers factory was formerly occupied by Fisher, Gonzales & Co., and when it was completed some two years ago was reckoned one of the finest factories in this city.

Just what maneuver, Jose de la Campa, "Britt" Russell and J. F. Barthum are going to take to escape the sentence imposed upon them in the municipal court, which was confirmed by the circuit court sitting as a court of appeals, is not known. It will be recalled that they had two avenues to appeal for clemency. One was to petition the board of pardons of this State, over which Governor Albert W. Gilchrist presides as chairman; the other, to go before the supreme court on a writ of habeas corpus, alleging the unconstitutionality of the statute under which they were convicted of conspiracy in connection with the cigarmakers' strike of last summer and winter. They have done neither so far.

In connection with the recent brief disturbance over the confirming of the sentence of the trial court in the cases of these three men, which was fully reviewed in the last issue of the WORLD several ringleaders in that trouble are without jobs to-day. They were not taken back when the cigarmakers decided to return to work.

Rey, Straus & Co., have begun an active Florida campaign for their "Mi Rey" cigars. The firm is a new one, comparatively, but they have been making excellent headway with the brand in question. Mr. Rey was for a long while connected with F. Garcia and Brother, as manager, while Mr. Straus was a salesman for Bustillo Brothers and Diaz, before joining forces with his present associate.

M. Lopez, Jr., of the firm of Lopez, Hermanos & Co., cigar manufacturers, who has been here the past few months, was a passenger on the Mallory liner, sailing for New York to-day. Mr. Lopez has charge of the New York offices of the firm and is well known to the trade. He will return to Tampa next winter for a visit.

Among the recent arrivals form Cuba, was Jose Lovera, the head of the well known firm of that name. He visited the tobacco sections of the island on his trip and went over the leaf situation thoroughly. The firm's goods continue to enjoy and advance in popularity, especially on the Pacific Coast. Seattle being a particularly good distributing point for them.

Mortimer Regensburg, of Regensburg & Sons, has arrived in Tampa, from New York, and is preparing to leave for Cuba, possibly Sunday, where he will take up the matter of leaf purchases for the firm.

Cigar shipments, despite the interruption of some two days on account of the brief labor disturbance the early part of the month, will show an average of over one million cigars the day, seven days the week. The receipts of tobacco from Cuba this month will reach approximately 6,000 bales, which is above the oridinary for the month. The exact receipts so far, with two more ships due before the month ends, are, 4,930 bales.

Customs receipts for the month will show substantial gains over the same month in 1910. Withdrawals of leaf from bonded warehouses, and the heavy receipts of tobacco from Cuba will largely account for this increase in customs receipts.

A new two-story building is under construction at Springfield, Ill, to be occupied by the Manning Box Company for the manufacture of cigar boxes.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, May 22, 1911.

THE rainy season has at last made its appearance, and while this does not mean to say that it rains every day, the atmosphere is humid and instead of the clouds of dust the chronic kickers have a chance to complain of the more liquid dirt (fango), which is apt in the narrow streets of Havana to decorate the clothing of passers-by through the splashings of the coaches and carts. Our thermometers will indicate a range of 76 to 86 degrees for about six months to come in the shade, excepting only a few days, when 93 degrees as the top limit may be reached. With some precautions, by wearing light clothing, abstaining from a heavy meat diet and no alcoholic drinks, the foreigners need not fear to come here, as the dreaded former scourge of the yellow fever has entirely disappeared.

In the country, the usual activity in bringing our tobacco crop to market is just beginning to develop, although retarded to some extent by the high prices which the Vegueros are asking and the buyers are loath to concede. Owing to the abundance of wrappers in the Partido section, the elevated figures of the farmers are unreasonable, while fillers being scarcer, perhaps cannot be expected to be purchased any lower later on. As the Vuelta Abajo produces mostly fillers only (excepting the few farmers who cultivate the soil under cheese-cloth), and as according to the highest estimate of 150,000 bales this year, against a normal crop of 250,000 bales, therefore being 40 per cent. short in the yield, high prices seem to be inevitable not alone, but logical also under the given circumstances. Usually one-third of the crop consists of Colas or Botes, but this year owing to the prolonged drought, the proportion may be even larger.

Buyers who are well posted and know the existing facts, will be anxious to secure the choicest Vegas and readily concede full figures for such parcels. Some of our Havana manufacturers have made purchases from farmers for future delivery at formerly unheard of prices per bale and per classes. $25 for Colas to be paid at the beginning of the season has never been known before. The packings this year will not be in full operation until June, as the tobacco was only taken down from the poles this month and will have to undergo the first sweat, before the Escojidas can commence.

In the Santa Clara Province, very few operations have taken place, although country correspondence states that from $15 to $20 per quintal shall have been paid for the green tobacco, stalks included. At these figures the new Remedios in bales would stand the packer from $45 to $55 per bale on an average, and unless the yield should be exceedingly favorable, it would mean that 1st capaduras must bring from $65 to $75 per quintal, while the seconds ought to fetch from $50 to $60 per quintal. Our packers know that by paying such figures to the Vegueros, they run a chance of losing money and therefore are holding back from operating. The Escojidas will not become general until after the middle of June or the beginning of July, as the tobacco needs fully six weeks of pilon.

Our leaf market has continued without any animation, as the number of buyers has been limited. Prices, however, in view of the short crop, have been fully maintained and holders show no anxiety to make concessions, excepting on poor goods.

Some of the new Partido wrappers have been purchased at lower figures, as compared with last year, but until we have heavier arrivals of the new crop next month prices cannot be said to be normal yet.

Sales since May 5th totalled 4216 bales, or divided by sections represent Vuelta Abajo, 3114; Partido, 400, and Remedios, 702 bales.

Buyers were: Americans from the North, as well as commission houses, 3016 bales; exporters from Buenos Aires, 300, and our local manufacturers 900 bales.

PRINCIPAL BUYERS OF LEAF TOBACCO AND CIGARS THAT COME AND GO.

Arrivals.—S. W. Wallach, of G. Falk & Bro., New York; José Lovera, of José Lovera Co., Tampa; Salvador Rodriguez, of Charles the Great factory, Tampa; José Arango, of Henry Clay & Bock & Co., Tampa.

Returned.—W. A. Millet, of Henry Clay & Bock & Co., Havana; E. J. Stachelberg, of M. Stachelberg & Co., Tampa; John Wardlow, of Ruy Lopez Co., Key West; A. Bellot, of A. Bellot, Chicago.

Departures.—A. W. Arnold, James J. Batterton, John Wardlow, for Key West; Salvador Rodriguez, for Tampa; S. M. Wallach, David H. Delmonte, for New York; Arthur Hunter, for London; Valeriano Gutierrez, for New York.

The Cigar Factories.

Business in our cigar factories has quieted down somewhat, as we are now in the season of the "Mangos," which is always the dullest of the year. Until the new wrappers should be fit to be worked we cannot hope to look for a revival upon a large scale. Our large factories, however, seem to have enough back orders to fill yet and are also favored with fresh calls from all over the globe.

The "*modus vivendi*" with Spain, according to our daily press, is still hanging fire and no headway has been made yet to terminate this affair. It is not known what the real hitch consists of, although it is but natural to suppose that the terms offered by the Spanish Government do not fill Cuba's aspirations as regards the duty on cigars. Until this treaty should be out of the way, it is not likely that the other countries, like France, Germany and England and the South American Republics, should be approached to give us material concessions on their imports of Havana cigars. Diplomats are proverbially slow in all their movements and secrecy is their watchword, so nothing has leaked out to tell from which side the wind is blowing.

Whether the Democratic Congress at Washington will favor Cuba with a new reciprocity treaty, making allowances on the imports of cigars from Cuba, seems very doubtful also, and perhaps this subject may not be touched upon until the regular session commences next December.

H. Upmann is working with good forces and still retains a liberal order slate to fill for all countries.

Romeo y Julieta has leased the contiguous large warehouse, Belascoain 2 B, until recently occupied by the "Por Larrañaga" factory, and which shows that the outlook for business is all that could be desired. Don Pepin Rodriguez intends to leave for Europe on May 28th, per French steamship "Espagne."

Partagas is very busy in all directions.

Henry Clay & Bock & Co. have no complaints to make, as their principal factories are working as actively as ever. Mr. W. A. Millet, a director of this company, returned from his six weeks' vacation to the United States on Wednesday, May 17th.

La Diligencia is working normally and steadily on a full order slate for everywhere.

Sol cigars are evidently appreciated also by our President, Don José Miguel Gomez, who orders them continually, and which were also served at the banquet given to the Diplomatic Corps on May 20, 1911. Behrens & Co. report a fair business to all parts of the globe.

Por Larrañaga has removed to Carlos III No. 225, a new, large and commodious building, and which could be increased in capacity by adding another story in case of need.

Flor de P. A. Estanillo, Don Felipe Rodriguez returned from New York on May 10th and is hard at work in attending to the increased number of orders received lately.

The Castañeda factory has received a cable from London to stop temporarily, as the factory had been sold.

La Flor de J. Otero has a large and constantly increasing trade in Canada, while its annexed brands "La Bella Otero" and "El Trovador" are becoming more widely known in the United States. The latter brand had no trouble in obtaining readily new customers, who were attracted by the fine aromatic quality, as well as by the perfect workmanship.

The statistical position of our exports is the following, viz.:

	1910.	1911.
From April 16 to April 30	7,732,084 cigars	7,886,888 cigars
From Jany. 1 to April 15	45,567,135 "	51,229,178 "
Total from Jany. 1 to April 30	53,299,219 cigars	59,116,066 cigars

thus showing an increase this year, during the first four months, of 5,816,847 cigars.

Buying, Selling and Other Notes of Interest.

Leslie Pantin was a buyer of 700 bales of leaf tobacco of different kinds for his various customers during the past fortnight.

Camejo y La Paz sold 600 bales of Vuelta Abajo from their holdings.

José A. Lozano added 500 bales of Vuelta Abajo (new purchases) to the stock of the firm of Esberg, Gunst Co., at Tampa.

Sobrinos de A. Gonzalez were sellers of 550 bales of Vuelta Abajo and Remedios.

E. H. Gato bought 400 bales of Vuelta Abajo for his Key West factory.

José C. Puente disposed of 400 bales of Vuelta Abajo.

S. M. Wallach regretted that owing to the state of our market he was unable to secure more than 300 bales for his firm of G. Falk & Bro., as he would have liked to have been able to add another "0" to this quantity, if conditions had been different.

A. M. Cabzada & Co. sold 300 bales of their choice holdings of Vuelta Abajo to their Northern, as well as local customers.

David H. Delmonte picked up 300 bales of Vuelta Abajo and Remedios for his Northern clientage.

José F. Rocha turned over 300 bales of Vuelta Abajo during the past fortnight.

James J. Batterton purchased 250 bales of Vuelta Abajo for the Ferdinand Hirsch Company, at Key West.

Salvador Rodriguez added another 250 bales of choice Vuelta Abajo fillers for his famous "Charles the Great" factory, at Tampa.

Suarez Hnos sold 300 bales of Vuelta Abajo and Remedios during the past two weeks.

John Wardlow purchased 150 bales of extra fine Vuelta Abajo for the Ruy Lopez factory at Key West, in order to be able to execute some orders for high priced sizes.

Menendez & Co. were sellers of 150 bales of Vuelta Abajo and Partido.

RECEIPTS OF TOBACCO FROM THE COUNTRY WERE

For three weeks from April 29 to May 19, 1911.		Since Jan. 1, 1911.
2,130 bales	Vuelta Abajo	37,629 bales
255 "	Semi Vuelta	2,281 "
449 "	Partido	1,218 "
134 "	Remedios	8,353 "
— "	Mayari	479 "
2,968 bales	Total,	49,960 bales

ORETANIV.

Connecticut Sumatra Company Operations.

THE Connecticut Sumatra Company is preparing to grow 150 acres of shade leaf tobacco, on the Wapping plantation in Manchester and South Windsor. About 10,000 poles will be used and about 700,000 yards of cloth has been purchased for the shade. The poles will be 33 feet apart each way, on which wires will be stretched to support the cloth. There are 13,000 plants to the acre, so for the 150 acres 1,950,000, plants will be required.

They now have six millions plants growing under glass, expecting to sell what they do not use on their own plantation.

United Stores Pay $1,562,528 Dividend.

THE financial statement of the United Cigar Stores Corporation, the holding concern for the retail stores under that name throughout the country, shows that the dividends earned in the past year amounted to $1,562,528.

The statement is as follows:

Dividends received from subsidiary companies., less charges,	$1,562,529.
Interest on $3,600,000 6 per cent. bonds,	216,000.
Carried to surplus,	1,346,529.
Previous surplus,	93,827.
Total surplus,	1,440,365.
Dividends paid,	*720,080.
Balance surplus,	720,276.

* Four of 1½ per cent. and extra of 2 per cent.

Brooklyn's Growth in Cigar Making.

THE growth of the tobacco and cigar industry in Brooklyn has been tremendous in the last five years, as is revealed by the latest statistics compiled by the "Brooklyn Eagle."

During 1910, there were 125,055,310 cigars made in Brooklyn, a gain of more than 14,000,000 over the previous year. To-day there are 1800 establishments, employing 3,150 hands, with an annual product amounting to $13,223,786, as compared with 573 establishments, 1,221 employees, with an annual product of $2,417,840 in 1905.

Business on Pacific Coast Shows Improvement.

San Francisco Retailers and Jobbers Report Encouragingly--- Late Trade News.

SAN FRANCISCO, May 25.

THE big interior valleys of California are now beginning to warm up and this city is already beginning to have its usual late spring and summer influx of visitors from the interior. San Francisco does not pose as a summer resort; in fact, her own population will soon begin to leave for various mountain and seaside resorts; but it is nevertheless a well recognized fact that the spring and summer visitors from the interior furnish each year a not inconsiderable stimulus to the retail trade.

The city retail trade is good. Jobbers report that they are now doing more business in proportion with the San Francisco and Oakland dealers than with the country trade. For one thing, the city has been enjoying fine cool weather while the country is getting rather warm.

Some little stimulus to the trade with the Sacramento Valley and Southern Oregon is expected to result from the Merchants' Association trade excursion, which left this city a few days ago. The cigar trade is represented on this trip by Emil Judell, the junior partner of H. L. Judell & Co., one of the most likeable men in the trade. H. L. Judell & Co. started out well by presenting each member of the excursion with an attractive cigar case containing three "Elisardo" cigars. Mr. Judell is also well provided with cigars and souvenirs for distribution in the various towns at which stops will be made. The party will be away for about eight days, going as far as Klamath Falls, in Southern Oregon.

The trade here is decidedly apathetic as concerns the new anti-slot machine law recently signed by the Governor which becomes effective within a few weeks. As the ordinary machines had already been out of business for a year or so owing to a city ordinance, the only pronounced effect of the new law is to stop the agitation for the repeal of the ordinance and to stop the perennial talk of a big corruption fund being raised for the purpose of securing that repeal. Some of the dealers are interested in a new dice shaking device which it is claimed will not be in conflict with the law, but the general feeling is that the law is broad enough to cover the new game, which is known as the Owl Cube Game.

During the next four months not less than four national conventions will be held in this city, and these are expected to go far toward wiping out entirely anything in the way of a dull season that might otherwise have been experienced. These gatherings will bring to San Francisco a total of several hundred thousand people. This number of people is certain to include a goodly number of smokers, and the trade is preparing accordingly.

It is expected that the directors of the Panama-Pacific Exposition will within a few days make a final decision as to the site for the exposition. As soon as this matter is settled there will be a great scurrying about of retail cigar men to get hold of the most desirable sites near the probable entrances to the big show.

W. I. Pixley, a well known manufacturers' representative, with offices in the Brandenstein Building, at 88 First street, San Francisco, has been appointed Western representative for the Gordon Cigar & Cheroot Co., of Richmond, Va. The company's main lines, the "Green Turtle" cheroots, the "Verbosa" five-cent cigar, the "Frat" six-for-a-quarter cigar and the "Gordon" cheroots, will be distributed in this territory by the wholesale house of Horn & Co.

Isidore Asche, for many years in charge of the cigar department of the Palace Hotel in this city, left this week for a prolonged trip through various European countries.

The "La Geralda" five-cent Manila cigar, distributed here by S. Bachman & Co., is still in good demand and more shipments have been ordered. This company's "B. B." line, another five-cent cigar, is also enjoying a good trade, especially in the country.

F. Ryan, a well known cigar man, of Los Angeles, Cal., has been in San Francisco for some days visiting the trade. He reports that business in the South is good.

W. O. Morrison, Western representative of Sig. C. Mayer & Co., manufacturers of the "El Wadora" cigar, arrived in San Francisco a few days since to arrange with Chas. Mattheas & Co., San Francisco distributors for the "El Wadora," for an active selling season.

M. Reinhart, secretary for the Edward Wolf Company, will leave in a short time for New York, from which city he will sail for Europe. He will be absent from San Francisco for several months. W. Richardson, who has recently associated himself with the Edward Wolf Company, is now in the Sacramento Valley taking orders for the "Don Antonio" cigars, the "Nestor" cigarettes and the "La Insular" Manila cigars handled by this company. He reports that, notwithstanding some days of warm weather, the dealers in and about Sacramento are doing well and buying a lot of his various lines.

Mr. Hanson, a well known cigar man, of Healdsburg, Cal., reports that he has bought out the interest of his partner, Mr. Enos, in the firm Hanson & Enos, and will hereafter try it alone.

James Ford, formerly in the employ of B. Hirsch, at Ellis and Fillmore streets, in this city, has now secured a good location at the corner of Fillmore and O'Farrell streets, and has opened with a good line of popular cigars.

The G. T. Towlerson Company, leading cigarrists of Berkeley, took advantage of the Berkeley Carnival last week to do some attractive advertising. The "Adelina Patti" cigar was the favored line in the display made. The same company has two attractive stores in San Francisco, at which some fine "Patti" showings are being made.

H. S. ALLEN.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Reading's Union Factories Fairly Busy.

Fehr & Son to Erect Large New Leaf Warehouse---Trade Visitors Present.

READING, May 29, 1911.

"BUSINESS is not bad with us," said Mr. Eline, of Eline & Kutz. "Last week we did the largest amount of business we ever did in any one week since we commenced the manufacture of cigars some years ago," he concluded.

After having visited several factories and not finding much enthusiasm about business, the above statement came to me as a surprise, and I continued my visits to a large number of places.

My observations are to the effect that at present the makers of union made cigars are having a really better demand for their product than some of the non-union factories have.

Among the union factories who are having a fair business at present are Chas. M. Yetter & Co., Inc., M. Steppacher, H. G. Burky and Chas. Ream.

Plans and specifications have been prepared for the erection of the largest and finest leaf warehouse that Reading has ever possessed, and John U. Fehr & Son, who will be the owners, think it will be among the finest in the State.

We have a plot of ground on Maple street on which they will build a structure 50 x 110 feet, four stories high and have a good basement. This will be the third building occupied by them, and affords a large storage capacity for their packings of Pennsylvania and Connecticut tobaccos, of which they make a specialty.

The new factory of D. F. Fleck is now ready for operations, but a delay is being caused owing to the absence of labels, etc. However, temporary sample lines have been gotten out and Mr. Fleck will shortly visit his old customers on his initial trip on his own behalf, and feels confident that his offerings will attract some attention. "Courtella" will be the leading nickel cigar; "Leandro" seed and Havana, and "La Excellencia," a clear Havana brand.

John G. Spatz has been away on a trip and the factory is reported as moderately busy.

Lengel & Ernst are continuing along their well established lines, with a customary amount of business.

Many of the industrial establishments of Reading are working on short time—three or four days at week, at most—and that naturally is affecting the trade locally and those manufacturers who are depending on local business are feeling it keenly.

Boxmakers, with but few exceptions, are easily able to fill their orders and have ample time to themselves.

J. G. Neitharner, of the N. & N. Cigar Co., has been covering central Pennsylvania lately.

Some few leaf men have been the rounds here lately. Among them were Wm. Uhler, R. R. Uhler & Son, Lebanon; Julius Eckerson, F. Eckerson & Co., Philadelphia; Chas. W. Salomon, New York, and others.

Business at Lancaster.

Some Active Trading in 1910 Leaf Tobacco---Cigar Factories Rather Dull---Manufacturers to Offer New Brands.

LANCASTER, PA., May 29, 1911.

THE trade generally in this vicinity is lifeless, and manufacturers are not making a great effort to produce a changed condition, but rather seem resigned to present state of affairs.

Revenue returns for May are expected to show an interesting story of the real conditions in the cigar trade, and it is now anxiously awaited.

Dan. Manheimer, of the Imperial Cigar Co., is at present at factory headquarters. He is, however, contemplating another trip in the near future.

F. E. Eberly has received from his lithographers a new label under the title of "Wm. Brewster," which will be used on a high-grade ten-cent cigar, which will soon be offered on the market. He is also making preparations to manufacture the "Royal Rogue" brand of cigars in a nickel variety of goods. These two, added to his present line of union made goods, will give a choice list to offer his customers.

The S. R. Moss Cigar Co. is keeping a full complement of hands at work, but report that there is no urgent demand for goods at present.

M. Michaelis & Son are making shipments of 1910 strippings to Germany. This firm during favorable seasons does a large export business. They are also holders of considerable quantities of 1909 Pennsylvania tobacco.

There has been considerable trading in 1910 leaf that has not appeared on the surface. Last week Jno. F. Nissly & Co. purchased a fine country packing of nearly 500 cases on private terms. This is only one of several country packings that have passed into second hands, and the assertion is made that much less 1910 leaf remains unsold than is generally believed. This house now holds nearly 1200 cases 1910 goods, besides good stocks of old goods, and several fine lots of Remedios Havana tobacco, purchased by them this spring. It is the only Lancaster house that handles Havana of its own importation.

Jacob Bowman & Bro. have just finished their packing season. Their holdings run into considerable quantities of Pennsylvania and Ohio, in which they specialize.

Wholesale dealers and jobbers here inform me that they are having a heavy sale on scrap tobaccos, which is probably due to the fact that a larger number of missionary men are operating in this territory for various houses. There were ten of these missionary men registered at one hotel at one time last week.

Milton Michaelis, of M. Michaelis & Son, leaf dealers, has been elected a delegate from Conestoga Council, United Commercial Travelers, to attend the State Convention, which convenes at Johnstown on June 8th and 9th.

Slight Improvement at York.

Business Fair on Standard Goods---Ninth Anniversary of "Judge Shepard" Cigars.

YORK, PA...

THERE is a great diversity of opinion among cigar manufacturers here concerning trade conditions. An exceptionally few factories are in steady operation, but a large number of them are working on a limited output, while others are closed entirely.

It is interesting to note that those manufacturers who are marketing their product under their own private brands and are making goods "of the better sort," seem much less affected than others who are not so strongly inclined to a standard of high quality.

H. F. Kohler, of Nashville, has, like many other manufacturers, experienced a lull in business, yet he finds that duplicate orders are reaching his factory from his old customers, many of whom he has been serving for years and whose trade he is holding purely on the merits of his goods. Within a few days Mr. Kohler will very appropriately celebrate the ninth anniversary of his "Judge Shepherd" brand of nickel cigars. These goods are not only on sale in a diversified territory, but find an extensive patronage among retailers in the vicinity of York, and for whose benefit the anniversary will be celebrated by special announcements in local dailies, for the purpose of impressing still more consumers with the high quality of "Judge Shepherd" cigars.

The "Mardonius," a high-class ten-cent cigar, covered with a fine broadleaf wrapper, is the newest creation of the Kohler factory, and are contained in a highly artistic package in keeping with Mr. Kohler's ideas of modern merchandising. Only a few sample orders have thus far been shipped out, but they brought prompt responses in substantial duplicates and the brand seems destined to meet with fine success.

R. M. Granat, of R. M. Granat & Co., leaf dealers, has lately been visiting Western trade.

The Ajax Cigar Company is making preparation for the early launching of a new brand of nickel cigars which will be artistically put up in modern packages, and the proprietors feel confident that their ideas will meet with a favorable reception.

Nicholas Witsch, manager of the cigar label department of Julius Bien & Co., of New York, was spending several days last week among the trade in York. Mr. Witsch is one of the oldest members in the lithographic trade, but had not been a visitor here for a number of years. He was cordially received.

Fred Bauer, with Wm. Steiner, Sons & Co., was circulating among the trade here last week at automobile speed. Fred used to wear a smile 5 x 7, but his friends jocularly say that it has developed to a 7 x 9.

Chas. Higby, leaf dealer, of Hartford, Conn., was showing some fine Connecticut wrapper goods to the York trade last week.

John Phillips, an old time leaf dealer and cigar jobber, of Buffalo, N. Y., has been renewing old acquaintances in York and vicinity recently.

H. B. Cochran, with Petre, Schmidt & Bergmann, of New York, was fortunate enough to capture several substantial orders for a new line of goods, notwithstanding the prevailing dullness.

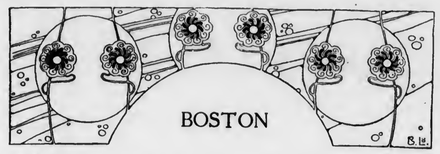
Alfred W. Penner, the suave representative of A. Cohn & Co., has been here extolling the merits of Cohn leaf quality among the cigar manufacturers.

"Permit" to smoke cigars have made their appearance in York and an extensive exhibit is on display in the bulk windows of Chas. H. Stallman & Son.

Business is rather slack with the factories at Felton and several factories are closed temporarily. The State Seal Cigar Co., of that place, seems to be doing pretty well through the energy of T. A. P. Carman.

Although several factories of the New York Cigar Co., located at various places in the county have been closed, the Seven Valley branch is still in operation.

R. D. Zech, an old time tobacco buyer, has lately been appointed manager and buyer for S. Katz and S. L. Johns & Co., and in charge of warehouse at 145 West Mason avenue, where he is engaged in assorting and packing New York State and Connecticut tobaccos. He has been engaged in the tobacco business for nearly forty years.



Mentor Cigarette Co. Changed to Cambyses Co.

New Company Chartered to Take Over Business---Other Boston Bits.

BOSTON, MASS., May 26, 1911.

ALTERNATE hot and cold days are creating a condition with the retailers that is peculiar. One day they'll be rushed and the next day peaceful, but as an average, the general report is "better than last year." All the large cigar factories of this city, with the exception of one, are understood to be working on a capacity schedule. The smaller manufacturers are marking time. In wholesale circles, business is encouraging.

Quite a lot of trouble has been experienced by cigar manufacturers in having their employees' wages trusteed by loan companies, and measures are now under way to frame some law to prevent this trouble. R. E. Traiser, one of the cigar manufacturers of this city, appeared before a recent hearing and said that he had made it a rule to discharge employees who had their wages trusteed. He also said he refused to give information about any man working there, and so became known to the loan companies as one who protected men to that extent. Undoubtedly, all the cigar manufacturers of the country are bothered more or less with this problem, and a national or municipal loan association is urged as its solution.

The Cambyses Co. is the name of the new organization which has taken over the Mentor Co., makers of "Ramly" cigarettes. E. J. Costello, of the old company, is now president of the new concern. They have recently obtained their charter from the State, and it will take them about a month to get going properly. It is their intention to manufacture three brands, a "Cambyses" cigarette for their leader, a fifteen-cent brand; "Ramly" ten-cent and a five-cent cigarette, called the "Nappo." President Costello, in commenting about their plans to THE WORLD, said: "We will shortly be on the market with our complete cigarette line—one that we believe will prove rapid sellers with the trade. We intend to feature some new plans for business promotion and in about a month will be able to make a definite statement. With a line that 'fits any purse' it ultimately means a great deal more trade for our many dealers who have found 'Ramly' cigarettes so profitable."

Walter A. Kaffenburgh, of the big leaf importing house of I. Kaffenburgh & Sons, has sailed for Cuba, where he will remain for the ensuing few months. Business with this long established and distinguished house continues to be reported as "very good."

Albert L. Boardman, a tobacconist of Charlestown, shot and killed two men in his store over an alleged dispute about a package of cigarettes. Boardman claims self-defense and is now being held for the Grand Jury without bail.

Under a heading "Cigar prices reduced," the Riker-Jaynes announce "Schubert" smokers at five cents straight. As they are practically the biggest pushers of local ten-cent smokes at six cents, it is to be wondered when all the makes will be dropped to a nickel.

Wm. P. Kittredge, eighty years of age, and a tobacco commission merchant since 1856, died recently. At one time he did a big export business to Calcutta and Bombay, and his office was located in New York. Wm. R. Kittredge, son of the deceased, and who has been in partnership with his father for thirty years, will assume full reins of the business and there will be no change in policy.

I. Schwartz, of the Lipschutz "44" Cigar Co., Philadelphia, was here recently and called on a number of houses both here and in adjacent territory. Mr. Schwartz closed several good accounts and we shall see the "44" cigar now pushed more strongly than ever.

N. B. Clark, owning the Clark Tobacco Co., jobbers, reports a stable business condition. Mr. Clark has been in the tobacco business for an extensive period and is well known to many people.

The building that is occupied by the United States Tobacco Co., according to Manager Nathan F. Ives, is the oldest brick building in the country which is used for mercantile purposes. It was built in 1800. Sightseers frequently visit it and "Nat" has the dual opportunity to show the building and the merits of the "U. S." tobacco.

The first trade member to spring fish stories is Henry I. Jenkins, with John F. Davenport, leaf tobacco. Henry talks about pulling in five and six-pound cod so fast that a windlass was almost necessary, and being in the tobacco business, of course, his stories are believed. No photos are necessary!

A. B. Smith, head of the A. B. Smith Co., manufacturers of "3-20-8" cigars, has been about New York State for the past few days. This plant is working to capacity and the demand is continually growing for "3-20-8's."

J. H. Lamkin, seventy years of age, cigar manufacturer, of the Blue Hill district of this city, died recently.

HENDERSON.

Chicago Merchants Expect Busy Summer.

CHICAGO, ILL., May 26.

NOTWITHSTANDING the fact that this city has just gone through ten days of torrid weather, the like of which was never before experienced at this time of the year, cigar and tobacco dealers are not complaining at the state of trade. For ten days the thermometer ranged from 88 to 94 degrees. Hot weather is, as a rule, a late arrival in the Windy City and shoppers who crowd the Loop district acted as if Old Sol was trying to put one over on them.

With the opening of the White City and other pleasure resorts, dealers in the Loop expect a slight falling off of their trade during the summer months. Manufacturers and distributors, however, are looking forward to an unusually brisk summer trade.

There is much satisfaction expressed here with the Supreme Court decision dissolving the Standard Oil monopoly; and this satisfaction does not arise from any prejudice, either, for many business men frankly confess that they do not know anything of the merits of the case. They simply are glad the suspense is over and feel that as the question has been settled business will adjust itself readily to new conditions.

The forthcoming summer, the probable early adjournment of Congress and the very reasonable hope that crops this year will be good as they were last, are all contributing influences upon the public mind.

Chicago and other interior merchants are much interested in the new differential rates which will go into effect out of New York, provided the Erie can obtain permission from the Interstate Commerce Commission. Middle West merchants in all lines were much interested at the meeting held in New York, and as your readers know, the Pennsylvania people did all they could to prevent the consummation of this policy; but the fact remains that the commission is always reluctant to forbid the lowering of rates, although it has been known to do so. Philadelphia is much perturbed, but we of the West can stand any reduction that may be announced without a grimace. The fear is that a rate war would leave the people in a worse condition than before. The tendency of such contests is to react upon the shippers. Almost any rate is better than an unstable one.

When freight rates are being considered, the Chicago tobacco merchant is one of the first to sit up and take notice. Just why this is it is hard to conjecture, as we never hear of any train loads of tobacco or cigars coming out of the East, as happens in many other lines. However, the item of case shipments cuts no small figure.

The Sherman House cigar stand has been enjoying an unusually good trade during the past ten days. The Sherman House Hotel Co., which control the White City Amusement Park, say they are well pleased with the first week's attendance at this popular place of amusement. The cigar that is registered under the name of the "White City" will be sold at the park exclusively.

J. & B. Moos report that they are enjoying an unusual brisk trade on "Permit," a nickel seller that they placed on the market about a month ago. They have issued an attractive little piece of advertising in the shape of a blank form filled out giving the consumer a "Permit" to smoke.

Schrader & Co., who recently moved from Washington and Fifth avenue to 26 Randolph street, are distributing the "Don Casca" to hotels and clubs and report that they are gaining popularity.

Wagner & Mendell's "Trophies" is taking the lead of their well known "Tom Palmer" brand, so far as Loop trade in the cafes is concerned.

The United Cigar Stores Co. have possession of the corner formerly occupied by Schrader & Co., at Washington and Fifth avenue, and are remodeling it. They will occupy only half the space of that occupied by Schrader, having leased out the south half.

HENRY T. PRICE.

Letters of Appreciation

DETROIT, MICH., May 2, 1911.

THE TOBACCO WORLD,
Philadelphia, Pa.

Gentlemen:

It gives me pleasure to commend THE TOBACCO WORLD, which was subscribed for through your Mr. Heavenrich, some months ago. The suggestions for retailers, we have found very helpful. The window dressing suggestions and hints for show cards have paid us many times over for the cost of subscription.

The many other items of interest places the retailer in touch with things in the cigar and tobacco business, and he learns a great deal that is not obtained through ordinary channels. THE TOBACCO WORLD does for the tobacco end of the retail drug business, what the pharmaceutical journals do in keeping the druggist in touch with pharmacy.

Very truly yours, SEPULL & TRAVIS DRUG CO.
Per W. Travis.

DAYTON, OHIO.

Editor, THE TOBACCO WORLD.

Dear Sir: We have your letter of the 27th inst. We have already renewed our advertisement for six months, and are glad to say that the results are very satisfactory, and compare favorably with results obtained from other papers.

Respectfully yours, HORNER TOBACCO CO.



NEW YORK STATE.

NEW YORK CITY.

THERE is still no change in the condition of the leaf market, and no particular animation is now expected for several weeks to come.

In fact, one would think we were already in the season of real summer dullness to judge from the general reports received from the trade. And yet, there have been a few exceptions noted. One importing and packing house had several very brisk days, both in domestic and imported stock.

Leaf men declare that the lethargy is due largely to the fact that stocks are scarce, and yet this necessarily curtails the volume of business which could now be done even should there be a larger demand. If this be so, this fall should develop into a very active period when the new offerings come regularly into the market, for manufacturers' needs must necessarily become more or less urgent sooner or later.

There was every evidence of activity in the Sumatra market during the past week, and it is estimated that one importing house had sold well nigh to 1000 bales during the month of May. Additional shipments from Amsterdam are looked forward to with considerable expectation of swelling the volume of trade already done by a large proportion.

Withdrawals of Havana tobacco indicate a slackness of the market. The reports from Cuba are now to the effect that packers are now busily engaged in handling their tobacco, but no important sales have as yet been reported.

PENNSYLVANIA.

PHILADELPHIA.

THE consensus of opinion in Philadelphia is that market conditions look a little better in the leaf trade. They appear to base their opinion upon the fact that manufacturers in this section of the city continue to be fairly busy and that they must of necessity, therefore, replenish their stocks. There were a few sales of nearly every variety of domestic leaf and Ohio tobaccos seem to be gaining considerably during the past fortnight, judging from the amount of business now being done.

The Sumatra market has also developed to one of fair proportions. Desirable offerings have been critically examined, some few sales have been made, and more are apparently liable to consummation at an early date.

There has been little or no change in the Havana market, with only moderate withdrawals from bond.

LANCASTER.

Considerable quantities of 1910 tobaccos have changed hands at Lancaster during the past two weeks. The transactions consisted mostly of sales by country packers. B. F. Good & Co. purchased a packing of 600 cases and John F. Nissly & Co. were the purchasers of another packing of nearly 500 cases. The latter firm is now holder of about 1,200 cases of 1910 goods, among which are several of the best packings in Lancaster County, according to Mr. Nissly's opinion.

Nineteen hundred and ten tobaccos are coming more strongly into evidence every day. A large Western manufacturer recently inspected samples of several hundred cases, placing an order for one hundred of them. After getting the tobaccos into the factory the goods were put to the severest test for their burning quality, etc., and were finally pronounced the best tobaccos that the factory has had in years. The manufacturers, however, expressed the opinion that with a little more age the tobaccos would be unexcelled for sweetness. With a few more intelligent experiments such as this appears to have been, the 1909 tobaccos would undoubtedly come into their own. Of course, there is good and bad tobaccos in all crops and those who hold good 1909 tobacco are confident that their holdings will in due course be eagerly sought for, and that the real quality of the goods will become more pronounced.

The copious shower of the last week was most helpful to the tobacco growers, who immediately busied themselves in making final preparations for transplanting. There was a time when farmers were obliged to await a wet spell before they could set their plants into the field, but such delays are happily overcome by improved methods which will enable growers to set their tobaccos out even in a moderately dry spell. Beginning with this week planting will become quite general, and judging from the number of new tobacco barns now in process of erection or in contemplation, the acreage is likely to be somewhat increased.

OHIO.

CINCINNATI.

LIGHT offerings have prevailed in the local cigar leaf market lately, and although the goods were not of the finest quality prices appeared to have been quite satisfactory to the seller. Zimmer Spanish has taken quite a spurt lately and its continued demand seems to be now on a firm basis.

ARCANUM.

It is reported that the seed leaf and Little Dutch tobaccos have about all been taken from farmers' hands. Zimmer Spanish is now also being bought up with varied progress. No material change has taken place in prices thus far.

Seed beds are now in good shape and farmers are hopeful of having some fine planting for this year. Crops are expected to occupy about the usual acreage.

WISCONSIN.

EDGERTON.

THE long drawn out tobacco handling season is now drawing pretty nearly to a close, and with each succeeding day additional warehouses are being closed for the season. Judging from reports, there are only a few more crops to come in from first hands.

The 1910 goods that are now in sweat are developing nicely and the fear of case damage is gradually fading away.

The market in old leaf has not been very active. Several small lots have been sold to an Eastern dealer, but the purchases did not go far beyond the hundred case mark.

Good weather has prevailed and plant beds are developing rapidly. In fact, there is some fear by growers that the plants will be ready for transplanting before the fields are in proper condition to receive them. There is also much need of rain.

VIROQUA.

Several packing houses are still in operation at this point, and it is stated that they will probably remain open until about the first of July. There is every indication that a bumper crop is being prepared for this year. Seed beds are of sufficient size and Vernon County is expected to produce its full proportion of leaf.

NEW ENGLAND.

EAST HARTFORD, CONN.

A FEW farmers have begun transplanting of tobacco and it is estimated that the acreage will be slightly increased this year. At the plantation of the Connecticut Tobacco Corporation work is progressing rapidly and the tents are already near completion.

SUFFIELD, CONN.

Nearly a week ago several tobacco farmers in this vicinity began setting. A number of setting machines have been at work. About twenty acres have already been set out by the Bissel-Graves syndicate in the West Suffield district.

SPRINGFIELD, MASS.

There has been only moderate activity in the Connecticut Valley belt, where the American Sumatra Tobacco Company is planning to grow a large quantity of leaf this summer, although it is estimated that the total acreage to be set out in tobacco will probably amount to about eighteen thousand acres. Tobacco plants have been up for more than four weeks, and despite the lack of rain they look exceptionally good. A small proportion of this year's crops will consist of the Cuban variety, also grown under cloth.

WINDSOR, CONN.

Some of the larger tobacco growers of this vicinity have now been for some days engaged in transplanting, and it is only the labor problem that is causing any serious difficulty.

Danville Tobacco Factory Changes Hands.

THE plant of J. N. Wyllie & Co., tobacco manufacturers of Danville, Va., was recently purchased by the Virginia-Carolina Tobacco Co., for $5,250. The new owners are incorporated, $10,000 being already subscribed and $20,000 offered to the public. The members of the corporation are C. G. Holland, John B. Anderson, W. P. Cousins, W. Y. Noel, T. S. Williamson and J. W. Stovall, of Danville, and J. L. Butler, of Reidsville.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

RED CHAP:—22,296.
For cigars, cigarettes and cheroots. May 11, 1911. Geo. Schlegel, New York.

SUNDAY SPECIALS:—22,297.
For cigars, cigarettes, chewing and smoking tobacco. May 11, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

SANTIAGO SMOKERS:—22,298.
For cigars, cigarettes, cheroots, snuff, chewing and smoking tobacco. May 11, 1911. L. Newburger & Bro., Cincinnati, O.

EASYLITE:—22,299.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 11, 1911. The Dana Cates-Simson Co., Ironton, O.

CHERRY VALLEY SPECIALS:—22,300.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 11, 1911. The Duquesne Cigar Co., Pittsburgh, Pa.

VALLEY SPECIALS:—22,301.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 11, 1911. The Duquesne Cigar Co., Pittsburgh, Pa.

CASEY JONES SPECIAL:—22,302.
For cigars, cigarettes, chewing and smoking tobacco. May 11, 1911. La Usina Cigar Co., New York.

JAROSCA:—22,303.
For cigars, cigarettes and cheroots. May 11, 1911. Kaufman, Pasbach & Voice, New York.

JOCICO:—22,304.
For cigars, cigarettes, cheroots and stogies. May 11, 1911. G. J. Johnson Cigar Co., Grand Rapids, Mich.

THE VOYAGERS:—22,305.
For cigars, cigarettes and cheroots. May 11, 1911. Oscar Schein, New York.

BE-AT-IT:—22,306.
For cigars, cigarettes, chewing and smoking tobacco. May 12, 1911. C. E. Summers, Beatrice, Neb.

TOEMANCO:—22,307.
For cigars, cigarettes, chewing and smoking tobacco. May 12, 1911. St. Louis Cigar Box Co., St. Louis, Mo.

CHIEF OKEE:—22,308.
For cigars, cigarettes, chewing and smoking tobacco. May 13, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

CHIEF TONTO:—22,309.
For cigars, cigarettes, chewing and smoking tobacco. May 13, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

CHIEF WAKO:—22,310.
For cigars, cigarettes, chewing and smoking tobacco. May 13, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

UMATILLA:—22,311.
For cigars, cigarettes, chewing and smoking tobacco. May 13, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

CHIEF CANTEE:—22,312.
For cigars, cigarettes, chewing and smoking tobacco. May 13, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

STAR QUALITY:—22,313.
For cigars, cigarettes, chewing and smoking tobacco. May 13, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

PURITY SEAL:—22,314.
For cigars, cigarettes, chewing and smoking tobacco. May 13, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

WORKMANSHIP:—22,315.
For cigars, cigarettes, chewing and smoking tobacco. May 13, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

STAR SEAL:—22,316.
For cigars, cigarettes, chewing and smoking tobacco. May 13, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

ROYAL FEATHERS:—22,317.
For cigars, cigarettes, chewing and smoking tobacco. May 13, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

S. L. S.:—22,318.
For cigars, manufactured and unmanufactured leaf tobacco. May 13, 1911. S. Loewenthal & Sons, New York.

NATIVE SON:—22,319.
For smoking pipes. May 15, 1911. Manhattan Briar Pipe Co., Jersey City, N. J.

HEYN SPECIAL:—22,320.
For cigars, cigarettes, chewing and smoking tobacco. May 15, 1911. Henry Hein, Marshall, Texas.

JUAN PRUDENCIO ENTENZA:—22,321.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 15, 1911. J. P. Entenza, Jacksonville, Fla.

RUTLEDGE:—22,322.
For cigars, cigarettes, chewing and smoking tobacco. May 15, 1911. J. Lorrillard, Rutledge, Pa.

WEELIN:—22,323.
For cigars, cigarettes, cheroots, chewing and smoking tobacco and stogies. May 15, 1911. Blu-J Tobacco Co., Philadelphia.

EL ALELI:—22,324.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 15, 1911. Eduardo Garcia, Chicago, Ill.

LUSIADA:—22,325.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 15, 1911. Wm. Knapp & Co., San Francisco, Cal.

ESTUTANTE:—22,326.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 15, 1911. Wm. Knapp & Co., San Francisco, Cal.

GASTRONOMO:—22,327.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 15, 1911. Wm. Knapp & Co., San Francisco, Cal.

EL PENSAR:—22,328.
For cigars, cigarettes and cheroots. May 16, 1911. Wm. Paley, Chicago, Ill.

L. S. D.:—22,329.
For cigars, cigarettes and cheroots. May 17, 1911. Geo. Schlegel, New York.

ROSE WING:—22,330.
For cigars, cigarettes. May 18, 1911. M. Yaeger, South Boston, Mass. Re-registration. Originally registered June 16, 1898.

HOTEL TERMINAL:—22,331.
For cigars. May 18, 1911. M. Yaeger, South Boston, Mass. Re-registration. Originally registered March 17, 1899.

LA DOLESCA:—22,332.
For cigars, cigarettes, chewing and smoking tobacco. May 18, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

MANGO:—22,333. (By permission.)
For cigars. May 19, 1911. Cayey-Caguas Tobacco Co., New York.

TEWANIMA:—22,334.
For cigars, cigarettes and cheroots. May 19, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

ARQUETTE:—22,335.
For cigars, cigarettes and cheroots. May 19, 1911. Heywood, Strasser & Voigt Litho. Co., New York.



MONROE MONUMENT:—22,336.
(With special design as per illustration.)
For cigars. May 19, 1911. J. J. Dusseau, Monroe, Mich.

MATCHLESS:—22,337.
For pipes. May 19, 1911. Metropolitan Tobacco Co., New York.

FULL VALUE:—22,338.
For pipes. May 19, 1911. Metropolitan Tobacco Co., New York.

ENGLEWOOD STANDARD:—22,339.
For cigars, cigarettes and cheroots. May 19, 1911. Standard Cigar Co., Chicago, Ill.

SORBETE:—22,340.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 19, 1911. E. G. Perez & Co., New York.

ENILEDA:—22,341.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 19, 1911. H. H. Beerbaum, Milwaukee, Wis.

TEMPUS:—22,342.
For cigars, cigarettes and cheroots. May 19, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

DON ALVANO:—22,343.
For cigars, cigarettes and cheroots. May 19, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

L. L. SCHLOSS,
CIGAR BROKER,
29 Randolph Street, Chicago, Ill.
Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

HARRY L. ROBY, Leaf Tobacco Broker
21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-c

N. D. ALEXANDER, Leaf Tobacco Broker
18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

CIGAR MANUFACTURER'S OPPORTUNITY.
Commodious building at Zieglerville, Pa., with plenty of help. Conveniently near Philadelphia. Moderate terms to good tenant. Apply American Ice Co., 6th and Arch streets, Philadelphia. 2-1-tf.

PIPE FOR IRRIGATION PURPOSES.
We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
167 South St., New York City. 3-15-tf.

When in the market for Pennsylvania leaf of any kind write us. We can save you money.
HERMAN STEIN,
Packer and Dealer in Leaf Tobacco, Lancaster, Pa.

For Sale.

FOR SALE—A well-established cigar factory, now in operation, in the city of Reading, Pa., with brands and registered labels well-known throughout the United States, including good will and all stock and fixtures. To be sold as a going plant. A rare opportunity for one desiring an established business. Building can be either leased or purchased on very favorable terms. Address P. O. Box No. 376, Reading, Pa. 6-1-c.

FOR SALE—Progress Bunching Machines and one No. 2 Strickler Scrap and Stem Cleaning Machine. Address The J. H. Lucke Co., Cincinnati, Ohio. 5-1-a.

MACHINERY AND TOOLS—Consisting of 50 H.-P. Boiler, 40 H.-P. Engine feed water heater cooking kettle, reserve tank, dipping tub, two wrinkers, two cutters, two shell dryers, 4dt steam dryers, four conveyors steam coils, steam line shafting pulleys, hangers, belting tools, etc. Address Greenwold Bros., Walnut and Canal Streets, Cincinnati. 11-1-tf.

FOR SALE—Pure Dutch, Gebhardt or Zimmer Spanish scrap filler tobacco. These scraps are from old resweat wrapper B tobaccos—high quality, clean, dry and ready to work. Write for samples and prices. Horner Tobacco Company, 208 S. Ludlow St., Dayton, O. 3-1-ch.

FOR SALE—Pure Havana scraps, guaranteed high aroma. Price, 45 cents any quantity.
ALONZO B. PANDOZ CO., 173-175 E. 87th St., New York 8-15-ch

FOR SALE—Complete set of second-hand cigar store fixtures, in good condition. Same was taken in trade on a new outfit. The Cleveland Store Fixture Co., 4059 St. Clair Ave., Cleveland, Ohio. 5-15-tf.

HAVANA PEARLS:—22,344.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco and snuff. May 19, 1911. Sig. Strauss, New York.

ESSEX RING:—22,345.
For cigars, cigarettes and cheroots. May 20, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

ESSEX KING:—22,346.
For cigars, cigarettes and cheroots. May 20, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

KISSELLO:—22,347.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 20, 1911. Geo. N. Williams Cigar Co., Reading, Pa.

Y. M. C. C.:—22,348.
For cigars. May 20, 1911. Clyde Burritt, Rochester, N. Y.

F. E. C. SPECIAL.:—22,349.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 20, 1911. Henry R. Pomar, St. Augustine, Fla.

LA VONGOLA:—22,350.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 20, 1911. Heineman Bros., Baltimore, Md.

LA CEDMAR:—22,351.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 20, 1911. El Draco Cigar Mfg. Co., Philadelphia. Re-registration. Originally registered January 23, 1889.

RICAROMA:—22,352.
For cigars, cigarettes, chewing and smoking tobacco. May 22, 1911. E. Berger, Tampa, Fla.

GOSSIPER:—22,353.
For cigars, cigarettes and cheroots. May 22, 1911. Merchants Cigar Box Co., Dallastown, Pa.

TOPAZ:—22,354.
For cigars, cigarettes and cheroots. May 22, 1911. Standard Cigar Co., Canton, Ohio.

POTLATCH PERFECTOS:—22,355.
For cigars, cigarettes, chewing and smoking tobacco. May 23, 1911. N. D. McDonald, Seattle, Wash.

DASHKETELO:—22,356.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 23, 1911. D. Davis, Chicago, Ill.

CHIEF WINNEBAGO:—22,357.
For cigars, cigarettes, cheroots and stogies. May 24, 1911. Eastern Cigar Co., St. Louis, Mo.

CHIEF PONTIAC:—22,358.
For cigars, cigarettes, cheroots and stogies. May 24, 1911. Eastern Cigar Co., St. Louis, Mo.

CHIEF ORINOCO:—22,359.
For cigars, cigarettes, cheroots and stogies. May 24, 1911. Eastern Cigar Co., St. Louis, Mo.

CHIEF MERAMEC:—22,360.
For cigars, cigarettes, cheroots and stogies. May 24, 1911. Eastern Cigar Co., St. Louis, Mo.

HELMS:—22,361.
For stogies. May 24, 1911. T. C. Helms, Steubenville, Ohio.

T. P. A. OF A.:—22,362.
For cigars. May 24, 1911. S. Beker, Philadelphia.

WALTER RALEIGH:—22,363.
For pipes. May 24, 1911. Metropolitan Tobacco Co., New York.

KNICKERBOCKER:—22,364.
For pipes. May 24, 1911. Metropolitan Tobacco Co., New York.

TRIUMPH:—22,365.
For pipes. May 24, 1911. Metropolitan Tobacco Co., New York.

FULTON:—22,366.
For pipes. May 24, 1911. Metropolitan Tobacco Co., New York.

CLEANWELL:—22,367.
For pipes. May 24, 1911. Metropolitan Tobacco Co., New York.

LA ETIA:—22,368.
For cigars and cigarettes. May 25, 1911. A. C. Henschel & Co., Chicago, Ill.

CROWN RIBBON:—22,369.
For cigars and cigarettes. May 25, 1911. A. C. Henschel & Co., Chicago, Ill.

CROWN BAND:—22,370.
For cigars and cigarettes. May 25, 1911. A. C. Henschel & Co., Chicago, Ill.

WOODSIDE:—22,371.
For cigars. May 25, 1911. F. Bloom, Philadelphia.

PED FAVORITE:—22,372.
For cigars, cigarettes and cheroots. May 25, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

STRAIGHT HONORS:—22,373.
For cigars, cigarettes and cheroots. May 25, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

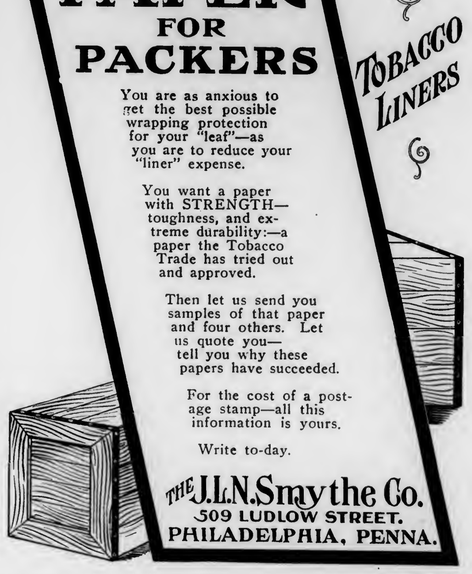
CORRECTIONS.

LLEWELLENS:—22,244.
For cigars. May 6, 1911. M. Stazesky, Philadelphia, Pa.; should read Wilmington, Del.

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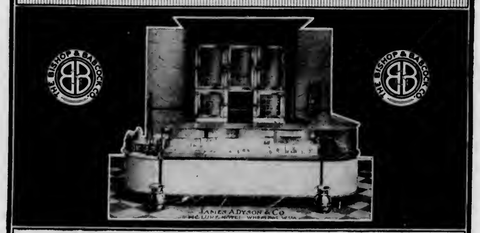
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LIKE CANDY FOR THE CHILDREN

For Gentlemen of Good Taste



San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

CLEAR HAVANA CIGARS OF MERIT

Manufactured by

S. WOLF'S SONS



Factory No. 318 KEY WEST, FLORIDA
WRITE FOR QUOTATIONS



DANTON

A revelation in clear Havana Cigars
FISHER & YGLESIA CO.
Manufacturers of Quality Clear Havana Cigars
Factory: TAMPA, FLA. Office: 120-122 Livingston St. Brooklyn, N. Y.
Samples Submitted for Open Territory to Responsible Firms

FOR RENT

New building 80x80; ceilings 12 feet.
Light on all four sides and skylight.
Cement cellar 80x100.
One square from 3rd & Walnut Streets.
D. M. ELLIS, Provident Bldg., 4th & Chestnut Sts.

OLOGY
CIGAR OF QUALITY
5¢
BEST BRAND FOR BIG BUSINESS
CASPER ROSENBERG, MAKER
CLEVELAND OHIO

Graham Courtney
HAVANA CIGARS
They Lead the Leaders
26 SIZES
Acker, Merrall & Condit Company
135 West 42nd Street, New York

Havana's Kingly Product

MARCA INDEPENDIENTE
POR LARRAÑAGA
DE TABACOS DE VUELTA ABAJO
MANUFACTURADOS EN LA HABANA ESTD. 1844 U.S.A.

Oldest Independent Factory in Cuba
Established over 75 Years
The Cigar of QUALITY & RENOWN

HAVANA CUBA CIGARS

CASTAÑEDA
TRADE HABANA MARK

We Suggest **CASTANEDA**
New York Office: 3 Park Row
Dave Echemendia, U. S. Rep.
Telephone Connection
London Office: 14 Gracechurch Street
Castaneda (Havana) Cigar Factories, Ltd.
129 Virtudes, Havana.
Cable Address, Havana, London and New York: CIGARESTAS

- Highest Class Materials
- Best Workmanship
- Perfect Colors
- Delightful Aroma

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York
DIRECT IMPORTERS of the highest grades of Cigars manufactured by the
Independent Factories of Havana
all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.
Price List Mailed Upon Request.

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO



FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY
3 PARK ROW, NEW YORK

A NEW FEATURE
OF ALL
PROMINENT STORES
VERY MILD
CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY
E. A. CONDAX & CO.
NEW YORK
The Originators of the
CONDAX STRAW TIPS

NOTICE

The following letter has been received by us from **Messrs. Wise & Lichtenstein,** who are authorities on trademark and copyright matters, and is published by us with the view of informing the trade that we shall protect our rights on our cigars packed in **Metal Cans,** cedar covered paper.

New York, June 8, 1911.

Jeitles & Blumenthal, Ltd.,
119 South 11th St.,
Philadelphia, Pennsylvania

Gentlemen,

You have asked for our opinion as to whether you could restrain other cigar manufacturers or dealers from using cedar paper covered cans similar to the one used by you for the **"Flor de Jeitles," "Tungsten"** and kindred brands.

As you were the first concern in the cigar trade, as we are informed, to make use of this distinctive package, consisting of a cedar paper covered metal can, labeled in a distinctive way, and as you have built up a large business and valuable good-will in selling cigars in this can, we are of the opinion that you can restrain any other manufacturers or dealers from using cedar paper covered cans for cigars similar to the one you are using.

Yours very truly,
(Signed) Wise & Lichtenstein.

Silent Salesman TRADE MARK **Show Case.**



Our No. 40

KEEPS CIGARS IN PERFECT ORDER

No. 40 is a modern cigar case of the all-glass type—It's as solid as a rock—The joints are air tight—we use a patented cement construction—If interested we will tell you more about it—This case is equipped with moisteners—We make display cases of same design—Also small cases for cigarettes, gum, etc.

Ask for our 1911 Catalogue.

Detroit Show Case Company

Detroit, Michigan

P. S.—We make Tobacco Fixtures too

10c. CIGAR



10c. CIGAR

WE WISH to draw the attention of the trade to the fac-simile of our **"Mardonius"** package of high grade cigars. ¶ **Mardonius Cigars** are essentially high grade. The best of its kind, and will sell wherever it is introduced. ¶ A fair trial will convince you that it is a duplicator.

Open territory for live jobbers.

H. F. KOHLER

MAKER

Nashville - Pennsylvania

We are offering a few choice lots of our

Packing of 1909 Penna. Tobacco

A fine quality of leaf that is constantly finding a stronger demand. It is seasoned and good burn. Manufacturers and Jobbers will profit by looking into the merits of these offerings now. ¶ We aim to be always able to show a fine general line of cigar leaf tobacco, and stand ready to back up the quality of our goods. ¶ Let us send you our quotations.

A. B. HESS

Packer and Dealer in

CIGAR LEAF TOBACCO

Warehouses and Offices:

LANCASTER, PA.

"The Straw Shows the Way the Wind Blows"

A very old saying, but true. The way the public is taking hold of *"Crown" Coupons* is marvelous—like the straw, it tells a story just as true—it tells you Mr. Manufacturer and Mr. Retailer that the tobacco using public want *"Crown" Coupons* and *Certificates*.



Don't take our word for it—ask one of the hundreds of merchants who are giving them out. If the Public didn't take to them we couldn't hand out Ten Millions (10,000,000) in thirty days, and the smoker doesn't have to wait until he is as old as Methuselah either to get something—we give premiums for ten 25 Cent Certificates. Besides, *"Crown" Coupons* and *Certificates* are redeemable in conjunction with *"Crown" Stamps*. See the point?

The cost? Lower than any Cigar Coupon proposition in existence.

THE CROWN STAMP COMPANY

Largest Premium Parlors in the World

1007-09 Arch Street Philadelphia, Pa.

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

.:. Cigar Box Labels .:.

Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office--Paul Pierson, Mgr., 160 Washington St., Chicago, Ill.

ESTABLISHED 1887

LOUIS C. WAGNER & CO.

43 EAST 20th STREET NEW YORK

ORIGINAL PRIVATE DESIGNS IN STOCK

IMPORTERS OF **FINE CIGAR LABELS AND BANDS**

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.

CHICAGO 56 5TH AVE E. E. THATCHER, Mgr.

SAN FRANCISCO. 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

PHILIP MORRIS

Cut Plug and English Mixture

Both retail at $2.00 the lb., in 25c, 50c, and $1.00 tins.

Philip Morris is the "consolation" smoke, the brainy smoke for the man who knows real aroma—and is willing to lay out a quarter for a 2-oz. tin.

Tomorrow will not be too late, but today is better. Let us quote you, your jobber will do the rest. Write

PHILIP MORRIS & CO.

402 W. Broadway, New York City

FACTORIES

New York Montreal

London Cairo





It Talks for Itself

Better Than the Most Expert Salesman

After more than a year in use in nearly every country and requesting customers to return this **Health Humidor Cigar Case** if it was not better than represented and money would be returned. Not ONE complaint, but instead 90% re-ordered, many times.

If it don't pay for itself on any dealers counter in 10 days, he ought to go out of business. It will sell cigars where everything else fails.

Its patent attachments, high grade quality and magnetic sanitary effect, **does the trick.** Nothing ever equaled it regardless of the most lavish expenditures of money. Made in many styles and size to fit any box from 25c. up.

No 5 Sample sent on receipt of $1.35.

P. A. BECKER, 132 Cumberland Street (New Factory)

(Established 1892) Brooklyn, New York

Manufacturer of every kind of Display Cases, Air-Vent Moisteners, Glass Cigar Box Lids, etc.

Tin Cigar Cans and Boxes

THE HUMIDOR PACKAGE



Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

NATIONAL CAN COMPANY

Independent Manufacturers Detroit, Mich.

Finest Imported Cigar Labels and Bands

Manufactured by
Gebrüder Weigang, Bautzen, Germany
American Representatives
Möller, Kökeritz & Co.
25 Astor Place, New York.

World Famous
Gold Medal Brands
"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA
Havana, Cuba

T&O COMPANY MAKERS

½ THE SIZE - ½ THE PRICE

LITTLE Wm Penn

THE NICKEL SIZE OF A GREAT 10c. CIGAR
5c. STRAIGHT
THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

An Offering of Stock

A limited number of shares of the SEVEN per cent. Accumulative Preferred Stock of the

American Cigar Banding Machine Company

The Only Practical Machine Ever Evolved for Banding PACKED Cigars

The Stock is offered at PAR with a Bonus of Twenty-five per cent. in Common Stock

A technical description of the machine was published in the *Scientific American* of April 29th

For full particulars and prospectus of the Company address

American Cigar Banding Machine Co.
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Pittsburg Stogies and Cheroots

Made by *Experienced Hands*, in *Daylight Workrooms*, under *Sanitary Conditions*.



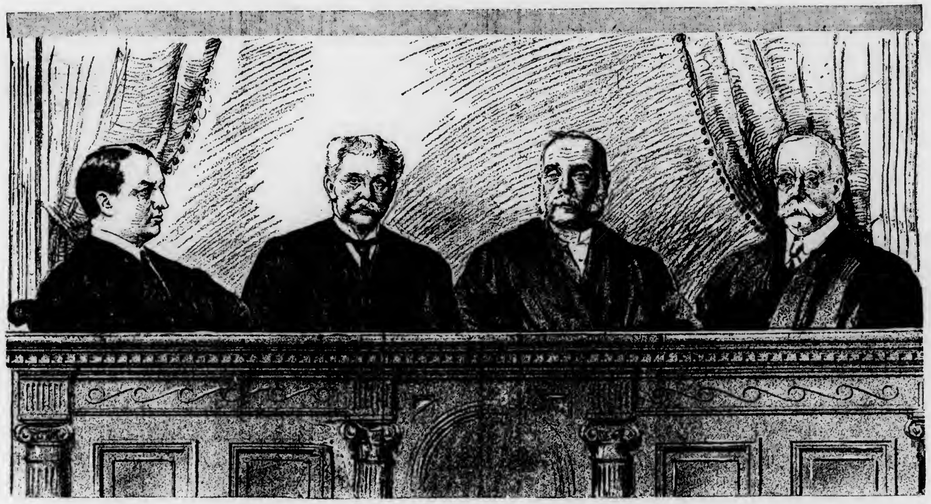
"Workmanship, Cleanliness and Quality," our Motto.
"PURO SPECIALS" our Leaders
Write for Prices. Territory Open for Distributors

W. D. SHARPE CIGAR CO.
Pittsburg, Pa.

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, JUNE 15, 1911. No. 12.

The Men Who Will Pass Upon the Re-Creation of the American Tobacco Co.



JUDGE W. C. NOYES JUDGE A. C. COXE JUDGE E. H. LACOMBE JUDGE H. G. WARD

IN the hands of the four judges sitting in the United States Circuit Court of the Second New York District, hangs the fate of the American Tobacco Company and its subsidiary corporations, which have been ordered to be dissolved by the Supreme Court. These judges must decide what business is in harmony with the Sherman Law and what is not, and how the combination can be re-created according to law. It is a tremendous question and one which promises to prove epoch-making. The four men are: Emile Henry Lacombie, Alfred Conkling Coxe, Walter Chadwick Noyes and Henry Galbraith Ward.

In view of the importance of the question involved, the personality and history of the men is quite interesting. Judge Noyes is regarded as a great student of corporations and corporation law; in fact, he is one of the best known authorities in this country.

Judge Lacombe is regarded as a jurist who is not anti-corporation. In passing upon the tobacco case, when it appeared in his court, the judge stated his opinion as follows:

"The record in this case does not indicate that there has been any increase in the price of tobacco to the consumer. There is an absence of persuasive evidence that by unfair competition or improper practices independent dealers have been dragooned into giving up their individual enterprises and selling out to the principal defendant."

Judge Ward was an appointee of President Roosevelt, as was also Judge Coxe. As for Judge Noyes, no one seems to know his predilections. He comes from Connecticut, where he had served twelve years on the bench. In commenting on the tobacco case when it was before his court, Judge Noyes wrote: "Considering the enormous inherent and collected power of the defendants, the record is remarkably free from acts of oppression and coercion. But still there is enough to show how a competitor can be brought to terms if occasion demands."

Upon the whole, the tribunal can be regarded as conservative and safe, and free from serious prejudices; and whatever the outcome might be, their dictum can be accepted as the logical working of their judicial minds.

American Tobacco Co.'s Plans to Reorganize

Conference Between Counsel and Attorney General Wickersham Held to Arrange Preliminaries.

DURING the past week Attorneys W. W. Fuller and DeLancey Nicoll, acting for the American Tobacco Company went to Washington and at a conference with Attorney General Wickersham laid before him plans for the re-organization of the company in accordance with the recent mandate of the Supreme Court.

The attorneys are desirous of obtaining from the Department of Justice the approval of their ideas before working them out in a concrete form to present them to the Judge of the U. S. Circuit Court, which tribunal must eventually pass upon them.

Manifestly, any details of the proposed plans are held inviolated by the American Tobacco Company and the officials at Washington would not give out a word concerning even the conferences with the Attorney General.

It is understood that the counsel for the American Tobacco Company will have the Department at Washington pass upon each phase of their plans for reorganization before embodying any or all of them in the completed draft which they will bring before the Circuit Court of Appeals for the Southern District of the State of New York, within the next six months, and the feeling is that if the plan goes before the court with the approval of the Attorney General upon it, the Judges will then be enabled to reach a decision in this delicate question with much more dispatch than otherwise.

The Attorney General has indicated his willingness to go throughly in the matter of reorganization plans and a number of conferences with the counsel for the American Tobacco Company will be held during the next few weeks.

The report that the United Cigar Stores Company, of which George W. Whelan is president, would take over all the holdings of the American Tobacco Company's subsidaries for the purpose of reorganization is denied emphatically by Mr. Whelan. The report, which spread through New York, was to the effect that the sixty-five concerns which are controlled by the American Tobacco Company would be replaced by one manufacturing and selling company, for which purpose the United Cigar Stores Company's capital stock of $10,000,000 would be vastly increased. It is this report that Mr. Whelan denies and puts at rest this proposed solution of the reorganization problem.

How the Trade Regards the Decision

Some Views of Detroit Men.

DETROIT, June 10th. The most fruitful topic of conversation in recent days has been the Supreme Court decree in the American Tobacco Co. case. Just what effect the reorganization of the American Tobacco Co. will have is hard to forecast. Jno. T. Woodhouse, their leading Michigan distributor, states that until the plan of reorganization is known it would be useless to make any definite forecast of how it will affect this business. However, he does not think it will seriously affect his own firm nor the standing of A. T. Co. in Michigan.

Walter Hamper, of the Globe Tobacco Co., is unmistakably jubilant over the decision. In fact there is a pronounced note of personal elation, and the Globe Company has reproduced in the daily press, and sent to its many agents and distributors, half-page cartoons wherein, like a modern Hercules, Walter appears as the champion of the Independents, armed with a prodigious club, with which he is lustily swatting a gigantic octopus that is vainly seeking to ensnare the bold and intrepid Walter within its deadly tentacles. The Globe Tobacco Co. have long stood for independence and for union labor. They were among the first tobacco manufacturers here to adopt union labor, a matter of twenty-five years ago, or more, and feature the use of the union label on their packages.

Interviews with numerous other members of the trade, among them Isidor Steiner, of the lithographing house of Wm. Steiner Sons & Co., N. Y., who has an intimate acquaintance with leading manufacturers; Clarence Wilson, of Calvert Lithographing Co.; William Lichtig, of Surety Cig. Co., whose many years association with the A. T. Co. before he went into business for himself, qualifies him to discuss understandingly some phases of the trust organization and methods; Harry S. Rothschild, A. I. Davis, of Louis Peters & Co., and with several gentlemen connected with retail and jobbing trade, leads to the belief that the predominant feeling in the trade is that the "trust" decision is going to prove to be a good thing, but just how it is to be worked out no one professes to know. Mr. Davis, of Louis Peters & Co., has pronounced views on combinations and trusts that are by no means prejudicial to the latter. He holds that, if evil, they are but a manifestation of the keen competition of modern days and that, moreover, they express only in greater degree the things of which we are guilty (?) in a lesser degree in our everyday business affairs. There is no doubt the intense interest this case has aroused will quicken the public sense of right or wrong, as well as have a salutary effect on the conscience of the tobacco combination.

Cincinnati Men Much Interested.

CINCINNATI, OHIO, June 12.—The tobacco decision handed down by the Supreme Court caused much greater interest in Cincinnati than the Standard Oil case. THE TOBACCO WORLD representative called on the leading firms in the local tobacco industry and found the general sentiment to be that, while the American Tobacco Co. may change its form, it certainly is not going to lose its grip on the business.

The J. B. Moos Company is the local distributing house for the American Tobacco Co. Gerson J. Brown, local manager, said: "We handle American Tobacco Co. goods, but in this respect we bear the same relation to the American Tobacco Co. as any other local jobbers."

W. H. Whiteman, president of the Cincinnati Tobacco Warehouse Company, said: "Just what effect the decision will have on the Cincinnati tobacco breaks it is too early to determine, but I presume that it will serve to stimulate competition and largely increase the business on the breaks."

"The decision orders the dissolution of the American Tobacco Company, but I do not believe it will ultimately make any change in the conditions governing the control that it has over the tobacco business," said R. D. Best, president of the Lovell & Buffington Tobacco Company.

Local jobbers and retail cigar dealers hailed the decision with delight, and that it will tend to give the smaller dealers a chance was the consensus of opinion.

Godfrey S. Mahn's Views.

APROPOS the discussion of the Supreme Court decision on the American Tobacco Co.'s case. Godfrey S. Mahn, the Philadelphia and New York importer and retailer, has been doing some placarding of his own. In the Mint Arcade store, Philadelphia, the following sign appeared in large, black, conspicuous letters in the window for the past week:

"TO THE SMOKING PUBLIC.

"Have you read the Supreme Court decision on the Tobacco Trust? If so, do you not think it fair that you should patronize the houses and square dealers of your home city, owned by men who have been born and raised with you and give you honest value; not trying to dope you with coupons, chromos, etc.

"This is not a pleading to you for your business, but to get your opinion on the subject. Godfrey S. Mahn."

Henry Weigand, general manager of the Penn Tobacco Co., Wilkes-Barre: "The Court's decision should help the little fellow, and I believe that the American Tobacco Co. will be compelled to move more cautiously in the future, and that methods of unfair competition will be curbed."

Late New York Notes

Mr. Garbade Returns from Europe.

THEODOR GARBADE, director of the big H. Upmann Havana cigar factories reached New York, via steamship "Kaiser Wilhelm der Grosse," on Tuesday last, after a four months' absence abroad.

Mr. Garbade when seen at the headquarters of their American selling agent, Charles Landau, at 82 Wall street, New York, said that business on the other side was a trifle quiet at present, and that in Germany the recent tariff enactment had made itself felt to a decided extent, both in the consumption of goods and the advance in the prices of cigars. Even the cheapest grade of goods costing five and six pfennigs now cost the German consumer at the rate of eight pfennigs, and they are not smoking as many as they did.

Mr. Garbade sails for Havana on the Ward liner "Saratoga" on Saturday, June 17.

Fourth Outing of Philip Morris Employees.

THERE will be nothing doing at the Philip Morris & Co. factory on W. Broadway on Saturday, the 17th, but there will be lots going on at Donnelly's Grove, College Point, L. I., on the same date, for this is the day fixed for the fourth annual outing and games for the employees of the company and it has always proven a gala time.

The firm acts as hosts, give the prizes for the athletic events for both the male and females, and sees that the dinner and refreshments are all up to the standard.

William King, assistant treasurer of Philip Morris & Co., has an especial oversight over the day's outing and is only hoping that the skies will be bright and clear.

Maas & Waldstein Co., 92 William street, New York, who manufacture and import flavorings for cigars and tobacco, tell us that they have noticed recently a big increase in the call for these goods from South America and Central America.

J. W. Cronauer, who was for sixteen years with Wasserman, has recently jointed the sales force of the Antillas Tobacco Company and will look after the Metropolitan district in the interest of "Gregorio Lopez" cigars.

Items of Interest

Savannah Factory for LeRoy Myers Co.

THE LeRoy Myers Company, of Savannah, Ga., has purchased a site in that city on which they will erect a cigar factory 50 x 100 feet, having a capacity of 50,000 cigars per day. It is the intention of the company to branch out extensively and they will install facilities for taking care of an immense growth in their output.

Increasing Forces at Oklahoma.

W. O. MILES, manager of the Guarantee Cigar Company, of Oklahoma City, Okla., recently visited New York for the purpose of increasing the present force of cigarmakers from twelve to fifty men.

The company is at present working on "Spriggs Guarantee," which is controlled by the Williamson-Halsell-Frazer Grocery Co., and the success of the brand is responsible for the increased demand for skilled workmen.

The new four-story building which the American Cigar Company is erecting on Fulton avenue, Evansville, Ind., at a cost of $50,000, will in many ways be a model factory. The important question of light has been treated in a scientific and practical manner, as a large part of the front of the building will be of glass, and on the second floor where the classification is made, there will be enormous skylights. The floors will be of concrete, but will be covered with boards to prevent the dust, caused by the tramp of many feet, and the moving of cases from accumulating on the tobacco and in the lungs of the workers. Every precaution will be taken with a view toward insuring the health and comfort of the workers, and to procure a high grade of workmanship.

The Fritz Brothers Cigar factory of Cincinnati, Ohio, will shortly move to more commodious quarters at Broadway and Ninth street, which will allow for the increased volume of business which made the change necessary. A ten-year lease has been secured on the building.

John Sweenburg, of Greene, N. Y., will shortly engage in the manufacture of cigars in the building formerly occupied by H. G. Gage.

Mr. Sweenburg was for a number of years in the employ of Edwin Ostrom, of Oxford.

W. F. McMaster, who has just retired from the position as Chief of Police, at Joliet, Ill., announces that he will resume his position as active head of his cigar manufacturing business, and will let politics alone in the future.

Theodore Charles has engaged in the manufacture of cigars at 913 North Sixth street, Vincennes, Ind., making a five and ten-cent brand, the "Barreson" and "Little Barreson." Mr. Charles has had fourteen years' experience.

For the purpose of manufacturing tobacco cutters, Messrs. Alanson W. Farrington, Harry J. Farrington and George E. Ellis, of Boston, have filed incorporation papers for the A. W. Farrington Company, with a capital of $100,000.

B. Johannsen, of Clinton, Ia., is having a two-story addition built to his establishment on Second street. The new building will have a twenty-three foot frontage, and the lower floor is to be used for a cigar store.

The Frat Tobacco Company was recently incorporated at Chicago with a capital of $5000, for the purpose of manufactnring cigarettes. Ralph F. Stern, Charles C. Boderstab and Morse Ives are the incorporators.

Frank X. Kardasz, a South Bend, Ind., cigar manufacturer, has filed a petition in voluntary bankruptcy, placing his liabilities at $4052.07, and assets at $205.

Messrs. Maley and Galvin, makers of the "Bedford" and "4-80-0" cigars, have opened a cigar store in connection with their factory in the G. A. R. Building, Marlborough, Mass.

Patrick F. Quinn, manufacturer, at Cortland, N. Y., has filed a petition in voluntary bankruptcy. Liabilities are placed at $1209.92 and assets at $790.48, which latter item includes $742.48 of stock.

Benj. Henniger has leased quarters at 2004 Hall avenue, Marinette, Wis., and started the manufacture of cigars at that point. Mr. Henniger is a veteran cigar salesman.

CONFESSIONS and SUGGESTIONS of a RETAILER

By DAN DUIT.

Article VI.---WHY ORGANIZE A RETAIL TOBACCO DEALERS' ASSOCIATION?

HAVING concluded a series of fine articles, in which some of the most prominent forces for good and evil in the retail tobacco business were covered, I have accepted THE TOBACCO WORLD'S invitation for an expression of my views on a proposed "Retail Dealers' Association." I am thoroughly in sympathy with such a movement, because I believe that an organization of that kind, founded and maintained upon the broad and correct principle of a square deal for each and every member thereof, would be most conducive to mutually beneficial results and add considerable dignity and worth to a business that we all know has been long in need of something to checkmate its abuses and stimulate its latent energy.

I do not believe in any combination that has for its purpose the restraint of proper trade, but certainly do believe in an organization that proposes and endeavors to enforce a sane, essential and mutually profitable competitive trade.

The unsatisfactory condition of the retail tobacco business to-day is largely due to the elements of distrust and extermination that have come into its life during recent years, and grown to such enormous proportions as to threaten thousands of reputable dealers with ruin, unless checked by concerted and powerful action. There is another business that is so greatly under the influence and control of powers, propelled by selfish and greedy purposes. And added to this, are the reckless and ruinous methods of the average dealer who has come to play into the hands of his would-be destroyer. Common decencies and laudable ethics, which generally prevail and mean so much in other branches of business, have been long ago discarded by the many retail tobacco dealers, and they have as equally long been a party to a vicious and vigorous campaign, which means their own destruction. I don't imagine for a moment that the average dealer wishes such condition, or is a willing catch for the bad bait that is thrown out to him, but ignorance, prejudice, lack of personal assertion of rights and good leadership, false pride, selfishness and other damaging influences have brought him to his present low level.

Tobacco, cigarette and cigar manufacturing combinations are reaping great successes; but how about the hundreds of thousands of retail dealers who represent the channels through which the former carry their goods to millions upon millions of users? They constitute a vast army of investors and laborers, with little or no returns for their investments, and mighty little for their labor. Most of them are as herein described. They are not merchants, but poor, deluded, hard-working men, daily employed from twelve to eighteen hours; slashing each other, eking out a miserable existence, and content to eat the crumbs which have accidentally fallen at the feet of their masters.

The Condition of the Retailer.

This is not an overdrawn picture or an exaggerated statement. It is a true, but sad state of affairs. And the best remedy is—a good, strong organization, with every member assuming the dignity that is due him, and a willing and legal adherer to the great principle of "a square deal."

To get the retail dealers together will require hard, enthusiastic and intelligent work, but the object to be attained is worth it. One thoroughly interested and in sympathy with the movement, broad, original, untiring and capable, strong intellectually and in character, is needed to direct such an organization and surely such an one can be found.

About ten years ago I became somewhat interested in another business in Philadelphia, which at the time was in a deplorable condition. Every man actively engaged in it seemed to regard it as perfectly proper to slash, abuse, and disregard the rights of every other person similarly employed. Honor and respect were dismissed qualities, and it was no uncommon thing to hear of personal encounters in the streets between competitive salesmen. This condition had prevailed for many years, notwithstanding millions of dollars were represented in the business, no dividends had accrued for a long time, and the losses were enormous. At last the initiative for an organization was taken, and after several months of the most earnest kind of effort a number of the companies were gotten together, and in less than a year nearly every one, big and little, was an enthusiastic member. Mistrust, abuse and destructive policies gave way to reason and respect; and to-day that organization is in effect stronger than ever, and while not restraining competition, it is the great influence which maintains trade on a sane and safe road. I might add that from this organization, there have sprung similar ones all over the country, and while each sustains its individuality, every one is in accord with every other in safeguarding the business of all.

"In union there is strength!" It is the power that sustains and propels our national well-being, and an organization, properly founded and maintained, would be a blessing to the retail tobacco dealers. And I hope sincerely that it will not be many days before such organizations are effective in all our cities and towns. It will mean the wiping out of the worst abuses and the cut-throat methods that have so long prevailed; it will supplant ignorance with intelligence; it will compel a justifiable consideration and protection from sources which to-day hold us in the hollow of greedy, selfish hands. In fact, it will do wonders towards raising the business to that standard of usefulness, profit and respect commensurate with the vast investment and labor represented in it.



MR. EDWARD WOLF,
Of the Edward Wolf Co., Cigar Distributors, San Francisco.

Seattle Association to Organize Retailers of Washington.

Local Association, Backed by Wholesale Houses, Starts Movement To Unite Dealers in State-Wide Organization.

OFFICERS OF THE SEATTLE RETAIL CIGAR DEALERS ASSOCIATION.



S. J. BRIGHTMAN,
Treasurer.



L. L. PHELPS,
Vice-President.



A. A. WISMOLEK,
President.



J. R. BREWSTER,
Secretary.

(By Special Correspondent.)

SEATTLE, WASH., June 8th.

THE movement to organize the retail cigar dealers of this State, which is being fostered by the Seattle Retail Cigar Dealers' Association, is fast gaining headway. Having thoroughly organized the retailers of this city, the Seattle Association has raised the funds through popular subscription, chiefly from the wholesale interests and from their own ranks, to carry on the work of organization throughout the State.

The first meeting along this line will be held in Tacoma to-morrow night. A number of Seattle retailers will visit that city and explain to the meeting the benefits which they have derived from co-operation. Letters received from cigar dealers throughout the State, indicate that they are ready for organization, and that the movement will receive their unanimous endorsement.



N. E. NELSON,
Acting Sect.

Since the organization, about two and a half years ago, the Seattle Association has proved an active factor in the trade of this city. It was formed chiefly to bring the dealers together for a mutual understanding and protection, and it has accomplished much good.

The chief reform which has been brought about is the maintenance of prices, and the elimination of ruinous price-cutting. When the Association was formed many staple 5 cent cigars were sold throughout Seattle at from 7 to 10 for a quarter. The price-cutting drove many retailers out of business. Since that time the Association has brought about an understanding, whereby most nickel goods are sold at 5 cents straight, and never more than six for a quarter. On 10 cent goods, price-cutting has also been curbed.

Another evil which the Association had to contend against has been the use of coupons and permiums. Many of the members of the Association are opposed to this scheme, and it is hoped that they will eventually be able to eliminate them.

Just now the chief work of the Association is to educate the dealers not to handle tobaccos for less than 25 per cent. to 30 per per cent. profit. It is contended that it costs the average dealer about 20 per cent. to do business, and that at the present prices less than 20 per cent. can be made in selling the standard brands of tobaccos. Further it is pointed out that the retailer is losing money on practically all of his tobacco sales.

The present officers of the Association are as follows: President, A. A. Wismolek, of the firm of Wismolek & Chambers, 614 First avenue.; vice-president, L. L. Phelps, 1937 First avenue; treasurer, S. J. Brightman, 201 Second avenue, South; secretary, J. R. Brewster, 810 First avenue and Third and Union; acting secretary, N. E. Nelson.

Trustees—T. J. Ivers, of Ivers & Altschuler, Fourth and Westlake; O. A. Benson, 1222 Second avenue; N. F. Kelly, of Kelley & Company, 608 First avenue; W. E. Sims, Cobb Building, 1316 Fourth avenue; J. A. Gibson, Henry Building, First and Madison.

PROBLEMS of the RETAILER

Things That Are Forgotten.

THERE are many little things effecting the retail cigarist, especially in his advertising work, which the merchant is apt to forget or overlook. It has been observed and happened more freely in the preparation of advertising matter than in most anything else. The most important factor in the advertising should be its truthfulness, for many persons are drawn into a store by what is said in its business announcements. Therefore it would not do to state in an advertisement "no trouble to show goods; we welcome all, whether they buy or not"; and then have the salesmen treat persons coldly or rudely if they did come in and made but slight purchases, if any at all.

The consumer of a high-priced cigar likes to compare qualities to his own satisfaction. If salesmen treat them badly, they may turn away without buying anything and such prospects are not apt to return, notwithstanding any favorable opinion that they may have formed about the store in the line of goods it is offering.

A busy person not long ago, went into a local store late in an afternoon when the chief salesman was busy closing up his business for the day. The customer desired to look at an expensive line and one of his assistants put aside the work he was at and without a trace of impatience, showed the desired stock. No purchase was made at the time, but the next day the same patron returned and waited for some time for the young attendant whom he had seen the day before, but who was temporarily absent, return to his post, and made a purchase of a large lot of fine goods for a prominent club which has ever since been a steady customer and extensive buyer, from this dealer.

Had the clerk been brusque, impatient, or the least discourteous, he would no doubt have failed to make any sale, and the store would have lost an opportunity which it does not get every day. As a result of this experience, the proprietor of the establishment, realizing the value of such little things, drilled every clerk whom he employed to show just as much attention to a newly arrived emigrant as he would to a millionaire.

Show Card Writing.

IT would be difficult to undertake to tell card writers what to do in order become proficient in their work, for they must necessarily gain their knowledge by experience and by practice acquired proficiently.

The use of the right kind of brushes is very important. Of course, most card writers think they must have camel's hair brushes, but the red sable brush will answer admirably for general purposes. For script or very particular work, a No. 7 red sable rigger is about the right thing. Cheap brushes do not give good results, and are more costly in the end.

Cards can be air brushed and easily made into a multiple of designs, after which letters can be marked off or shaped with a hard pencil. They can then be air brushed to form a delicate shade, then go over the letters again with a brush, leaving just a trifle of the air brush color on all sides of the letters. This gives a pleasing effect, particularly when the script letters are used on a white card, and care should be taken not to over air brush a card. When the work is overdone, the card is cheapened in appearance. Beginners should use the "smoke" very judiciously.

Card writers seldom agree upon any style of lettering, or even upon what is the best tool or any one method of doing it. Every one adheres to his own ideas—ideas which have been formed through the school of experience.

Some use the thick and thin alphabet, more than any other, but quite frequently employ the Roman, Block and Old English. The last mentioned alphabet is a fine one, but so few persons can easily decipher some of the capitals that many card writers refrain from employing it too much.

Some card writers prefer working on a flat table, while others like to work on a slanting table.

Window Bulletin Suggestions

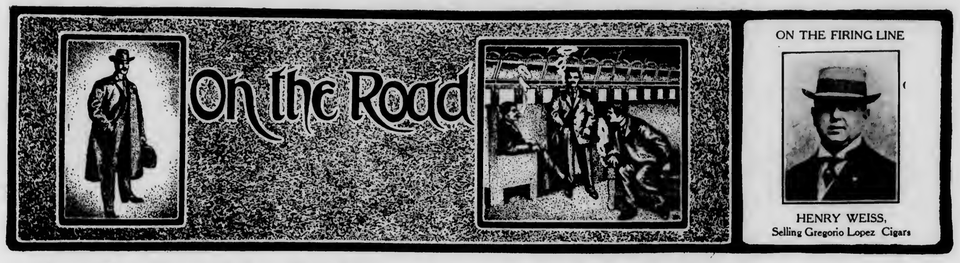
$100 REWARD
TO ANY ONE WHO CAN
DUPLICATE OUR
7c. CIGAR
4 FOR 25c.

A GOOD CIGAR
AT ANY PRICE
YOU WANT TO PAY
IS YOURS FOR
THE ASKING
HERE

Hot Weather Bulletins.

IT'S TOO HOT
TO TALK POLITICS.
OUR
WINNER
10 cent CIGAR
IS A
COOL PROPOSITION

KEEP COOL
TRY OUR
ICE
WAGON
CIGARS
5c. PIECES



Henry Weiss, Successful Porto Rico Salesman.

HENRY WEISS, now general representative with the Antillas Tobacco Co., of New York, is one of the successful salesman of Porto Rico cigars. He is extremely enthusiastic over the "Gregoria Lopez" brand of that house and has succeeded in placing them with a large number of distributors. His territory is almost anywhere that goods can be sold and he is gratified to see them make good wherever they are offered.

He formerly represented the American & West Indies Trading Co.

D. H. Moulsdale, general representative of Sanchez y Haya Co., is now on his way to the East, having concluded a visit to Portland and other points on the Pacific Coast.

Arthur Meyer, Coast representative of Bustillo Bros. & Diaz, was recently covering the Northwest and reported a good business from Spokane and other points.

J. H. Weller, traveling for Geo. W. Nichols & Co., New York importers through Texas, was recently a visitor to the firm's headquarters in New York.

Ben. Lesser, who has just recovered from a serious illness, is again out for F. Lozano, Son & Co., covering the West.

R. C. Hammond, a broker of the Pacific Coast, is quite successfully placing H. C. Nolan & Co.'s "Generalidad" in that territory.

Ralph B. Oppenheim, representing I. Teitelbaum & Co., of New York, recently visited the trade at Portland, Ore.

Fred Charles, with Ruy Suarez & Co., of New York, is now covering Pacific Coast.

Ed. Brown, of The American Tobacco Company, was a Philadelphia visitor recently

---

S. W. Levine, with the E. H. Gato Cigar Co., is at present in the East.

A. J. Herbert, with Phillip Morris & Co., has lately been superintending the installation of numerous window displays on their goods in San Francisco. He held frequent conferences with local representatives at various points.

O. M. Bosworth, representing the Diamond Joe Cigar Factory, operated by H. Fendrich, at Evansville, Ind., has recently covered northern Ohio with good results on their "Charles Dendy" and other brands.

A. J. Meyers, with Salvador Sanchez & Co., of Tampa, recently visited the trade at Indianapolis where their "Dulce" brand of clear Havana cigars is being distributed by Donahue & Eaton

---

Abbott G. Bucher, of the selling force of Allen R. Cressman's Sons, Philadelphia, has just returned from a successful trip through Pennsylvania.

Nick King, of the Deisel-Wemmer Co. staff, has lately done a good business in the Northwest on their "San Felice" and "El Verso" cigars

---

W. P. Bushnell has just completed plans for an extended trip in the interest of Jose Lovera and E. M. Schwarz & Co.

A. L. Roemer, has joined the selling staff of the American-West Indies Trading Co. and will make his headquarters in St. Louis, Mo.

Mr. Trezevant, representing Park & Tilford, is specializing on "Nightingale" cigars in Philadelphia and Atlantic City.

J. B. Wertheim, of E. M. Schwartz & Co., was recently touring Indiana and other Middle Western States.

B. S. Screven was looking after the interest of the "Partagas" factory in Philadelphia recently

---

Anton Kleiner, of E. Kleiner & Co., New York, was among the recent visitors in St. Louis.

Cigar Men to Try for Swimming Record.

LOCAL tobacco dealers and smokers are much interested in the sixteen-mile swim from Chester to Philadelphia which will be undertaken on Thursday, June 15th by Vance Veith, assistant to J. Durbin Acker in the cigar department of the Quality Shop, 12th & Chestnut streets.

Mr. Veith intends to go after Mr. Kisler's record, and from his recent performances in training he has an opportunity to lower the record considerably. In one of his practice swims from Gloucester to within one mile of Chester he was two hours ahead of the record with only four miles to go.

Another tobacco man who is interested in the swim is A. J. Lynch, salesman for El Draco Cigar Co. Mr. Lynch will follow the swimmer in his motor boat. J. H. Sterret, who timed Mr. Kisler's remarkable swim and also the recent attempt of Durbarrow when he failed to break Kisler's record by four minutes, has been training Veith for the swim and will act as one of the timers directing the course of the swimmer from a row boat. The other timers are F. Cady, swimming instructor of the Central Y. M. C. A.; Dr. J. K. Shell, who also timed Kisler, and Lieutenant Walter Drebelbis, of the U. S. S. Sylvia.

If Veith equals or breaks the record it is understood that Durbarrow will challenge him to a race over the same course, and if this event takes place it will be one of the greatest distance swimming races ever held in this vicinity.



IT is notable that the number of women behind cigar-counters is increasing in certain sections of the country, particularly in the Middle West, but any cigar dealer, contemplating installing female help ought to consult A. O. Meister, 430 East Water street, Milwaukee, who would probably give Punch's famous Admonition to a young man about to be married—"Don't."

About four months ago, a well-dressed, self-possessed young girl sought employment at Mr. Meister's store.

"I don't care about fellows. I am going to be a bachelor girl and support myself."

"Fine," said Meister, remembering girls who had quit him to get married in the past. "Go right to work."

A month later she confidentially informed her employer that she "just had to quit" as she was about to be married—and to one of Meister's best customers.

Meister employed another girl, who avowed that she would remain celibate, but three weeks later found her installed behind a cook stove and not a cigar counter.

Since then two others have come and gone, fallen before the wooing of the cigar customers.

After the fourth girl left, Meister hung up a sign in front of his store: "Cigars and Wives."

That matrimonial idea is not a bad one to catch wife-hunting cigar smokers!

* * *

I see that a New York concern is offering to sell stock in a company making cigarettes, in which asbestos is used as a wrapper. They employ what they term "a tissue of asbestos" as a wrapper, and they do not spare the English language in eulogizing the virtues of what seems a decidedly new vehicle for the distribution of the irresistible cigarette.

From the somewhat pugnacious prospectus of the company in question, we are informed that no less than five States of this Union have prohibited the sale and use of paper cigarettes, while in other States an extra tax is levied on the sale. They discern, therefore, a tremendous field for their cigarettes wrapped in asbestos. The wrapper being unburnable, it remains a perfect cylinder until the cigarette is consumed, and, therefore, until the fire is entirely "out."

This heads off the fool who throws a burning cigarette against ladies filmy dresses and in piles of waste paper, etc.

From the same source, we also learn that the consumption of cigarettes in the United States amounted to four and one-half billion last year, which is certainly going some for cigarette consumption.

All of which leads one to ask oneself whether a non-inflammable cylinder could possibly constitute the holder for tobacco which would insure a good and safe smoke. Could one smoke through a reed or a glass tube with comfort? What sort of a carrier for cigarette tobacco would a goose quill provide, assuming that the quill did not burn while the tobacco did?

These are questions which we must leave the smoking public to settle for itself.

The New York corporation offering asbestos as a covering for cigarettes, talk like men who know their minds and have a distinct purpose in view. It is only just, however, to say that there is a great deal of foolish writing and foolish talking about the harmfulness of burning paper. Paper made of good, clean stock, proved long ago a logical and sensible covering for cigarettes and while other things may turn the trick more adroitly (asbestos for instance) it will be quite a while we fancy before paper-covered cigarettes and cigarette paper have been discarded.

* * *

A fine young price-cutting war is being waged in the Bronx these hot summer days by William Bergin and his plucky little wife, Lena.

Bergin was formerly a motorman, and with the $300 savings which he had accumulated, he opened a cigar store several years ago at 1032 Westchester avenue. He built up his business so cleverly that his stand is now valued at $9000.

When he leased his store from the American Real Estate Co., Bergin states that he was assured that no other cigar store should be allowed in the block, and when he had an opportunity to sell out to Viggo Grumsen, he did so and went to Texas, being assured that his successor would take over the lease and that he would not be bothered by competition.

Then along came the United Cigar Stores Co., and after vainly endeavoring to get the Bergin stand, they moved into a recently vacated store in the same block and opened up.

Bergin, hearing of this, hopped on the first train from Texas, accompanied by his wife, and flew into the fight.

A lively melee of price-cuting and window placarding attacking the United Cigar Stores and the landlord has been going on ever since.

Bergin says that he will not give up until he drives the new competitor out.

* * *

Rice paper—yes; you have sold thousands of those little packages to your cigarette customers. But really, Mr. Retailer, have you ever stopped to think that "rice paper" is not rice paper at all? In fact, it has nothing to do with rice.

This paper is made from the membrane of the bread-fruit tree, or from flax and hemp, which are chopped by machinery into minute particles and well mixed by a revolving fan, then reduced to a dust and placed in a solution of lime and soda.

After the foreign substances are eliminated by this process, the mass is thoroughly washed with the purest water and the pulp is then rolled out into fine paper.

At first the paper is of a grayish tinge, and the pure white color is obtained by an electric bleaching process.

The papers are rolled out into exceedingly thin pieces, 500 of which weigh only an ounce.

Yes, "rice paper' is a misnomer; but custom, particularly among the French and Austrian manufacturers, has fixed this name upon the paper, and it will probably stay there.

THE ONLOOKER.

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EDITORIAL.

Retail cigar and tobacco dealers who contemplate forming organizations for their mutual benefit should be inspired by the work that has been accomplished along this line by the Seattle Retail Cigar Dealers' Association, whose activities are reviewed in a special article appearing in this issue of the TOBACCO WORLD.

The Seattle Idea of Retail Organization.

It appears to us that these Seattle men have the right idea. First they began cleaning house, then uprooted the local evils, brought the price cutters into line, and are now teaching the retailer to exact a living profit. Having accomplished this at home, they are using their local organization as a nucleus for accomplishing similar results throughout the State by organizing home associations with a common object.

Various attempts to organize the retailers in other sections of the country have not proved encouraging. True, central bodies were formed, but they either soon passed out of existence or became hopelessly inactive.

In this era of organization there is no reason why a well-conducted association of retailers should not thrive in every community.

They have much work to accomplish and it can be done all the quicker and more successfully through co-operation.

Digesting the Decision.

As the Supreme Court's decision against the American Tobacco Co. and its subsidiary corporations is sinking into the public mind, and being better understood, there is a growing appreciation of its far reaching effects. Those in the tobacco trade who were at first inclined to regard the decision as an absolute defeat to the defendants, are modifying their views and likewise those who regarded the decision as simply a light rebuke to the tobacco combination, are beginning to look upon the decision as a very severe arraignment.

Certain it is, that officials of the American Tobacco Co. are much concerned as to the outcome and are working conscientiously to devise a plan which shall be in harmony with the conditions laid down by the highest courts.

Late reports from Washington and New York indicate that the American Tobacco Co.'s attorneys are conferring with Attorney-Gneral Wickersham as to the plan of reorganization which is to be placed before the Judges of the Circuit Court, of New York. The matter of devising a programme which shall carry out the letter and spirit of the law, and at the same time not confiscate the holdings and vast financial interests of the American Tobacco Co., is something which cannot be accomplished in a hurry. The six months allotted by the Supreme Court for this work, however, should be ample time in which to arrive at some amicable understanding.

The effects which have followed immediately in the wake of the Supreme Court's decision are scarcely noticeable at this writing, other than a renewed spirit of courage on the part of independent tobacco and cigarette manufacturers and more hopeful confidence among the independent cigar manuafcturers.

Just how the United Cigar Stores Co. will be affected by the decision is problematical. They have been included in the court's ban and will undergo some plan of reorganization which is no doubt now under way.

This is the Unkindest Cut of All.

Just when the independent cigar manufacturers are patting themselves on their chests over the Supreme Court's decision in the American Tobacco Co. case, and congratulating one another upon the rosy prospects of business under Arcadian conditions, up bobs Insurgent Warburton in the Halls of Congress and smites them between the eyes.

The Honorable Warburton comes from Washington, that well-known cigar manufacturing section of the country, and, therefore, being intimately acquainted with the conditions of the cigar industry, he speaks with authority in demanding that the Internal Revenue taxes on cigars and tobacco be increased.

Warburton contends quite heatedly that if the Government should put a "reasonable" tax on tobacco and cigars, we could let in woolen, cotton goods and sugar without any tariff whatever. The American people, claims Mr. Warburton, are paying six times as much tax to the Government on sugar as they are on five-cent cigars; twelve times as much as on ten-cent cigars, and so on down the line.

The new Congressman pointed out the rich man who smokes a thirty-five-cent cigar pays one and two-tenths cent tax on each dollar's worth, whereas his gardener who smokes five-cent cigars, pays six cents tax on each dollar's worth.

The speech caused quite a hubbub in Congress, but nothing more serious. And the cigar industry need not fear of any immediate attack on their profits. The revenue burdens are heavy enough, now.

all that's new with JOBBERS and DISTRIBUTORS

St. Joseph Jobbers Consolidating.

UNDER the firm name of Letts-Parker Grocery Company, the former firms of Letts-Spencer Grocery Company and Parker Grocery Company were recently consolidated and will continue to occupy the building at Third and Faron streets, St. Joseph, Mo., which has hitherto been in use by the Letts-Spencer Co.

The new concern will have a capital of $325,000 and will be officered by the following: M. L. Letts, president; J. H. Parker, Jr., vice-president, and J. H. Cattell, secretary and treasurer. The board of directors will consist of the officers above mentioned and Charles Pasche and J. T. Trenery.

Mr. Letts, the president of the new company, has been at the head of the Letts-Spencer Company for the past eight years. The Parker Grocery Company, which is being merged into the consolidated firm, has also been in existence for eight years and was organized to suceed the old Kennard Grocery Company. Mr. Parker, who was at the head of the concern, is also president of the Parker-Gordon Company, which was incorporated about two months ago with headquarters in St. Joseph, and is now establishing branch houses in Kansas City, St. Louis and Omaha.

J. H. Cattell, the secretary and treasurer of the company, is president of the St. Joseph Credit Men's Association and has been credit man with the Letts-Spencer Company for several years.

Charles Pasche and J. H. Trenery are both bank officials, the first named being president and the last named vice-president of the First National Bank.

Oklahoma Jobber Visiting Philadelphia.

FRANK L. FRAWLEY, proprietor of the Independent Cigar Company, at Oklahoma City, recently secured the general selling agency of the "Counsellor" cigar for his territory, and has already entered into the work of their distribution in a whole-souled way.

Mr. Frawley was an Eastern man who went West some time ago and just recently established himself in Oklahoma. He is prepared to increase his facilities setadily and expand his operations into a more voluminous business, and feels fully confident that he can depend upon the "Counsellor" cigars to help him in accomplishing his undertaking.

The Mooney-Mueller Drug Co., of Indianapolis, have placed orders with the S. R. Moss Cigar Co., of Lancaster, Pa., for one-half million of "Little Minister" nickel cigars, and a quarter of a million "Flora de Moss" Havana cigars. It is among the largest orders recently booked by the Pennsylvania factory.

"Havana Ribbon" Cigars in San Francisco.

EHRMAN BROS., distributors of Bayuk Bros. "Havana Ribbon" cigars at San Francisco, are making remarkable strides for its supremacy with this line of five-cent goods in that city. They have been very materially assisted in their efforts by the high and uniform quality of the goods.

Distributing "Counsellor" Cigars at Rochester, N. Y.

CHAS. VINCENT, of Vincent Bros., wholesale dealers and jobbers in cigars, at Rochester, N. Y., recently called at the factory of Allen R. Cressman's Sons, Philadelphia. Mr. Vincent has for eleven years past made a careful study of the cigar business and of trade conditions generally in New York State, and during all that time he has found that no brand he has handled in the nickel line has given more general satisfaction than the "Counsellor." Mr. Vincent said he considered the "Counsellor" the best kind of a proposition with which to effectually reach more customers and he is evidently doing everything he possibly can to promote the sales of these goods in his State.

Bercovich Home Again.

BBERCOVICH, the Oakland, California, cigar jobber, returned recently from a business trip through the Eastern cigar manufacturing centres, during which time he visited the principal factories in the East from whom he is buying goods extensively. He is now featuring the "Manillanettes," of the I. Lewis Cigar Manufacturing Co., Newark, and several fine window displays are being made on the "B. B." blunts from the factories of Bayuk Bros., of Philadelphia.

Jobbing Philadelphia Cigars at Portland.

THE Campbell-Lakin Segar Co., at Portland, Oregon, have secured the Northwestern distributing agency for the "El Gonzalez" line of nickel cigars made by Hilbronner & Jacobs, of Philadelphia. The house recenty received its first shipment of "Generalidad" seed and Havana cigars, made by H. C. Nolan & Co., of Philadelphia.

Stanley's New St. Louis Location.

THE CHAS. P. STANLEY CIGAR COMPANY has rented a corner store in the new building at the Northeast corner of Seventh and Chestnut streets, St. Louis, at a rental of $4000 per year.

They expect to soon discontinue their present location at Washington avenue and Seventh street. The Stanley Company does a jobbing and extensive retail business.

Duluth Jobbers Note Improvement.

SIMON & CO., wholesale dealers in cigars and liquors at Duluth, Minn., report gratifying increase in volume of trade which is exceeding their expectations. Particularly strong gains are shown in the trade through Northern Minnesota and Michigan country.

The Apte Cigar Co., of St. Louis, is meeting with good success in the distribution of the "Bingo" Porto Rico cigars, made by the American West Indies Trading Co.

H. & S. C. Bercovich, cigar jobbers, of Oakland, California, have secured additional warehouse facilities for the storing of larger stocks of goods.

Jobbing Trade Items

The Hirsch Wholesale Grocery Co., of Booneville, Mo., has increased its capital from $40,000 to $75,000.

Allen & Lewis, wholesale grocers, at Portland, Oregon, have opened a branch house for the cigar department, which is in charge of Thos. L. Lillis, at Spokane.

The W. S. Conrad Co., of Minneapolis, are now distributing "Roig" cigars, made by Antonio Roig & Langsdorf, of Philadelphia.

Thomas E. Wlliams, who conducts a wholesale and retail tobacco business at 536 Cambridge street, East Cambridge, Mass., is a member of several organizations which have for their object the promulgation of civic improvement.

The Apte Cigar Company, St. Louis, Mo., was recently incorporated to engage in manufacturing, buying, selling and dealing in tobacco, cigars, etc. The incorporators are G. S. Apte, D. J. Apte, S. W. Apte, D. J. Apte, trustee for R. W. Apte.

Lilly, Duncan & Co., Baltimore, cigar jobbers, recently exhibited some fine window displays of the "Prince Herald," a high grade cigar from the factory of Vetterlein Bros., Philadelphia.

The Walding, Kinnan & Marvin Co., Toledo, Ohio, distributors of the "Pastora" cigar of the San Telmo Mfg. Co., of Detroit, report a fine and steadily growing business on this brand.

Manager E. C. Walters, of the cigar department of the Parish-Morton Co., of Minneapolis, is taking great interest in the distribution of Bayuk Bros. "Havana Ribbon" cigars in that section.

The Jenkins-Nelson Cigar Co., Antigo, Wis., are handling one of the largest consignments of clear Havana cigars ever received in that city, the shipment including several styles of "LaVanga" and "Webster" cigars.

The H. P. Lau Co., of Lincoln, Neb., were recently added to the large list of distributors of "Havana Ribbon" cigars. They are already reporting a substantial success with these goods and expect to make them a strong leader in that territory.

C. H. Rovig, manager of the cigar department of the National Grocery Co., at Seattle, reports that he is still far behind in filling orders on the "Optimo" clear Havana cigars, made by A. Santaella & Co., of Tampa, but hopes to clean up upon receipt of several large shipments now in transit.

Through the Cox & Harris Co., distributors of the "Rigoletto" clear Havana cigars, made by E. A. Kline & Co., of Cleveland, fifty one-dollar leather cigar cases were recenty distributed to the first fifty customers buying fifty cents' worth of "Rigoletto" cigars at the cigar stand of Yerxa Bros., in that city.

The cigar jobbing house of Hemenway & Moser Co. have opened a new retail stand at Twenty-fifth street and Grant avenue, Ogden City, Utah. They are planning extensive improvements, and are getting handsome fixtures from the East, and expect to make it the handsomest store in the State. About $5000 is being expended on improvements alone.



DAVE FROHLICHSTEIN
Manager Cigar Department, Smith Bros. Co., New Orleans, La.

New Cigar Department Manager.

THE recent appointment of Dave Frohlichstein, as manager of the cigar department of Smith Bros. Co., Limited, New Orleans, is a just reward for several years of successful and faithful road work.

Mr. Frohlichstein some years ago represented the firm of Gumpert Bros., resigning his position with that firm to enter the employ of the house that has recognized his faithful services, calling him in from the road to take the management of their cigar department.

Smith Bros. Co. are exclusive representatives for several brands that have a large sale in southern territory, among them being the "S. B." and "El Trado." They also control the "Cob" account for the State of Louisiana.

Mr. Frohlichstein will no doubt give a good account of himself in his new position, and he has the best wishes of a number of out of town customers for abundant success in his new field of labor.

Advertising "Polar Bear" in the Air.

AN unique advertising stunt was "pulled off" in Philadelphia on June 10th, when a large kite was sent fiying over the centre of the city bearing a streamer advertising "Polar Bear" smoking and chewing tobacco, which is manufactured by Luhrman & Wilburn Co., of Cincinnati.

Half way down the string from the kite, was suspended a life size loose-jointed figure of a man, whose arms were attached to a trapeze. As the kite rose and fell and was tossed to and fro by the wind, this dummy figure performed many startling gymnastics. Thousands and thousands of people thought it was a real man, so life-like was his performances.

It was one of the cleverest pieces of out-door advertising that has ever been done in Philadelphia for some years.



Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

A Cheering Note from New York.

W. P. SMITH, the manager of the cigar department of R. C. Williams & Co., leading jobbing and importing house at Hudson and Commerce streets, takes exception to an editorial in the last issue of The Tobacco World, in which the inference was made that the cigar business was not as good as it might be.

Mr. Smith states that the cigar profit for the first five months of 1911 shows a hundred per cent. increase over the same period of 1910, and with such a record staring him in the face, he failed to comprehend how the cigar business was dull.

If all our importing houses had such a record as this, there would be mighty little cause for complaint.

Rosenwald's Purchase of Wisconsin Tobacco.

THE recent purchase of 4000 cases of Wisconsin tobacco of the 1910 crop, was the topic of considerable comment among the tobacco trade here last week. It was known that Nathan Bijur had been operating heavily in Southern Wisconsin, and the announcement of their purchase of an aggregate of 4000 bales makes this sterling old house the largest holders of 1910 Wisconsin.

Among the packings secured was that of McIntosh Bro., C. F. Mabbett, A. Jenson & Son, O. H. Hanson and Conway & Birkenmeyer, and negotiations are still pending with other packers.

New York Cigar Output for May.

THE Internal Revenue reports show a fairly healthy condition in the tobacco trade during the month of May for the three districts comprising practically all of Greater New York. They are as follows:

	First District.	Second District.	Third District.
Cigars,	11,749,650	14,250,910	45,765,090
Little Cigars,	9,228,000	1,614,800	728,400
Cigarettes,	150,249,600	172,014,880	209,264,330
Snuff,	393	2,651	3,367
Tobacco,	58,081	603,160	19,589

Recent Purchases of Sumatra.

AT the last inscription of Sumatra tobacco at Amsterdam, held June 2nd, about 2000 bales were procured for the American market. Among the principal purchasers were Pretzfeld & Co., 430 bales; American Cigar Co., 360 bales; E. Rosenwald & Bro., 280 bales; H. Duys & Co., 275 bales; Otto Eisenlohr & Bros., 265 bales; S. Rossin & Sons, 138 bales; Louis P. Sutter & Bro., 75 bales.

J. L. Abernathy, of the Purcell Wholesale Grocery Co., Purcell, Oklahoma, was a visitor in New York last week.

New Lithographic House in Action.

I. ABRAM VOICE, of the new lithographic firm of Kaufman, Pasbach & Voice, New York City, has returned from a very successful trip through the Middle West. Mr. Voice's long and extensive acquaintance with the cigar manufacturing trade served as an excellent introduction and the orders he took will keep the new plant busy for some time. Mr. Samuel Kaufman, of the firm, is spending much of his time calling on the Pennsylvania trade and he too reports good business.

The new plant of this firm which occupies two floors of a new building at Greenwich and Morton streets, is being equipped with the best modern facilities and a house is being built which will insure the highest grade of workmanship. The plant is now in full running order, but additional machinery will be added as needed.

United Cigar Stores Company Dividend.

AT a meeting of the United Cigar Stores directors, held on the ninth instant, a regular dividend of $1.50 and $0.50 extra per share was declared.

Transfer books of the company will be closed July 1st and reopened on the 17th, to enable dividend checks to be issued to stockholders.

Extra Snuff Dividend Declared.

ON June the eighth the American Snuff Co. declared a quarterly dividend of 5 per cent. and 2 per cent. extra on common stock, same as three months ago, and regular quarterly of 1½ per cent. on the preferred stock, payable July 1st to stockholders of record June 12, 1911, was also declared.

A petition in bankruptcy has been filed against the Krauss-Baum Co., of 369 Third avenue, New York City, by Nathan Krauss, Max Levan and Gabriel Fried. Preferential payments are alleged to have been made at a time when the company was insolvent. Liabilities are placed at $14,000 and assets at $9000.

Morris Levy, of the American West Indies Trading Co., recently returned from an extended tour through the West, where he found business generally favorable, though not as active as he had hoped for. Good shipments of their goods are now coming forward from Puerto Rico and distributors will soon be able to again secure their usual quota of goods.

A. Bijur, of A. Rosenwald & Bro., returned to New York from Amsterdam last week.

And Now the Metropolitan Tobacco Co. is Sued.

$500,000 Asked by Simon Brothers, Under Anti-Trust Law.

EVIDENTLY encouraged by a recent Supreme Court decision against the American Tobacco Co., Louis, August and Samuel Simon, formerly engaged in the tobacco brokerage and jobbing business in New York City, have filed suit for $500,000 damages against the Metropolitan Tobacco Co., and Adolph M. Bendheim, its president, charging the defendants with unfair competition which resulted in the Simon Brothers being driven from business in 1898.

This modest action has been started in the United States Circuit Court for the Southern District of New York, by Samuel J. Rawak, attorney for the plaintiffs.

The complaint states that the Simons did a prosperous business as tobacco brokers from the year 1886 until they were forced to retire from business as a result of practices of these competitors, which were in violation of the Sherman law.

One article in the complaint alleges:

"During the year 1898 the defendant, Adolph M. Bendheim, and others, trading as Bendheim Brothers & Company, which for many years prior thereto had been a partnership engaged in the business of selling and jobbing cigarettes and manufactured tobacco products, entered into an agreement, arrangement and conspiracy with the defendant, the American Tobacco Company, by which they sold their products to retailers at prices below the cost to the ordinary jobber and dealer in the city of New York and elsewhere; granted confidential commissions and rebates, and by divers other unfair means sold and distributed their products for the purpose of driving out and destroying competition which existed in New York and elsewhere among jobbers and wholesalers."

The complaint then goes on to state that to further effect the design of the American Tobacco Company, Adolph Bendheim and others entered into an agreement to form the Metropolitan Tobacco Company, which corporation, it is alleged, acquired many competing and opposing interests.

The complaint further states that the defendants next entered into an agreement not to sell any of their products to any person, firm, or corporation engaged in the jobbing business in New York city, Jersey City or Newark, excepting the Metropolitan Tobacco Company or its constituent concerns. The result was, it is complained, the American Tobacco Company refused to sell the Simons any of their products and that this refusal continued from 1902 until January, 1909.

As a result of all this the Simons allege that they "were unable to earn fair and reasonable profit or any profit whatever and were compelled to discontinue business."

The plaintiffs sue to recover three-fold damages under the provisions of the act of Congress.

I. Rosenthal, of Rosenthal Bros., has returned to New York from a very successful trip through the West in the interest of their "King Alfred" and "R. B." brands of cigars.

John H. Duys, of H. Duys & Co., returned to New York last week after a short trip through Canada.

John E. Sutter, of Louis P. Sutter & Bro., Inc., has gone on a fishing expedition to Nova Scotia.

The Tobaclets Company has been incorporated at Baltimore, Md., with a capital of $500,000 for the manufacture and sale of cigars and tobacco.

Activity in the Milwaukee Stores.

Milwaukee, June 12th.

BUSINESS among the local dealers is improving slowly.

Pollak & Crombie report good trade on all lines. They are at present making a display of the "Webster" which is quite attractive. Among the recent new lines added is the "José Vila."

Surman Co. are enoying a fairly good business.

Leo Abraham has started another Calabash pipe sale, which promises to make pipe smokers take notice. The sales on pipes at all his stores has had a good effect, and has increased the tobacco and cigar sales also.

Allanson reports a good business on his leading brands.

Articles of incorporation for the Jenkins Cigar & Tobacco Co., of Oshkosh, have been filed. The capital is $35,000, and the company will conduct a cigar, tobacco and confectionery business and also operate a pool and billiard room. Jenkins now controls a number of stores in Oshkosh, Fond du Lac, Green Bay and Stevens Point, and does a good business at all of them.

D. A. Bain will open a cigar store and billiard room at Antigo, Wis.

N. E. Murphy, formerly with N. E. Murphy Co., cigar dealers, at Eau Claire, who was succeeded by the Murphy Bros. Co., could not stay on the retired list, and will open a new cigar store and pool room there.

The Waverly Cigar Factory, at Appleton, have moved into larger quarters and will increase their output. A retail store will also be opened.

Jake Pollock, for the past ten years with the Geo. E. Rolph Cigar Co., at Superior, has resigned to engage in business on his own account. He will open a factory at once.

Bob Worth, for many years with Leo Abraham as office manager and credit man, has resigned.

O. A. Krompas.

Trade Happenings "'Way Down in Dixie."

(Special Correspondence.)

Mobile, Ala., June 24.

THERE is no business house in Alabama that stands higher than the old established house of Michael & Lyons Grocery Company.

J. R. Michael, manager of their cigar department, devotes a great deal of his time to the business of his department and carries a full line of popular brands of cigars. Mr. Michael has recently taken on the "Cobs" and his firm has been made distributors for Mobile for the "Cob" brand. Among the other leaders handled by this firm are the "Lovera" in three sizes, "Savarona," "Charter" and "Valle Rico." With the activity of their manager the cigar department of this firm will no doubt show a great increase in the sales of that branch.

Jones & Hooks, who have been in the cigar and tobacco business for some years, have concluded to retire from business July 1st. This house is one of the best known concerns in the State and at one time enjoyed a very large business in this city and vicinity. They are agents for a number of popular brands and stand well with the cigar and togacco trade.

Sutton Bros., one of the leading retailers of this city, attribute the steady growth of their cigar business to the popularity of their obliging counter man, Blanchard Kiern. Mr. Kiern has just added to his stock the "Manillanette" stogie, "The Old Pioneer Panetela" and the "Golden Eagle" five-cent cigar, manufactured by the I. Lewis Cigar Manufacturing Co.

Charlie Schimpf reports a big sale on the S. Seidenberg & Co. "After Dinner" cigar.

The McDonald Cigar Co. have one of the handsomest retail stores in Alabama and get a liberal share of the trade in their line.

Capt. Jack Dumestre, representing U. Koen & Co., New Orleans, was a recent visitor, calling on his customers in the interest of his firm.

Lewis Lindheim, of the Crescent Cigar & Tobacco Co., New Orleans, has been working the Coast country near Mobile the past week.

It is probable that the success of the Commission form of government for this city will result in the saloons being permitted to open on a high license basis. This will mean a number of new retail cigar stands scattered about the city, as nearly every saloon will have a cigar stand attached to their place.

Jim Duggan, of the Van Antwerp Drug Co., says his cigar business is better this summer than for years past.

Alabama.

Tobacco Exportations.

RECENT figures show $40,000,000 exports in tobacco and manufactures thereof for the ten months ending with the present month of June. This is along with other enormous exports of American products under the purview of the Agricultural department. To show how rich the South is getting, in addition to its tobacco output, it is shown that the exports of raw cotton for the ten months past has been a little less than $600,000,000.

With a capital stock of $50,000, the Flick-Ziepricht Box Company was recently formed at Dubuque, Ia., for the manufacture of cigar boxes, cigar box lumber, etc. Arthur A. Flick is the president, and Carl W. Ziepricht, secretary.

PHILADELPHIA.



Krauss Becomes Sales Manager at Roig's.

Succeeds E. A. Hallenbeck, Who Retires from Cigar Business.

ERNEST A. HALLENBECK, who has been acting sales manager for Antonio Roig & Langsdorf, cigar manufacturers, Philadelphia, for the past two years, has resigned to accept a similar position with the A. M. Collins Manufacturing Company, of this city.

During Mr. Hallenbeck's connection with Roig's he has made an excellent record as a salesman and organizer, and incidentally has formed a large circle of acquaintances who will regret to learn of his withdrawal from the cigar trade. His new duties will take him into a field with which he is quite familiar—the paper manufacturing business, and his qualifications as a sales expert insure his success.

Mr. Hallenbeck has been succeeded as sales manager by Jacob L. Krauss, who has been with Roig & Langsdorf for the past ten years. Mr. Krauss is a nephew of Mr. Isidor Langsdorf, head of the firm, and is thoroughly intimate with the cigar manufacturing as well as the sales end of the business. His promotion to the responsible position of sales manager for such an important firm is a fitting recognition of his excellent work in the past.

The change became effective to-day

Isidor Langsdorf, of Antonio Roig & Langsdorf, sailed on the steamship "America," June 8th, on a business and pleasure trip to Europe. He was accompanied by his several friends, including Edward Stern, of this city. Mr. Langsdorf intends to go direct to Berlin, whence he will go to Holland, to attend the inspection sales and purchase Sumatra for his factories in Philadelphia.

Jeitles & Blumenthal to Protect Their Rights.

JEITLES & BLUMENTHAL, LTD., Philadelphia, have recently put on the market unique cedar paper covered tin cans in which they are packing their "Flora de Jeitles," "Tungsten," and other brands of cigars. Wishing to protect themselves against any infringement on this idea, the firm recently obtained an opinion from Wise & Lichtenstein, the noted New York patent and copyright attorneys, as to their rights in the matter, and they have been advised that they could stop an infringement.

A copyright has been applied for to give them the protection desired.

Glentworth Bros., jobbers and retailers at 35 South Ninth street, are doing quite nicely on the Havana product of Filogamo & Alvarez, of Tampa, Fla., of which goods they have the selling agency. They are also pushing the sale of their "La Cedmar" cigar locallly and meeting with fair success.

Fine Record of Output for May.

A REMARKABLY fine record is shown of the output of tobacco products during the month of May, as per report of the Internal Revenue Office. The official figures are as follows:

	May, 1910.	May, 1911.	Increase.
Cigars,	57,035,000	63,739,060	6,703,620
Little cigars,	18,157,000	33,213,300	15,056,300
Cigarettes,	9,858,000	9,665,100	*192,900
Snuff,	839,808	10	*839,798
Manufacture of tobacco,	106,055	92,928	*13,127

* Indicates decrease.

The total production of cigars in this district during the present year now amounts to 293,748,410. During the corresponding period of last year the production was 269,255,510, an increase of 24,492,900.

At this writing every factory in the city is showing more or less activity, and June promises to be a very good business month for the cigar manufacturing trade.

W. R. Taylor Assaulted.

W. R. TAYLOR, who is well known to the cigar trade as the former representative of the La Corona factory, of Havana, was fiercely assaulted in his office in the Drexel Building, on Friday morning last, by a visitor who, according to a statement made by Mr. Taylor, had acted premeditatedly.

Mr. Taylor was severely beaten on the head with a small hammer and probably owes his life to his prompt removal to the Pennsylvania Hospital, where he is still confined but is improving steadily.

He has not been directly identified with the cigar trade for several years, but has been doing a stock brokerage business and was interested in the promotion of the American Cigar Banding Machine Co., of New York.

Mr. Taylor is a brother-in-law of M. J. Dalton.

Hilbronner & Jacobs' New Factory.

HILBRONNER & JACOBS are now quite comfortably located in their new factory and offices, at Eleventh and Christian streets. This building has undergone extensive changes, and is now one of the most modern establishments in the city. Cheerful offices have been installed on the ground floor and shipping rooms are immediately in the rear. The upper floors of the building are devoted to manufacturing purposes.

Henry Hilbronner is rounding up a trip through the South which has thus far been prolific in its results. The indications are that they will be putting in a very busy summer.

Atlantic Coast Exploitation on "44" and "Adlon" Cigars.

SEVERAL weeks ago the 44 Cigar Co., of this city, commenced a thorough exploitation of their "44" and "Adlon" cigars along the Atlantic Coast working principally among the summer resort places.

Max Lipschutz, the advertising manager of the house, after concluding a campaign in Atlantic City returned to factory headquarters to make preparations for similar demonstrations for other places.

Sales manager M. A. Funk is at present at Asbury Park and some fine reports are being received from him on "44" and "Adlon" sales being made there.

Hart & Co. Receive First Shipment.

T. H. HART & COMPANY last week received the first shipment of cigars from their new factory at Quakertown. The goods at present made are being confined to the five-cent variety, but they expect very soon to also market seed and Havana cigars of their own make. Although this line is new the goods were well received on their fine appearance and merit of quality. B. M. Clapp, sales representative of this house has been covering Central Pennsylvania with good success on their "Leda" clear Havana and a sample line of their new nickel goods.

New Lot of "Flor de Acker" Cigars.

THE Twelfth and Chestnut streets cigar department of Finley, Acker & Co., last week received a first consignment of their "Flor de Acker" cigar from the factory of Berriman Bros., who are now making the goods for them at Tampa. Al. Metzer, of this firm, recently visited Philadelphia and was much pleased with the new Acker line.

Heavy Duplications on "Luxello" Cigars.

LUCKETT, LUCHS & LIPSCOMB report that the May sales of their "Luxello" cigars far exceeded the sales of any previous month, and that as a matter of fact they have almost doubled the sales of a year ago. It is conservatively estimated that "Luxellos" are now on sale at fully seventy per cent, of all the stands in the City of Philadelphia.

John B. Shields recently purchased the cigar stand in the Crozer Building, 1420 Chestnut street, Philadelphia, formerly conducted by Griffin & Keegan, and is featuring the "Shields Factory Smoker," blunts, and "Crozer" in five-cent sizes, and has just received a new and complete stock of standard ten-cent and three-for-a-quarter goods. It is Mr. Shields's intention to make this store the best stocked and most up-to-date smokery in the Rialto district.

A. Oppenheimer, of the Sulzberger-Oppenheimer Co., sails this week on the steamship "Cincinnati," for Hamburg, Germany, accompanied by his wife. He expects to visit the important European cities before returning to Philadelphia in the latter part of August.

J. C. Hauer, of J. C. Hauer & Sons, cigar distributors at Lebanon, Pa., was a recent visitor in Philadelphia and spent considerable time at the factory of Allen R. Cressman's Sons, makers of the "Counsellor." Mr. Hauer reports good prospects in Lebanon for this brand of goods.

The Empire Leaf Tobacco Company, of this city, were last week inspecting several hundred packers' samples of 1910 Pennsylvania leaf, and Sam. Grabosky, the proprietor, said the goods looked good to him.

Quaker City Items

Schull Bros. are operating a cigar factory in connection with a retail store at 107 North Ninth street.

Among recent visitors in the leaf trade was Louis Leopold, of A. Cohn & Co., New York.

Broker Louis Bythiner is now making frequent trips to Atlantic City, where his family is staying for the summer.

Jacob Labe, of B. Labe & Sons, cabled his firm on the second instant of the purchase of 75 bales of Sumatra tobacco at the Inscription held on that day.

Geo. J. Cauffman, of Karl Strauss & Company, returned to Philadelphia last week after a several weeks' visit among the manufacturing trade in the East.

Samuel Hartman has sold his retail cigar store at 107 North Ninth street and removed to 1231 South street, where he will continue in the same business.

Hutchinson & Co., wine merchants and cigar distributors at 138 South Fifteenth street, are succeeded by Drayton & Boone, and will continue business at the present address.

Seth N. Warner, of Herman Warner & Co., manufacturers of the "Pulliam" cigar at York, Pa., is this week spending a couple of days among Philadelphia jobbers.

C. B. Bowen, representing A. H. Motley & Co., Reidsville, N. C., recently covered Eastern Pennsylvania jobbers, and secured some substantial orders for his firm's product.

Brown Bros. & Co. have recently been shipping out their "Brown's Extra" and "Ess" special brands of cigars in large quantities. Although but a few months in business this firm has made rapid strides.

H. Bornstein, who had been for about a year operating the former retail store of Bayuk Bros., at 826 Chestnut street, sold the business to Jos. Rosoff. Mr. Bornstein is engaging in the jewelry trade.

Paul Condax, of E. A. Condax & Co., was a visitor in Philadelphia last week in company with E. B. Bowen, their local representative. As a result of their pilgrimage a number of new customers for Condax has been created.

J. G. Atherholt, 111 South Broad street, Philadelphia, has just added the "Flor de Manuel" cigar, made by Allen R. Cressman's Sons to his stock, and the initial sales indicate that this will be one of the most popular lines he carries.

Ralph Levine, representing the Sumatra importing house of H. Duys & Co., is now making Philadelphia his permanent headquarters. J. Howard Graffilin, who formerly covered Philadelphia, is devoting his time to Baltimore and New York State.

The Emze Cigar Co., at 34 North Thirteenth street, have lately found an encouraging improvement in their business. H. C. Zifferblatt is now in charge of the retail department, while M. L. H. Zifferblatt is assisting his father in the factory management.

Late Retail Bulletins

The retail cigar store of E. J. Smith, 231 South Front street, Steelton, Pa., has been sold to Chas F. Shipp.

Lathrop, Bass and Fisher, will open The Palace Cigar Store in the Kahn Building, Morgan City, La., early in October.

D. W. Clark, of Burlington, Vt., has moved his cigar store from 10 Church street to 184 Bank street.

Charles Weidenbach has purchased the cigar store at 659 Ferry street, Red Bank, N. J., formerly occupied by James E. Mutchler.

Rudolph Buckland has opened a new cigar store at 1005 S. Seventh street, Rockford, Ill.

Charles E. Swartz has purchased the Joseph Newcomer cigar store on N. Jonathan street, Hagerstown, Md.

With a full line of cigars, tobacco and smokers' articles, George F. Winnie has opened a new store at 885 Bleecker street, Utica, N. Y.

Patrick F. Byrnes has opened a cigar store at 142 Albany avenue, New Brunswick, N. J., where he will conduct a wholesale and retail cigar and tobacco business.

The United Cigar Stores Company will open a new store in the building at the corner of Union street and Fourth avenue, Nashville, Tenn., as soon as alterations are completed.

A slight fire occurred recently in the cigar store of Joshua Thomas, on South Jonathan street, Hagerstown, Md. The loss was about $25, covered by insurance.

Arthur S. Blain, of the retail cigar store of Blain & Bumont, North street, Pittsfield, Mass., was recently married to Miss Alice M. Scully, also of Pittsfield.

The Central Cigar Store, of Addison, N. Y., formerly operated under the firm name of Pierson & Jones, will pass into the hands of Raymond S. Jones, who recently purchased the interest of his partner, Edward Pierson.

C. A. Whelan & Co., of Syracuse, N. Y., have opened a cigar store at 194 Genesee street, Utica, which makes the second store this enterprising firm now have in Utica. The new store has been entirely refitted with handsome mahogany and glass cases, plate glass mirrors, and presents an appearance equal to any cigar store in that city.

"Get it at Gibsons" seems to be the answer to all questions relative to the cigar business in Little Rock, Arkansas, for the store of Mr. Gibson, of 411 Main street, contains a larger and more varied assortment of cigars and tobacco than almost any cigar store in that section of the country, which accounts for the success Mr. Gibson has enjoyed.

Edward Wolf, of Ithaca, N. Y., has purchased the retail stock of A. H. Platts & Co.'s tobacco store. The goodwill, trade-marks, and cigar and tobacco brands, including the famous "Ultimatum" cigar, will probably pass into the hands of parties in Ithaca, who have long done business with Platts & Co.

Factory Notes

C. A. Cawley is a new manufacturer in Clinton, Iowa, located on the Nutley Block, East Main street.

H. H. Engelbert, of Richmond, Ind., will shortly open a new cigar store at Eighth and Main streets, which will be run in connection with the present factory on N. Eighth street.

Francis Schanley cigar and stogie manufacturer, of Portsmouth, Ohio, will shortly open a new factory in the Baker Building on Chillicotte street, and give employment to fifteen men.

Walter McCance, of Bushnell, Ill., has purchased the cigar factory formerly operated by John Stillwell, and will continue the manufacture of "Fast" and "Little Pal" cigars.

The J. K. Walker Cigar Manufacturing Company has been incorporated at Bedford City Va., with a capital of $10,000. President, J. K. Walker; vice-president, W. R. Fowlkes; secretary and treasurer, J. J. Scott.

The Baker Cigar Company was recently incorporated at Fort Wayne, Ind., with a capital of $3,000 for the purpose of manufacturing and selling of cigars, the incorporators being A. H. Steinhinner, Mary Baker and L. A. Baker.

The American Clay Pipe Works has been incorporated in the Borough of Queens, for the manufacture of clay pipes and smokers' articles. The incorporators are W. Schrader, Brookyn; W. Ehlers, O. M. Erk, of Hoboken, and the capital is $30,000.

Ed. Levy, who recently purchased the interest of his brother, Emanuel Levy, of the firm of Levy Brothers, Ottawa, Ill., cigar manufacturers and dealers, will continue the distribution and sale of "Starved Rock" and "Challenge" brands, which has been the means of continued prosperity to this firm.

The LaSelma Cigar Company has been incorporated at Louisville Ky., with a capital of $2,500 for the purpose of buying tobacco, manufacturing cigars, chewing and smoking tobacco. The factory is located on Main street, between Sixth and Seventh streets. The incorporators are J. W. Thompson, A. F. Hiter and S. W. Ford.

Gus Gutfreund, former proprietor of the Pioneer Cigar Manufacturing Company, of Des Moines, Iowa, is soon to open a new Cuban cigar factory in that city at a cost of $50,000 No definite site has been announced, but it is reported that the factory will be located in Mr. Gutfreund's building on W. Fifth street. An additional force of twenty Cuban cigarmakers with their families are now en route to Des Moines to work in the new factory.

The Cigar Industry at Des Moines, Ia.

ACCORDING to late advices, there are employed in Des Moines, Ia., at present, fifty-six union cigarmakers, and it is estimated that several million cigars are manufactured annually. Six years ago there were only eight cigarmakers in the city, but they worked much steadier than they appear to be doing now.

The principal union manufacturers of Des Moines are the Gabrio Manufacturing Company, The Black Label Cigar Company, W. R. Sartor, Philip Klumb, J. R. Cohen, Simon Reese, A. F. Johnson and Mose Russell. ....

G. H. P. Cigar Co. Offerings.

SINCE our last issue the G. H. P. Cigar Co., at 119 North Third street, Philadelphia, has been making good progress with its new line of cigars, and orders are coming in far beyond expectations.

This firm is basing its hope upon its "Goodina" cigar to bring them fame in the manufacture of nickel goods, and in broad leaf wraps they are offering their "Dakem," which they claim as the "cream de la cream," and are using the slogan "forty-five minutes in Havana" in their advertising matter. The brand is being offered at leading clubs as well as retailers, and is said to be a trade builder as well for the jobbers.

The title "Vincello" has been chosen to adorn the firm's after-dinner cigar, of which Mr. Louis Halpern, of this company, claims to be the creator.

It has thus far only been an introductory period for this company, but the great favor which their goods are meeting in the trade has been most encouraging, and they feel confident they are offering the right line.

Threaten Judge in Tampa Strike Case

Threatening Letter Received by Tribunal, Demanding Rehearing for Labor Agitators.

TAMPA, FLA., June 10th.

JUDGE JOSEPH B. WALL, of the Sixth Judicial Circuit, who reviewed the proceedings of the criminal court of record, in its trial, conviction and sentence of Jose de la Campa, "Britt" Russell and J. F. Bartlum, the leaders of the cigarmakers' strike in this city, sitting as a court of appeal, and who confirmed the decisions of the trial court, has been threatened with death unless he grants a rehearing of the appeal cases, a motion for such re-hearing now being before him.

The letter containing the threat was receivged by Judge Wall yesterday. It bore no date, and the person who penned it would hardly be in the medal class in orthography. The writer declared that unless Judge Wall granted a re-hearing of the appealed case he would be killed. The letter recalled the fact that the Ramsey lumber yard and stables were burned here early last May, and declared that the fire was caused by the "open shop" methods of the latter, etc.

Whether the letter is a rude attempt at practical joking, or whether it was really penned by a union sympathizer, is not known. Judge Wall frankly declares that he neither knows nor cares, as the communication will not have the slightest influence upon his conduct of the matter of the motion for a rehearing of the appeal, which is now before him.

Early this week petition was filed before Judge Wall, by Col. Robert W. Davis, a new addition to the battery of counsel with which de la Campa, Russell and Barthum, have surrounded themselves, in an effort to escape going to the penitentiary for conspiring against the workmen of this city in the cigarmakers' strike, requesting the appellate court to grant a new hearing of the appeal cases of the defendants noted. Judge Wall has been requested by the State's attorney to await the return of Judge W. A. Carter, who was prominent in the prosecution of the defendants in the trial court, and who is now out of the city, before hearing arguments. The court has granted this request, and as soon as Judge Carter returns to this city—which should be in the next few days—the petition for a rehearing will be argued.

Meantime, de la Campa, Russell and Barthum are at liberty, on bonds.

The quintette of cigarmakers, who echoed the rowdy days of the strike, by assaulting Esteban Barcena, an employee of Boltz, Clymer & Co., because the latter, in the days of the trouble had seen fit to earn his living by working at his trade, will think twice before attempting another feat of this kind. They were haled before Mayor Hugh Brady, of West Tampa, who fined four of them $50 each, and the fifth, a minor fine for disorderly conduct. The assault occurred in the Boltz-Clymer factory several days ago; Esteban being set upon by a crowd of the cigarmakers, who used chairs and tobacco boards in their assault.

Following the city's sentence yesterday, warrants in the State courts were issued for the quintette, charging them with assault and battery before the State tribunal. They were arrested and released under bond pending examination.

While these matters have caused some discussion in cigarmanufacturing circles, it is the consensus of opinion that the bulk of the tobacco workers are inclined to pursue their trades industriously and peacefully. In forces numbering over ten thousand workmen, especially with the great bulk of them Latins, minor rows, etc., will crop out. With final decision in the matter of de la Campa, Russell and Bartlum, and final disposition of these men, as the courts may decree, such little restlessness as has spasmodically appeared, will become a thing of the past, it is believed.

Cincinnati Retail Trade Brisk.

CINCINNATI, June 12.—"The retail cigar business is now at its height," said Henry Strauss, one of Cincinnati's big jobbers. "Our business has increased noticeably the past two weeks. Retailers are rushed filling orders for their customers who are planning vacation trips, as they put in a supply of cigars to run them while out camping."

Lenjamin Kimbrough, of the Porto Rico Tobacco Company, is doing special work here on the "El Toro" and "Portina" cigars.

C. S. Bergen, of the American Cigar Company, was in Cincinnati for two weeks, featuring the "Permit" cigar.

The receipts of tobacco in Cincinnati durmg the past two weeks aggregated 2,392,000 pounds of tobacco. The shipments amounted to 3,628,000 pounds. SEVING.

Free Straw Hats with Cigars.

(Special Despatch to The Tobacco World.)

NORFOLK, VA., June 10th.

Just when cigar smokers are trying to keep cool and look pleasant, despite the hot weather, The Norfolk Cigar Stores Co. has hit upon a clever advertising scheme, which promises not only to cheer up the hectic sufferers, but also to help them get something for nothing.

A window full of straw hats, with an abundance of straw strewn around, and a lot of certificates scattered about, is on display at the the Norfolk cigar stores at 57 Granby street, and a placard is displayed, that for 100 premium certificates, obtained with purchases at the store, a $2.00 straw hat will be given away.

Manager Samuel Beskin conceived the idea of adding straw hats to his long list of premiums, and he states it is working out splendidly.

A delegation of tobacco and cigarette men of Atlanta, Ga., recently visited the tax committee of city council to protest against raising the cigarette tax from $25.00 to $50.00, claiming that a number of small dealers would be compelled to close their doors, and thus reducing the revenue of the city instead of increasing it as was the idea of raising the the present rate. After debating on the matter for considerable time it was decided that the rate now in force should stand.

W. H. McCarthry and A. J. Gebhert, who recently organized the McCarthry-Gebert Cigar Company of Jacksonville, Ill., have placed an order for 70,000 cigar labels and a large amount of advertising matter as well as several thousand dollars' worth of stock. June 1st was the date set for the opening of business, although a full supply of labels will likely not be ready for use until July 15th.

The John Bollman Company, of San Francisco, Cal., makers of the "Sultan" cigarette, has brought suit to restrain George Themelis & Co., of Atlanta, Ga., from using the name "Sultana" for cigarettes made by the latter company. Messrs. Dorsey, Brewster, Howell & Heyman are conducting the case of the Bollman Company.

J. F. Ron, owner of the Ron-Fernandez Cigar Company, of Tampa, Fla., on a recent business trip to Duluth, Minn., states that the cigar industry in Tampa is in a thriving condition as about 8,000,000 cigars are being manufactured daily, which is an increase over the normal output.

New Box Factory at Grand Rapids.

THE Grand Raipds (Mich.) Cigar Box Company has taken out a building permit for the erection of a new brick factory building, to be located on Ellsworth avenue, just south of the Hobson Building, the cost of which is placed at about $10,000. The foundations have already been laid, and the work will be pushed to completion as rapidly as possible.

THE CIGARETTE TRADE IN PHILADELPHIA

THE Internal Revenue reports, showing an increasing output of cigarettes, are substantiated by the activity shown by manufacturers and retailers almost everywhere. While Philadelphia may not be the most important cigarette-selling centre in the country, it is sufficiently large to be a barometer of general conditions.

United Cigars Stores' Offering.

The United Cigars Stores Co. are making numerous special cigarette offerings. At several places the "Brahma" cork-tip cigarettes are being offered at 12 cents per package with two certificates free.

The "La Marquise" 25 cent package is being specially featured in nearly every display. "Murads" have been cut from 15 cents to 12 cents, and now carry with it a 25 cent certificate.

"Carlton Club," at 10 cents per package of eight, also carries two certificates.

"Abdallah," sold at 10 cents per package of twenty, taking with it one 25 cent certificate.

"Egyptian Deities" are being offered in plain or cork tip at 20 cents.

"Pall Mall" and "Egyptian Luxury" are also carrying 25 cent certificates.

M. Melachrino & Co.'s Line.

Philadelphia dealers are just receiving their first consignment of the "Non Plus Ultra" Melachrino cigarettes, constituting a 25 cent package. The goods are being offered as something especially fine, and the way in which they began to sell almost immediately upon their introduction, indicates the appreciation of these goods.

Finley Acker & Co. received their first shipment last week and a ready sale began almost immediately.

T. H. Hart & Co. are the local distributing agents for the Melachrino lines. Sales of the "Egyptian Rameses" cigarettes, made by Stephano Bros., Philadelphia's largest cigarette factory, are, according to a report made by T. H. Hart & Co., local distributing agents, meeting with continued successes throughout the State. The activities at the factory also indicate that the sale of these goods is universally good throughout the country.

Jeffries Offering a New Line.

E. P. Jeffries, who is well known throughout Philadelphia and Pennsylvania as a former representative of the Surbrug Co. of New York, has taken the general sales agency of the International Tobacco Co., of Newark, N. J. This concern was recently organized succeeding to the Autolite Manufacturing Co, and in addition to manufacturing several brands of self-lighting cigarettes, have also launched into the Egyptian goods variety.

They are now placing their "Nylak," a 20 cent package, and "Royal Minster," a 25 cent package of Egyptian cigarettes.

Mr. Jeffries recently placed these goods on the Philadelphia market, and they appear to have been favorably received. Several jobbers have become interested, and there will no doubt soon be a good distribution of them.

Babayan's "Durand" Cigarette.

M. Babayan, who recently began the manufacture of a new grade of cigarette at 1118 Chestnut street, Philadelphia, has good reason to feel encouraged with the business he is undertaking. After some petty hindrances of securing a supply of labels, boxes, etc., the goods were eventually brought out and dealers, who are handling them, are liberal in their praise.

"Durand" cigarettes are put up in 15, 20 and 25 cent packages, and are exclusively a high-class product. Mr. Babayan has had a wide experience in the cigarette industry, having spent practically his entire life in the trade.

A Popular Five-Cent Cigarette.

"Piedmont," advertised as a cigarette of quality, and retailing at 5 cents, is being advertised about the city, by the use of the large lithographic cut-outs. There are a number of these exhibits shown in the smaller stores, but the goods are on sale at practically every retail stand in the city.

A Specialty of Monogram Cigarettes.

Apollo Bros., Inc., recently removed from 144 North Eighth street, to 143 North Eighth street, where increased facilities were available. For several years they have been specializing on private monogram goods. They have lately devised a plan whereby they expect to supply the dealers with their line of goods under the dealer's private brands. By this means a dealer will be enabled to build up a cigarette trade of his own and individualize it more satisfactorily than he could otherwise.

Pushing Sales of Condax Cigarettes.

Representatives of E. A. Condax & Co., New York, have been particularly active in the Philadelphia field recently, and the sales of their goods have increased correspondingly.

Albert Cheskoff, an expert in window decorations and cigarette advertising, who has been sent to Philadelphia by the firm, has installed one of a number of eleven displays, which are attracting much comment. A few days ago he installed a three-piece design at the store of W. H. O'Keef on South Fifth street, which is among the most attractive of its kind in this city.

The Fifth and Market street store of Joseph Way has also been treated to several fine displays, and in other downtown sections the Condax goods are being prominently featused. Cheskoff's greatest success in designing has been the inverted heart, ovals and pyramids, and they certainly helped to make the Condax line more famous.

Coronation Packet of "Pall Malls."

Several of our more progressive stores have on sale the new coronation package of "Pall Mall" cigarettes, manufactured by Butler-Butler, Inc., New York. The goods were introduced here by B. D. Freitag, division manager of the house. The package consists of a polished rosewood box, cedar lined, the cover being embellished by a red silk lining, upon which is stamped in gold the title "Pall Mall." Inside of the package is the original box of one hundred cigarettes.

Philip Morris & Co. Cigarettes.

The goods of the well-known English house of Philip Morris & Co. are finding a good market in Philadelphia, where they are on sale in all progressive stores, and dealers say that they have many customers whom no other cigarette will satisfy. This is certainly a desirable accomplishment and an unqualified indorsement of the merits of the goods.

Low Prices on "Milo" Cigarettes.

The Independent Cigar Company, at 107 North Thirteenth street, is offering "Milo" cigarettes, made by the Surbrug Company, in all of their several sizes ranging from the "Petite" to "Longfellows," and cut prices prevail on all goods offered by them.

This store carries a large variety of cigarettes, but just at present the "Milo" seem to be the most strongly featured.

DETROIT DOINGS

DETROIT, June 10.

RETAIL business about town is beginning to look up a bit. There have been a few changes in stands. The Hotel Gorman cigar stand, corner Woodward avenue and Elizabeth street, has been sold to Harry W. Watson.

Miller & Son, grocers, have removed from Montcalm and Woodward to their beautiful new double store under Duffield Hall. They have added a cigar department which, though of modest proportions now, will undoubtedly grow. The front of their store is practically all glass, presenting a fine appearance to passers-by.

J. T. Woodhouse & Co. are in their new headquarters, although the carpenters are not out. Regardless of any leaders the firm may have, the carpenters are the "big noise" just now.

The lower branch of the Central Drug Co. are in the building just vacated by Woodhouse and have far finer premises than before. Their cigar sales have already gained appreciably.

B. S. Olsen, 215 Grand River avenue, sold his stock and fixtures to James McCorkell, who continues on the premises. The rebuilt Cass High School is directly opposite.

Stephen Beger has filled a long-felt want by establishing tonsorial parlors in the basement of the Woodward Apartments, corner Forest and Woodward avenues. Mr. Beger has a neat cigar counter in the shop in which are seen "Tadema," "First Consul," "Pastora," "Villa Vista," in better smokes, and "R. B.," "Arab," "San Felice" and "Miss Detroit" in five-cent goods.

One of the nice features of the elegant new establishment of Hart Bros., retailers and jobbers, at 152 Gratiot avenue, is an opening into the building by a rear court to permit loading and unloading merchandise direct from trucks and teams to shipping rooms. This obviates the carrying of goods across the street walks, and the risk of wetting or spoiling from rain or snow, etc.

David Wallace & Son, prominent Woodward avenue fancy grocers, show a very attractive display of Philip Morris & Co. cigarettes this week, the work of Wm. Lichtig, Jr.

By the way, the query, Who sells E. A. Condax & Co.'s cigarettes here? has been answered. They are represented locally by Wm. Caspers, who, I understand, has some connection, too, with the auditing department of the Home Telephone Co. I am told Mr. Caspers has met with signal success thus far and is much encouraged in his work.

Frank Smith, of the Pontchatrain, showed me a new package "Quality De Luxe, Egyptian Cigarettes," gotten out by Melachrino & Co. for the Wolverine Automobile Club. It is made in plain, cork and straw tips, in 10, 50 and 100. The emblem of the club is printed in gold on every cigarette and is reproduced in original colors on the cover of the boxes.

A striking advertisement for "Twin Oaks" smoking tobacco in the window of Arthur Klotz, 28 Michigan avenue, shows two handsome maidens hanging by their toes with their heads down. The artist, however, in defiance of the law of gravitation and with too great an artistic license, has permitted their draperies to smuggle discreetly about their up-side-down nether limbs, much to the disappointment and chagrin of the boys who hover by.

Henry Laskey, 114 Michigan avenue, has a continuation of his lease, so he is safe regardless of pending changes and enlargements of the building. He has a good retail trade, mainly in seed and Havana, and Broadleaf "Swift" and "Royal Banner" are prime sellers, and in Broadleaf Havana, "Pastora," "La Azora" and "De Vasto," "Rex," made by Wm. Heinbuch, is also a good number. "Cinco," "San Felice" and Claude Howell's "New Bachelor" are favorite nickel smokes.

Church, McConnell Co., of Toledo, have made arrangements whereby they will have the distribution for Toledo and State of Michigan for Detroit's latest good nickel proposition, "Answer," made by Surety Cigar Co. Although this cigar is on the market less than two months, repeat orders are already coming in large quantities from nearly every distributor with whom the goods were placed, and inquiries are being received from all directions.

M. B. Mills, president and principal owner of the Banner Cigar Co., returned to Detroit for a brief visit after a year's absence. Mr. Mills is an ardent yachtsman. During the past several months he cruised around Florida and Southern waters in his 200-horsepower motor boat, "Cynthia III." While in Havana he was the guest of the Havana Yacht Club. He tells some very big —— that is to say, he caught some very big fish while he was South.

Turner Stanton, who had charge of Hotel Gorman cigar and news stand before it changed hands, is going up to Lake St. Clair Flats to fish and enjoy a long rest. W. W. Tucker, at one time at the Burns Hotel stand, but for six months past at Imperial Hotel, Bay City, is in charge at present for Mr. Watson.

A. J. Chapman, formerly manager of the Chamber of Commerce cigar stand, is now behind the Elks' Temple stand, but supervises the Elks', Chamber of Commerce and Hammond Building stands for La Fond & Co.

M. W. Crew, recently of Chicago, is going to canvass the city for M. A. La Fond & Co., looking for box trade exclusively, a field that is not extensivey worked here.

Among recent transients were A. L. Cuesta, Cuesta, Rey & Co., Tampa; H. Hammer, Corral, Wodiska y Ca.; Willard Andrus, Surbrug Co.; Isidor Steiner, Wm. Steiner, Sons & Co., New York; R. S. Tweed, Tweed & Ran Co., Glass Signs & Adv. Novelties; Henry Fisher, A. Cohn & Co.; Harry Nathan, E. Spingarn & Co.; Howard Kinney, H. Duys & Co.; Milt. Samuels, Sylvester & Stern; Vic. Ettlinger, E. Hoffmann & Son; S. Saks, F. & E. Cranz; A. Hirsch and Gus. B. Hirsch, of Dayton, representing Jos. Hirsch & Son; A. B. Heavenrich, L. Schmid & Co.

S. F. HEAVENRICH.

A Patent Tobacco Bag Stringer.

A DEVICE which promises great usefulness in the manufacture of tobacco bags was recently invented by Walter H. Crowell, of Virgilina, Va., who has secured a patent.

By the use of this device tobacco bags are fed through a machine automatically, the string run through, tied and the bag folded, and has a capacity of 12,000 bags per day.

This work has hitherto been done by hand, mostly by women of the poorer classes, who live in the tobacco manufacturing towns, being enabled to take the bags home and string them at odd times.

The machine weighs about fourteen pounds and costs $500 to build it.

Philippine Cigars Not Foreign Goods.

THE Supreme Court of the United States has declared that the Philippine Islands are not a foreign country to the United States so far as the revenue laws are concerned.

The decision was rendered in consequence of a contention raised by importers of Cuban tobacco, who based their theory upon the treaty between Cuba and the United States by which the duty on Cuban cigars is to be twenty per cent. less than that on cigars imported from any "other country," and the court held that importers of cigars from Cuba were not entitled to bring them into this country at a rate of duty twenty per cent. less than was paid on Philippine cigars.

Indulged 80 Years Out of 104.

SAMUEL PUTNAM, a direct descendant of General Israel Putnam, the oldest resident of Franklin County, Mass., died at New Salem, Mass., recently, at the age of 104 years. Mr. Putnam was a moderate user of tobacco for more than eighty years and had voted for every President from John Quincy Adams to President Taft.

Erecting Tobacco Exhibit Building.

A LARGE building is to be erected this summer at Winston-Salem, N. C., to accommodate a tobacco exhibit which will be made a feature of the Piedmont Trades Exposition this year. The plans are to make it a permanent institution and enabling the tobacco trade to feature their products during the fair each year.

The Cincinnati Tobacco Machinery Company recently filed incorporation papers at Columbus, Ohio, with a stated capital of $50,000.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, June 6th, 1911.

THE strike of the workmen in the Escojidas in some of the Partido towns and villages like San Antonio de os Baños, Güira de Melena, Alquizar, and Artemisa has fortunateliy been settled and renewed activty prevails in all packing estabishments to bring the crop to our market. It is estimated however that not over half of this year's crop has been sold by the Vegueros, as the elevated pretentions of the latter are a stumbling block to the buyers, particularly as the Partido crop may be larger in quantity rather than smaller, as compared with last year.

Our dealers and packers are careful traders who understand their business thoroughly, and in weighing all the circumstances which surround a new crop they are trying their utmost to purchase the green tobacco as low as they possibly can, in order to be able to offer to the manufacturers the packed leaf upon as favorable terms as it can be done.

Naturally they are entitled to a fair compensation for their knowledge, in selecting the best Vegas, the risk they run in obtaining a fair yield of wrappers from the bundle, the money they advance, and the hard and arduous work done during the packing season. A slight mistake in the calculations of the country buyers will mean a momentary loss to the house here, and besides unforeseen causalties, like the prolonged Tampa strike in 1910 cut down their legitimate profits next to nothing, so not everything is gold that glitters.

The talk that was current in New York that the 1911 Partido crop did not burn well is false, generally speaking. There are always some small farmers, who raise tobacco upon fields which are not adapted for tobacco, or they will use manure which is injurious to tobacco plants, and such Vegas can only produce a leaf which will not burn freely or not at all. This happens every year and very likely there will not be any exception this season. Our large, reliable packers have all such Vegas well spotted and will never touch them. Only a beginner, or the farmer himself, will pack such tobacco, but the future buyer can easily enough detect the bad burning quality by a simple trial, so there is no fear of his being duped.

Buying in the Vuelta Abajo is continuing at fair prices, very choice lowland Vegas commanding high figures, while Lomas tobaccos have been acquired upon more reasonable terms and the chances are, that we may have some very good smoking tobacco at prices not out of reach for manufacturers. The quality is said to be better than last year.

As far as the Remedios crop is concerned, opinions differ widely. Some packers have paid very high prices to the farmers for choice Vegas, but they hope to be able to make a lower average later on. Some of our large packers have done nothug yet, as they fully appreciate the fact, that unless they could offer escojidas at the same figures as last year, that they will lose money by packing, and for this reason they are waiting calmly to see if the farmers will come down, or if not, then they will not make any escojida themselves but let the Vegueros do their own packing.

This seems the right course to pursue, as after all people here have come to the conclusion that Remedios tobacco can be supplanted by substitutes, or that the consumption will decrease materially, as soon as a certain limit has been reached.

There is not much change to report in our local leaf market, as only a few buyers from the North have come here, although some of our commission houses had several orders to execute for their customers and our local manufacturers have purchased also old Vuelta Abajo fillers. The new Partido Resagoes seem to find favor quite readily, so that sellers have no trouble in finding buyers at the current quotations.

Sales during the fortnight total 3997 bales, consisting of Vuelta Abajo 2361, of Partido 1250 and Remedios 386 bales.

Buyers were: for the United States market 1878, for Europe 136 and for local consumption 1983 bales.

Exports of leaf tobacco for the two weeks ending June 3rd, 1911:

To all ports of the United States,	7,558 bales
" Europe and Canary Islands,	149 "
" Buenos Aires, Montevideo,	128 "
Total,	7,835 bales

Principal Buyers of Leaf Tobacco Who Come and Go.

Arrivals.—E. Pendas, of Y. Pendas y Alvarez, Tampa; Walter J. Kaffenburg, of I. Kaffenburg & Sons, Boston; Ernest Ellinger, of Ernest Ellinger & Co., New York; José Maceras, of José Maceras, New York; Joseph Perlman, of Perlman Bros., Baltimore; Mortimer Regensberg, of E. Regensberg & Sons, Tampa; Sidney Goldberg, of Simon Batt & Co., New York.

Returned.—José H. Cayro, of José H. Cayro & Son, Havana.

Departures.—A. Bellot, for Chicago; José Lovera, for Tampa; Pepin Rodriguez, for Paris; Antero Prieto, for Spain; Celestino Perez, for New York.

Our factories are working as usual at this season of the year, the larger ones with only slightly diminshed forces, while the smaller ones are waiting for better times to come around again. The demand from the United States has improved somewhat, while England is calling for her regular supply. Germany seems to be waiting for the new crop cigars, although ordering moderately of old goods. The South American Republics are good customers of ours still, and Canada is ordering fair quantities of cigars.

Cuba's conditions as regards the "modus vivendi" with Spain were published a few days ago by our daily press and consisted of demanding a reduction of fifty per cent. in the present duties on cigars, cigarettes and tobacco, and that the "Compañia Arrendataria" should bind itself to purchase at least from $3,500,000 to $4,000,000 of our products per year, to be settled by draft of sixty to ninety days sight, less two and one-half per cent. commission. In case Spain accepts, the present duties will remain in force, and if not, then Cuba will exact a 30 per cent. higher duty on all Spanish importations here. This treaty to remain in force for three years, but could be renewed or terminated by giving six months' notice, and to end as soon as our present reciprocity treaty with the United States should be changed. This latter clause has been inserted by order of the United States Government at Washington and possibly may foreshadow a modification of our existing reciprocity treaty in our favor.

H. Upmann & Co. have good orders for cigars from the principal consuming countries.

Partagas is well satisfied with its large unfilled order slate on hand. Don Eustaquio Alonso is now in Germany trying to extend the list of customers of Partagas.

La Diligencia is working with full forces, as all the benches of the cigarmakers' gallery are occupied.

Sol has reserved some extra fine Vegas of the 1910 Vuelta Abajo crop and with which it intends to start the new campaign of 1911 to 1912. The cigars made from these Vegas are superior to anything grown last year, as far as light quality, sweet taste, and a particular aromatic, nutty flavor is concerned. Good judges who have tried this blend pronounce it as the best cigars they have smoked of late. His Holiness, Pope X, is a steady customer of Sol cigars.

Flor de p. A. Estanillo has more orders this year than last for its "Elite" brand, as well as for "Flor del Fumar," and for high priced Regalia sizes principally.

Henry Clay and Bock & Co., Ltd., are working with full forces upon a large order slate.

Castañeda has changed hands, but the manager, Mr. R. J. Serrano, is not permitted yet to state the name of the new owners. It seems, however, that Cardenas & Co. are the buyers, as they do not deny this report.

Antonio Allones, of "El Modelo de Cuba" and "Mi Necha" fame has removed to Galiano 98. Pending a few formalities announcement will be made shortly, under what style of firm the new owners of the Ramon Allones, Cruz Roja and La Eminencia factory will operate, in conjunction with the above named brands.

According to official customhouse figures our exports of cigars from the Port of Havana are now thus, viz.:

	1911.	1910.
From May 1st to May 15th	6,651,797 cigars	6,432,164 cigars
From January 1st to May 15th	59,116,066 "	53,299,219 "
Total,	65,767,863 cigars	59,731,383 cigars

Showing an increase of 6,036,480 cigars this year.

Buying, Selling and Other Notes of Interest.

José C. Puente sold 700 bales of Vuelta Abajo and Partido during the past fortnight.

Muñiz Hnos & Co. have purchased the whole crop of Mantua (Mentezuelo district) consisting of 100,000 cujes, and which they are now hard at work to pack. Besides they have bought fully 1000 bales of Lomas tobacco, as fine a class as was ever grown, and which comprise the famous Vega "Abra" near Viñales, which is known for its extra large quantity of fine, silky wrappers. This tobacco belonged to Domingo Diaz é hijos. They have also acquired 500 bales of different Vegas from the celebrated Luis Lazo district, and which can be relied upon to give choice wrappers. The well known Vega of Celio Hernandez del Sumidero was also one of their late purchases. Of old Vuelta Abajo fillers they still own some 600 bales of choice Vegas.

José Menendez was a seller of 400 bales of Vuelta Abajo and Partido.

Sylvester & Stern have been quite heavy buyers in our market for old Vuelta and new Partido.

Camejo y La Paz disposed of 364 bales of Vuelta Abajo fillers.

Walter J. Kaffenburg left for their Manicaragua plantation the day after his arrival here, and Mr. Albert W. Kaffenburg is expected here shortly.

Rodriguez Menendez & Co closed out 302 bales of Vuelta Abajo.

Joseph Perlman is actively looking over our market and has secured several Vegas already.

Fernando Fernandez y Hno. sold 213 bales of their fine Partido Escojida.

Don Antero Prieto, senior partner of the sterling house of Sobrinos de A. Gonzales, left with his family on Sunday, June 4th, per German steamer "Ipiranga" in order to spend six months in his native province of Austrias, Spain. A large number of friends saw him off and bid him a "bon voyage" and safe return in December. Don Antonio Quesada is now at the helm here to look after the buying in the country and their escojidas as well.

Don Porfirio Diaz, late President of Mexico, was a passenger on the "Ipiranga" likewise, and our Spanish Colony paid him their respects out of gratitude for what he had done to the Spaniards during his holding of power in Mexico.

José F. Rocha sold 200 bales of Vuelto Abajo.

Antonio M. Calzada has been very busy buying in the country, and preparing for the coming campaign this fall.

José H. Cayro was a seller of a few hundred bales of Vuelta Abajo and Partido.

Receipts of Tobacco From the Country

For two weeks ending June 29, 1911.		Since January 1st, 1911.
1023 bales	Vuelta Abajo	29,602 bales
97 "	Semi Vuelta	2,378 "
580 "	Partido	1,798 "
169 "	Remedios	8,522 "
0 "	Mayari	479 "
2,819 bales	Total	52,779 bales

ORETANIX.

Kansas City Has Anti-Smoking Car Rule.

FIFTY men, representing wholesale and retail dealers, cigar jobbers and manufacturers, met recently at the Elks Club, at Kansas City, Mo., to go on record in favor of smoking on street cars.

They remonstrated against the action of the Mayor of Kansas City in vetoing an ordinance to permit smoking, and voted upon the appointment of a committee to wait upon the City Council. The committee is composed of Geo. Evans, R. S. Stevens, Harry Tuchman and D. V. Whitney, who will draft a resolution and present it to Council.

The sentiment of the meeting was well expressed when Percy S. Lorie, a representative of A. S. Valentine & Sons, cigar manufacturers, of Philadelphia, said that the difference between smoking on the cars and being prohibited that privilege, is the difference between the small outside cigar man making or not making a living.

"I have made some investigations," he said, "and I find that the outside store trade has been cut in two."

Paul L. Hess, who acted as secretary of the meeting, spoke on the cigarette trade and stated that sales of cigarettes had increased threefold. He attributes the greater use of cigarettes instead of cigars to the no smoking rule of Kansas City street cars.

The Beaver Cigar Co., of 49 East Chestnut street, Canton, Ill., is a new enterprise in that city. C. E. Savill and W. T. Fouts are interested in the venture. They have a well equipped factory and their first goods show up finely.



Key West Output Maintained Despite the Weather.

Factories Take on More Hands---What Prominent Men are Doing

KEY WEST, June 9th.

WITH the advent of hot weather in times heretofore, the factories have experienced a falling off of the demand and consequently have laid off several of their cigarmakers. The conditions at this time are in direct opposition to those of former years, and the manufacturers are seating men every day and looking for more.

Each steamer from Havana brings large shipments of leaf for the different factories, and the smaller shops which at one time would have one or possibly two bales shipped are now receiving their tobacco in ten bale lots, while the larger shops have increased their shipments at least 50 per cent.

There have been very few travellers here in the last few weeks, and other than the increasing demand for cigars, there has been nothing of unusual interest transpire.

The work on Norberg Thompson's box factory is progressing rapidly, the force of workmen having been increased in order to rush the completion, as Mr. Thompson expects to have the factory in operation in time to make the boxes for the fall trade. This factory is to have all of the modern appliances for the manufacture of cigar boxes and some of the machinery is already on the way here, so as to be ready for installation as soon as the building is completed.

Charles Wolf, of S. Wolf's Sons, will leave next week for an extended trip through the North and Middle West in the interests of his firm.

President Luis Martinez, of the Martinez-Havana Cigar Co., is expected to arrive here next week on one of his periodical visits to the local factory.

Remegio Lopez, of the Havana-American Co., spent a few days in Havana this week looking over the new crop.

President E. H. Gato and Fernando H. Gato, vice-president, of the E. H. Gato Cigar Co., will leave to-morrow morning for New York, where they will remain for several weeks. Mr. Fernando Gato is accompanied by his family, who will remain in the North for the summer. Thos. H. Gato, secretary of the company, will leave next week for Havana, accompanied by his family, where they will remain for several months.

Several of the friends of Fernando Gato, tendered him a dinner last week in honor of his return to Key West. Mr. Gato is very popular here, and his arrival after several months spent in Havana was hailed with pleasure by his friends. He will probably remain in Key West for some time after he returns from New York with his father.

Manager Walter J. Lightbourn, of the Cortez factory, is in Cuba on business.

Ramon Fernandez, of the Fernandez, Lopez Ca., returned from Cuba last week and left later for Tampa where he will spend several days on business.

A. Aurelio Torres, of the El Principe de Golfo factory, states that he has increased the output of his factory nearly 100 per cent. this year, and expects to do even better before the year ends. The demand for his popular brands is growing daily, and nw customers are being added with almost every mail.

N. B. RHOADS.



Tampa's Biggest Week in Four Years.

Largest Shipment of Cigars Recorded---Factories Planning to Expand

TAMPA, FLA., June 10.

SHIPMENTS of cigars from this city, for the week ending today, totaled 7,905,000. This breaks every record for weekly shipments ever made here, with the exception of a week in November, 1907, when the shipments went to 10,000,000 cigars. The first five months of 1911, which, in the run of statistics of shipments we will say ended June 3d, saw 123,500,000 cigars shipped from this city. This is an increase over the same period of 1910 of 1,820,000 cigars.

The statistics for May in the various revenue producing branches of the Government here, show substantial increases over May of 1910, as well. In the matter of customs collections, the totaled collection during the month just passed amounted to $231,624.70, an increase over May, 1910, of $64,347.29. The sale of stamps in the Internal Revenue Office, in May, totaled $92,565.84, an increase of $10,684.76 over the same month last year.

Customs collections for the week ending today, total $51,317.51, an increase over the same week in 1910 of $11,405.13.

The actual importations of tobacco from Cuba during May, by local cigar manufacturers, reached a total of 6108 bales. The importations of this leaf and the withdrawals of leaf from the bonded warehouses, was in no small measure responsible for the very excellent showing of the customs collections for the period noted. Local cigar box manufactories imported during the past month 69,373 feet of Spanish cedar logs.

The steady growth of the business of the Exchange Cigar Company, comparatively speaking, one of the new manufacturing concerns in this city, albeit the heads of the firm are well known in the cigar manufacturing world, is a source of considerable gratification to A. M. Gochring, the sales manager. In the "Great Duke," the Exchange people have an excellent brand, and Mr. Gochring has been quite successful of late in placing the brand in several new distributing centers. He declares that their trade generally is quite good, and this is especially true of the Southwest, where they are enjoying a very active business. The "Great Duke" is made in numerous sizes and it is a cigar that is winning its way on substantial merit. "Billy" Fitzpatrick, of the firm, will leave for Cuba shortly to purchase leaf.

West Tampa has recently had a municipal election. The Socialists slated a ticket to oppose Mayor Hugh Brady, who was a candidate for re-election, but they failed to comply with the legal requirements necessary to get their ticket on the official ballot, hence the regular ticket was elected without any opposition. Among the new councilmen is T. B. Fisher, a member of the cigar box manufacturing firm of Shepp, Weidmann & Co., and Enrique Enriques, a well known cigar manufacturer. Ex-Mayor O. P. Rey, of the firm of Cuesta, Rey & Company, is one of the councilmanic hold-overs for another term. Mayor Brady had the hearty support of the cigar manufacturers in West Tampa, and he has a good council at his back.

"No signs of summer dulness here," might be an appropriate sign for Cuesta, Rey & Co., "The Truly Spanish House," to display on their great factory in West Tampa. The firm has been smashing their manufacturing records for the past several months, and, according to Mr. Mays, of the staff, there is no sign of a let-up from the steady bombardment of orders which they have been subjected to. Operating in every State in the Union, and manufacturing goods that are known to fastidious smokers everywhere, the Cuesta, Rey people have built up an enviable reputation in the cigar world.

A sneak thief invaded the home of A. Ramirez, the well known manufacturer, during the past week, securing jewelry belonging to the family valued at about $300. Entering the house through a window in the diningroom, the robber made his haul without leaving a solitary clue. The police are at work on the case.

Carlos Toro & Co. are vigorously pushing their "Tampa Elite" brand of cigars, and Don Carlos Toro declares that it is giving considerable satisfaction everywhere he has placed it. He is well pleased with the results he has obtained with the brand, and he was as busy as the proverbial bee in the spring time when he was interviewed.

Thomas Englehardt, head of the firm which bears his name, arrived here last Sunday evening from Chicago. He leaves for an extensive selling trip through the South and Central West, when he leaves here, which will be shortly. The firm have been enjoying a good business, and as a result they have increased their output in the factory here nearly 100 per cent. over this time last year.

Mr. Streeter, the genial manager of Streeter, Fernandez & Co., is back after a selling tour, during which time he placed "La Rama's" in considerable territory, making very desirable connections with several prominent distributors.



H. W. Erichs, a cigar box manufacturer, died at his home, 201 Second avenue, New York City, recently, at the age of seventy-four years. He is survived by a widow and three daughters.

Theodore Sterne, of the firm of Theodore Sterne & Co., cigar manufacturers, died suddenly on June 5th, while playing pinochle at the Liederkranz Club, 115 East Fifty-eighth street, New York. Death is supposed to have resulted from apoplexy.

W. F. Brown, a leaf tobacco dealer, of 175 West Randolph street, died recently at his home, 4537 Dover street, Chicago, Ill., at the age of forty-seven years, as the result of a nervous breakdown which occurred more than a year ago.

C. D. Smith, a cigar manufacturer, of Columbus, Ohio, died recently following an operation for appendicitis. Mr. Smith was forty-seven years of age and a native of Columbus, with a factory at 187 East Main street.

William Porter, former general manager of the sales department of the American Tobacco Company, died on June 1st in the Paterson Hospital, as the result of an automobile accident.

Ambrose F. Stahler, cigar manufacturer, of Allentown, Pa., died at his home recently, following a stroke of apoplexy. About a year ago Mr. Stahler suffered a slight stroke, but had attended to his business affairs until four days prior to his death. A widow and two brothers survive.

William Wood, cigar dealer, of 9 South Limestone street, Springfield, Ohio, died recently after an illness of five weeks, due to Bright's disease and heart trouble. Mr. Wood was a native of Springfield, being born there in 1853, and entered the cigar and togacco business in 1869.

Ware-Kramer Suit Being Heard.

The suit of the Ware-Kramer Tobacco Company against the American Tobacco Company for $1,200,000 damages under the Sherman Law, was begun in the Federal Court, at Raleigh, N C., on June 7th, before Judge Conner. It will probably be some days before a decision is reached.

What the Union Has Done.

DURING the past thirty-two years and two months, the Cigarmakers International Union of America paid in benefits to its members $9,652,712.10.

Total benefits paid during the year 1910, $716,946.59, divided as follows: Loans to traveling members, $30,828.77, strike benefits, $221,044.70, sick benefits, $189,438.59, death and total disability benefits $226,717.53, out of work benefits, $39,917.00.

The cost to each member was $13.99 6-10 for the entire year.

The Farmers' Loose Leaf Tobacco Warehouse Company of Bloomfield, Ky., has been incorporated with a capital of $10,000, the incorporators being D. O. Tingle, H. Woodson, J. S. Cornell, J. B. Gore, Fred A. Clark, W. P. Hays and C. P. Brown.

M. W. Berriman, of the famous "José Vila" factory, and member of the firm of Berrinan Brothers, arrived the early part of the week from New York. Yesterday, Mr. Berriman closed a contract with Aulick and Miller, contractors, for the erection of the three-story addition which was planned some time ago for the Berriman factory in Ybor City. The work in question will amount to some $20,000. More room, so the output of "José Vilas" may be increased, is the reason for the enlargement of the factory.

Leopold Powell, the well known manufacturer, whose factory is in West Tampa, was among the week's arrivals from New York. He reports business very good. He expects to be in the city several days.

BLARDONE.

'Frisco Notes Improvement.

Special Activity in the Local Cigar and Tobacco Trade.

SAN FRANCISCO, June 5, 1911.

WHILE both jobbers and retailers in San Francisco have noted some improvement in the last month, things are not as lively as could be wished. Travelers returning from other parts of the country say, however, that there is less cause for complaint here than in many other places. There are very few whose business for the spring has not been in excess of the same period last year, and it is the general belief that the fall season will be the best in several years.

The most encouraging feature with the jobbers is the distributive trade through the country. The hot, dry weather common in the interior at this time seems to be holding off longer than usual, and so far the retailers have shown little inclination to reduce the amount of stock carried. In fact, the amount of goods being shipped out just at present is larger than for some time past. Some curtailment is expected before long, but some dealers who have been visiting the outside towns believe the summer trade will be better sustained than for many years past. They report a very active growth of some of the smaller towns, and say that crop conditions are encouraging. There has been some damage by frost to the crops in California, but this is turning out to be less than was at first supposed, and the prices for fruit, etc., are more than sufficient to make up for any shortage. It is accordingly pretty well assured that trade with the country will remain active, regardless of city conditions.

L. A. Sawyer, agent for the "El Grifo" and factory representative for the Las Dos Naciones cigar, has just returned from an extended trip through Nevada. He has had quite a large business there at various times in the past, and says that there is more activity now than for a long time. The farming districts and the towns along the railroad, he says, are unusually lively, and dealers there are especially optimistic on account of the prospective railroad development and Government irrigation work. Even in the mining districts, which have been practically dead for the last few years, he found considerable activity.

George Yocum, of Yocum Bros., Reading, Pa., has just arrived in San Francisco, and will spend some time calling on the trade along the Coast.

M. A. Gunst & Co., who recently made some improvements in the display window of their central store at Front and California streets, are making further alterations in the building, refitting the offices, and preparing to utilize some of the space that was formerly wasted.

Alexander Herbert, vice-president of Philip Morriss & Co., has been in San Francisco most of the week, and is making a trip over the Coast. Mr. Herbert was here not long ago, but has found this territory worthy of more personal attention than it has had for some time past.

Herman Heyneman, of Herman Heyneman & Son, agents for the American Tobacco Company, returned a few days ago from a visit to New York.

George Webb, manager of the cigar department of Redington & Co., is back from his trip to Tampa, and is now calling on the trade in the northern part of the State.

Sig Graf, who sold out his own business here a few weeks ago, is now covering the outside territory for the "Pinzon" cigar.

Asa Egbert, a Kansas City broker handling cigars and smokers' novelties, made a short visit to San Francisco this week, and is visiting the trade all over the Coast.

J. H. Hamilton, of Shaw & Hamilton, at Fourth and Howard streets, has bought out his partner and will continue the business alone.

Manuel Lopez, of the local office of Fernandez, Lopez & Co., reports considerable business with Alaska this spring, and expects to make a number of shipments in that direction during the brief period before the season closes. This company's goods have been arriving in ample quantities for some time past, and practically all the ground lost during the recent shortage has been regained.

Jos. Hoffman, of the Hoffman-Moore Company, has just returned from a short trip through Southern California in his new automobile.

H. Emery, of the United Cigar Stores Company, has just returned with his bride from a honeymoon in the South.

Eugene Stoltz, repreesnting A. L. & M. L. Kaufman, who has been putting in some very effective work on the Cost for the last few months in the interest of the "Smokecraft" cigar, is making a visit to the factory. The local distributors, H. Rinaldo & Co., are keeping up the "Smokecraft" campaign, and this cigar is now being prominently featured by many of the best retail stores in San Francisco, and in the outside towns as well.

Neal & Hayes, the leading cigar dealers of Healdsburg, Cal., have dissolved partnership, and the business is being continued by Mr. Hayes.

Notwithstanding the drastic laws recently passed in the State of Washington against the use or possession of cigarettes, quite a lot of them were recently shipped from Japan to Seattle. Owing to lack of a market there, they were left in possession of the Customs officers, and were sold at auction June 2, in Portland, Ore.

W. I. Pixley, who represents Frishmuth Bros. & Co. and the Dill lines of smoking tobacco, has moved his office from 88 First street to the Hansford Building on Market and California streets

R. V. Dell, of the Manila Cigar Company has just left for a long trip through the Southwest. After a short visit to the principal towns of Southern California, he will take a trip through Texas, returning through the northern part of the territory.

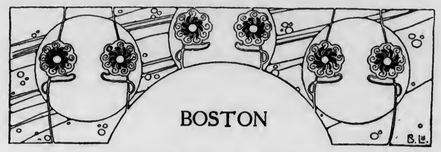
Conradi & Goldberg, of San Francisco, dealers in leaf tobacco, have started a cigar factory, employing eight cigarmakers and turning out clear Havana goods entirely.

Ehrman Bros. & Co. have put a new automobile delivery wagon on their delivery service in the local trade, enabling them to save a lot of time in getting goods to the retailers around the city.

R. V. Morrison, the new Regensburg representative for the Coast, expects to move his permanent office from Los Angeles to this city. At present he is making his local headquarters with the "Savarona" distributors, Chas. Mattheas & Co.

Ira Ellison, representing Kaufman Bros. & Bondy, the pipe manufacturers, spent last week with the San Francisco trade.

ALLAN.



Cutting Prices in Boston.

Drug Stores Engaged in Fierce War on Cigar Prices.

BOSTON, MASS., June 10, 1911.

RECENTLY it came. The "popular" brands of local 10c. cigars are now sold at 5c., this being confined, however, to several cities outside of Boston. In Lowell, for instance, the Hall & Lyon Drug Co. and the Riker-Jaynes Drug Co. are "fighting" each other and every brand except one came tumbling down to 5c. The cigar jobbers and retailers of Lowell are disgusted at conditions and give some pretty strong opinions about the situation. C. H. Robbins, of Calderwood & Robbins, jobbers for many years, says that this move is putting some of the smaller stores out of business, as no one can thrive selling cigars at over a cent each loss, plus expenses of selling.

Here in the city, the Riker-Jaynes Co. have no "competitors" of the same character as Hall & Lyon Co., so they are contented to plug along selling them at 6c. with trading stamps or double stamps mornings.

A. H. Hall, Boston jobber of the "Owl" and "Robt. Burns" cigars, made by Straiton & Storm Co., New York, reports a gratifying demand for these goods. Mr. Hall also maintains a retail store of prominence, wherein these brands are good retail sellers with him. A perfecto size has been added by Mr. Hall to his sizes of "Joan of Arc" brand.

B. A. Kaiser, importer and packer of tobacco leaf, is very much gratified in the general improvement of business conditions. Mr. Kaiser leaves in a few days for a trip through Connecticut and to New York.

One big cigar manufactory that is working to capacity is the huge plant of Wait & Bond, Inc., makers of "Blackstone" cigars. It is said by people well versed in trade circles that no cigar dealer in New England could operate a store without selling some "Blackstones." Sometime ago this concern put a panetela shape on the market, which is proving very successful. In addition to the millions of "Blackstone" 10c. cigars which they manufacture, they also make the "Totem" 5c. smoke; likewise a leader. Different from some of the other Boston cigars, whose sales are confined to New England, the "Blackstone" reputation and demand has spread all over the country, thus making a wide distribution for these cigars.

E. H. Harrington, New England agent for Larus & Bros. Co., Richmond, Va., reports a strong business with their many fast selling brands of tobacco. Mr. Harrington has moved his residence to Winchester, which is now becoming quite a tobacco colony. William P. Chute, Jr., assistant bookkeeper at these headquarters was married last Monday.

In the series of "Old Boston Firms" being run by a local paper, was printed a history of Emery Bemis & Co., packers of tobacco leaf. In this it says: "The distinction of being the only packer of leaf tobacco in Boston for export trade belongs to Emery Bemis & Co."

In about a week or ten days, the Cambyses Co. will probably begin shipments of their new brands of cigarettes. A little delay has been occasioned by printing the new boxes and literature. E. J. Costello, president, is out of town on a business trip.

C. B. Perkins & Co are selling a lot of their noted "Ginita" cigars, which are made in various shapes and sizes. This concern has one of the largest retail box departments of any store in the city.

Robert Shubert, head of the company bearing his name, makers of "Rosco" 5c. straight and "infant" size cigars, reports a brisk sale of these goods.

Quite a thriving business is transacted in the silk pennants packed in severa brands of cigarettes by the young men. Five cents each is the ruling cash price although people making collections frequently swap duplicates. A designer in a certain silk mill informs the writer that these are all woven in one process and are expensive.

Samuel F. Hirsch, who has been ill for an extended period, has recovered and has been doing business for sometime at 153 Milk street. Mr. Hirsch is a tobacco broker and claims he is the only one here. He has had considerable experience in the tobacco arena and no doubt he will reap deserved success in his work.

HENDERSON.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

York Shows a Gain in Cigar Production in May.

Many Factories Resuming Operations---Some New Ones Opening.

YORK, PA., June 14, 1911.

DURING May $93,328.79 was received at the York Revenue Office, which is an increase of $12,281.41 over the sales of the previous month. The records show that during the corresponding month of the previous year, the total receipts were $88,331.68, or $4,997.11 less than this year.

In numbers, these figures show the following output. May, 31,309,590; April, 1911, 27,015,790; increase as compared with April, 4,293,800.

May 1910, 29,443,890; increase for May, 1911, as compared with 1910, 1,865,710.

In view of the fact that many factories are closed throughout this section above figures are exceptionally good.

During the past month, a comparatively few new licenses were issued for the opening of new factories. The most important of these new factories is the Enterprise Tobacco factory of Red Lion, which is qualified to operate with fifty persons.

The several new cigar factory licenses granted during the month were as follows:

Henry Crumbling, R. F. D., Red Lion; Chas. H. Norris, R. F. D. No. 2, Parke; George F. Helder, R. F. D. No. 1, Wrightsville.

The Chauncey Minnich factory, at Dallastown, which had been closed for several weeks has resumed operations with a force of twenty-five hands.

P. G. Shaw, at Dallastown, has resumed active operations, after a temporary suspension, owing to a dulness in the demand for this product.

A. Kohler & Co., at Dallastown, are again seeing the dawn of day and have reopened their factory.

C. W. Snyder, of Yoe, had closed his factories for several days, owing to a slight demand for goods.

The Ninth Anniversary of the introduction of the "Judge Shepard" cigar, which was celebrated in York last week, has proven to have been an opportune time for some meritorious advertising, of which H. F. Kohler, at Nashville, the marker, took full advantage. The past full season at York is apparently having a wholesome effect upon the sale of the "Home Run" cigars, also made by H. F. Kohler. Local distributors are increasing their orders for these goods in a way that is very encouraging to the manufacturer.

The factory operations by Herman Warner & Co. indicate a continuous growth of the sale of their "Pulliam" cigars. This brand has very successfully passed the experimental stage, and now ranks among the standard goods made in York.

Z. S. Sheaffer, who operates one of the old land marks of the old cigar trade in Center Square, recently adopted the name of "York's Chief" for a brand of cigars which he has been putting up especially for the occasion of the State Firemen's Convention at York. Many of the local firemen are regular patrons of the Sheaffer establishment, and it was through a suggestion by them that he introduced this special brand of goods for the occasion.

Upon filing a petition in voluntary bankruptcy by C. E. Mattingly & Co., of McSherrystown, John A. Smith, of that place has been appointed receiver, and has taken charge of the firm's affairs. It is expected that a settlement will probably be arrived at, and that Mr. Mattingly and his asscciates will ultimately resume business.



CENTRE SQUARE, LANCASTER, PA.

May Output in Ninth Penna. District.

Big Gains Over Previous Year and Month of April. Trade Notes in the District.

LANCASTER, June 14th.

LANCASTER has a few kickers, too, who have been decrying the dull spell of the cigar trade. The report of the Collector of Internal Revenue of the 9th District, should prove a veritable panacea for the chronic kicker. It shows that during May the output of cigars in the district numbered 61,927,920 cigars; in May of 1910, the output was only 59,005,740, an increase in favor of this year of 2,922,180.

In April of 1911, the output was 54,305,580; May increase over April, 7,622,340.

The continued activity in the cigar trade is making its effect felt in the leaf market, according to reports of leaf tobacco men, and reports of the past week indicate that the stagnated period has been successfully passed. There are still a few factories working on short time, but generally speaking, all have some business.

The engagement of Irene E. Levy, daughter of Morris Levy, a well-known leaf packer, to Joseph Jacobs, of New York City, was recently announced.

Fred. Bauer, of Wm. Steiner Sons & Co., was recently among the cigar manufacturers in Lancaster and vicinity.

S. N. Wolf, cigar manufacturer, of Akron, Pa., is this week doing jury duty in the United States Courts, at Philadelphia.

John E. Sherts, of the Sherts Cigar Co., recently visited the trade in Eastern Pennsylvania and secured a moderately good amount of business.

The Globe Cigar Co., of Ephrata, Pa., were recently enjoined from using the "4x4" trade mark. They have adopted several new titles, and will mark their product under specially designed labels. Emanuel Cohen is head of this house.

JUDGE SHEPARD 5c CIGAR

BORN IN 1902

It is Nine Years Old and Every Day Adds to its Popularity

Quality is the secret of its continued hold on public fancy, and this quality has never deteriorated. It is a fact that in it's 9th year the *Judge Shepard 5c Cigar* is just as Good as on the day it was born

JUDGE SHEPARD

JUDGE SHEPARD

Every Smoker who tries a Judge Shepard adds one to its list of friends

JUDGE SHEPARD

WE will make affidavit that the Judge Shepard 5c Cigar contains 5 oz. Havana to the hundred. We use good Connecticut binders and every Cigar is wrapped with an imported Sumatra wrapper.

H. F. KOHLER

Smokers you can bank on Judge Shepard Cigars made under Sanitary conditions, of A-1 Tobacco, by excellent mechanics.

Sold by All Dealers

YOUNG & BUSSER, Distributors

Manufactured by

H. F. KOHLER, Nashville, Pa.

CANDIDATE FOR REGISTER OF WILLS

WE use the greatest care in selecting our tobaccos and when we find the kind that's just right we buy in large quantities This plan enables us always to maintain a uniform quality in our Cigars.

JUDGE SHEPARD

JUDGE SHEPARD

NOTE:--The makers of the Judge Shepard also manufacture the "Home Run" 5c Cigar, "144" 5c Cigar and the "Kreole" 10c Cigar, which brands have a warm spot in the hearts of the Smokers.

CELEBRATING NINTH ANNIVERSARY OF JUDGE SHEPHARD CIGARS BY USE OF DAILY NEWSPAPER SPACE IN ITS FURTHER EXPLOITATION

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

PIRZE BLOOD:—22,374.
For cigars, cigarettes and cheroots. May 25, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

BLUE MASTER:—22,375.
For cigars, cigarettes and cheroots. May 25, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

PRIZE SORREL:—22,376.
For cigars, cigarettes and cheroots. May 25, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

SORREL BEAUTY:—22,377.
For cigars, cigarettes and cheroots. May 25, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

TITLED BEAUTY:—22,378.
For cigars, cigarettes and cheroots. May 25, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

ABSOPURE:—22,379.
For cigars, cigarettes, chewing and smoking tobacco. May 25, 1911. T. A. Wadsworth, Detroit, Mich.

MI RAPTO:—22,380.
For cigars, cigarettes and cheroots. May 25, 1911. Moller, Kokeritz & Co., New York.

HAPPY CONSOLATION CLUB:—22,381.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. May 25, 1911. Rosenfeld & Sons, Walton, N. Y.

WELCOME TO OUR CITY:—22,382.
For cigars, cigarettes, chewing and smoking tobacco. May 25, 1911. Wm. Glaccum & Sons, Inc., New York.

EL SUSTAINO:—22,383.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. May 27, 1911. American Litho. Co., New York.

SKWAR:—22,384.
For cigars, cigarettes, cheroots and stogies. May 27, 1911. W. D. Sharpe Cigar Co., Pittsburgh, Pa.

DUTCH ROOM PERFECTO.—22,385.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 27, 1911. M. E. Durand, Nathant, Mass.

RARA BONDAD:—22,386.
For cigars, cigarettes, chewing and smoking tobacco. May 27, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

YORK'S CHIEF:—22,387.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 29, 1911. Z. S. Shaeffer, York, Pa.

LA SILLA:—22,388.
For cigars, cigarettes, cheroots and stogies. May 29, 1911. John C. Geese, Philadelphia, Pa.

SUN RAY:—22,389.
For cigars, cigarettes, chewing and smoking tobacco. May 29, 1911. S. R. Moss Cigar Co., Lancaster, Pa.

No. 22,390. Not issued.

LETS COMPROMISE:—22,391.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 29, 1911. Jacobs, Holtzinger & Co., Windsor, Pa.

BLACK SNAKE:—22,392.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Philip Herbold, Chicago, Ill.

LOGAN SQUARE BELLA:—22,393.
For cigars, cigarettes and cheroots. May 29, 1911. Sol Hirshfield, Chicago, Ill.

LIGHT OF REASON:—22,394.
For cigars, cigarettes, chewing and smoking tobacco. May 29, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

RULE OF REASON:—22,395.
For cigars, cigarettes, chewing and smoking tobacco. May 29, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

EL ROMADOR.—22,396.
For cigars, cigarettes, chewing and smoking tobacco. May 29, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

LITTLE FELLOW:—22,397.
For cigars, cigarettes, chewing and smoking tobacco, and cheroots and stogies. May 29, 1911. The Bucher & Bucher Co., Dayton, O.

No. 22,398. Not issued.

SUMURUN:—22,399.
For cigars, cigarettes, chewing and smoking tobacco. May 29, 1911. The Chas. S. Stutz Co., New York.

OHIO ARTISAN:—22,400.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. May 31, 1911. T. C. Helms, Stubenville, Ohio. Re-registration by Transfer. Originally registered Nov. 1909.

SUPREME COURT:—22,401.
For tobacco. June 1, 1911. Scotten Tobacco Co., Detroit, Mich.

FRISCO LINES:—22,402.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 2, 1911. The Eastern Cigar Co., St. Louis, Mo.

ROSETAU:—22,403.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 2, 1911. The Eastern Cigar Co., St. Louis, Mo.

FLOR DE SANTES:—22,404.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 2, 1911. The Eastern Cigar Co., St. Louis, Mo.

ARMALO:—22,405.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 3, 1911. Klingenberg Bros., New York.

WATERO:—22,406.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 3, 1911. Klingenberg Bros., New York.

LOMELO.—22,407.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco and stogies. June 3, 1911. Klingenberg Bros., New York.

ATPINO:—22,408.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 3, 1911. Klingenberg Bros., New York.

SILK WORM:—22,409.
For cigars, cigarettes, chewing and smoking tobacco. June 3, 1911. Adolph Hirtenstein, New York.

QUALITY CROOKS:—22,410. (With design as per illustration.)



For cigars, cigarettes and cheroots. June 3, 1911. C. N. Foreman & Co., Red Lion Pa.

SUNNYTOP:—22,411.
For cigars, cigarettes, chewing and smoking tobacco. June 3, 1911. Louis Doebert, Buffalo, N. Y.

BRUGGER'S SPECIAL SPOTS:—22,412.(With design as per illustration.)



For cigars, cigarettes and cheroots. June 3, 1911. A. A. Brugger, Erie, Pa.

SUNSTAR:— 22,413.
For cigars, cigarettes, chewing and smoking tobacco. June 3, 1911. L. C. Wagner & Co., New York.

RED CROSS KNIGHT:—22,414.
For cigars and cigarettes. June 3, 1911. A. C. Henschel & Co., Chicago, Ill.

SMOKE THE 4-20-6:—22,415.
For cigars. June 3, 1911. H. Weinstein, Brooklyn, N. Y.

RALPH HERZ:—22,416. (By permission.)
For cigars, cigarettes, chewing and smoking tobacco. June 3, 1911. Wm. Steiner, Sons & Co., New York.

SIR WM. S. GILBERT:—22,417.
For cigars, cigarettes, chewing and smoking tobacco. June 3, 1911. Wm. Steiner, Sons & Co., New York.

ANDRE BEAUMONT.—22,418.
For cigars, cigarettes, chewing and smoking tobacco. June 3, 1911. Wm. Steiner, Sons & Co., New York.

HAVANA MODEL:—22,419.
For cigars, little cigars and cheroots. June 3, 1911, Superia Cigar Mfg. Co., Detroit, Mich.

PIPE:—22,420.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 5, 1911. A. S. Valentine & Sons, Philadelphia, Pa.

ENDENA:—22,421.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June, 5, 1911. Alvarez & Garcia, New York.

EUDENA:—22,422.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June, 5, 1911. Alvarez & Garcia, New York.

JOE COWLEY:—22,423.
For cigars, cigarettes and cheroots. June 5, 1911. Calvert Litho. Co., Detroit, Mich.

ANTONIO CORSI:—22,424.
For cigars, cigarettes, chewing and smoking tobacco. June 5, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

JOHNNY FLUSH:—22,425.
For cigars, cigarettes, chewing and smoking tobacco. June 5, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

LORD TIPTON:—22,426.
For cigars, cigarettes, chewing and smoking tobacco. June 5, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

HIGLOW:—22,427.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 5, 1911. American Lithographic Co., New York.

EL ASENSO:—22,428.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 5, 1911. American Lithographic Co., New York.

FRANCISCO MADERO.—22,429.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 5, 1911. American Lithographic Co., New York.

FRANCISCO I. MADERO:—22,430.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 5, 1911. American Lithographic Co., New York.

EL RECEPTO:—22,431.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 5, 1911. American Lithographic Co., New York.

RECINTO:—22,432.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 5, 1911. American Lithographic Co., New York.

BIG BLUFF:—22,433.
For cigars, cigarettes and cheroots. June 5, 1911. G. Merz & Son, Chicago, Ill.

THE OLD FORGE BEAUTY:—22,434.
For cigars, cigarettes, cheroots and stogies. June 6, 1911. Ph. Schwartz & Co., Old Forge, Pa.

No. 22,435. Not issued.

DOLLY DRAPER:—22,436.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 6, 1911. American Lithographic Co., New York.

THE AMERICAN VOYAGERS:—22,437.
For cigars, cigarettes, chewing and smoking tobacco. June 6, 1911. Oscar Schein, New York.

GEORGE'S HILL:—22,438.
For cigars, cigarettes and cheroots. June 6, 1911. H. J. Fleischhauer, Philadelphia, Pa.

RAPHNE:—22,439.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. W. F. Clime & Bro., Terre Hill, Pa.

THE START:—22,440.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 6, 1911. McCord-Brady Co., Omaha, Neb.

EVERBRITE:—22,441.
For cigars, cigarettes and cheroots. June 6, 1911. Kaufman, Pasbach & Voice, New York.

APPARO:—22,442.
For cigars, cigarettes and cheroots. June 6, 1911. Kaufman, Pasbach & Voice, New York.

DICK ROBIN.—22,443.
For cigars, cigarettes and cheroots. June 6, 1911. Kaufman, Pasbach & Voice, New York.

SERVICE:—22,444.
For cigars, cigarettes and cheroots. June 6, 1911. Kaufman, Pasbach & Voice, New York.

ARVADA:—22,445.
For cigars, cigarettes and cheroots. June 6, 1911. Kaufman, Pasbach & Voice, New York.

LUCKOLO:—22,446.
For cigars, cigarettes and cheroots. June 6, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

SAN BERNITO:—22,447.
For cigars, cigarettes and cheroots. June 6, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

BOURBON BEAU:—22,448.
For cigars, cigarettes and cheroots. June 6, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

OUTPOST.—22,449.
For cigars, cigarettes and cheroots. June 6, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

CARLON:—22,450.
For cigars, cigarettes and cheroots. June 6, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

PLANUTESS:—22,451.
For cigars, cigarettes and cheroots. June 6, 1911. Heywood, Strasser & Voigt Litho, Co., New York.

CTH:—22,452.
For cigars, cigarettes, chewing and smoking tobacco. June 7, 1911. Le Roy Campbell, Tampa, Fla.

TCH:—22,453.
For cigars, cigarettes, chewing and smoking tobacco. June 7, 1911. LeRoy Campbell, Tampa, Fla.

MI EMINENTO:—22,454.
For cigars, cigarettes, chewing and smoking tobacco. June 7, 1911. Chas Stutz Co., New York.

MI TALISMA:—22,455.
For cigars, cigarettes and cheroots. June 7, 1911. Gustav Gutfreund, Chicago, Ill.

CAZERNA:—22,456.
For cigars, cigarettes and cheroots. June 7, 1911. Gustav Gutfreund, Chicago, Ill.

90 and 9:—22,457.
For cigars, cigarettes and cheroots. June 7, 1911. Harry D. Shaw, Martinsville, Ind.

DOZANO:—22,458.
For cigars, cigarettes and cheroots. June 7, 1911. Kaufman, Pasbach & Voice, New York.

FERNCRAFT:—22,459.
For cigars, cigarettes and cheroots. June 7, 1911. Kaufman, Pasbach & Voice, New York.

COLONORA:—22,460.
Fr cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 8, 1911. Klingenberg Bros., New York.

CORNELIUS STEENWYCH:—22,461.
For cigars, cigarettes. June 8, 1911. Wm. M. Mellen, Newark, N. J.

NED HARRIGAN:—22,462.
For cigars, cigarettes, chewing and smoking tobacco. June 8, 1911. Wm. Steiner, Sons & Co., New York.

SOCIETY OF WHITE RATS:—22,463.
For cigars, cigarettes and cheroots, stogies, chewing and smoking tobacco. June 8, 1911. Metropolitan Tobacco Co., New York.

DESIGN (Triple Rails) As per illustration.—22,464.



For stogies. June 8, 1911. The New Scioto Valley Cigar Co., Circleville, Ohio.

ORO FLORA:—22,465.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 8, 1911. American Lithographic Co., New York.

131:—22,466.
For cigars, cigaretts, cheroots and stogies. June 8, 1911. G. J. Johnson Cigar Co., Grand Rapids, Mich.

CALI FLOR:—22,467.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 8, 1911. American Lithographic Co., New York.

EL BUDORA:—22,468.
For cigars. June 9, 1911. Geo. A. Buddy, Littlestown, Pa.

ROYAL CASTLE:—22,469.
For cigars, cigarettes, cheroots. June 9, 1911. Louis C. Wagner & Co., New York.

MAGNESIA PIPE:—22,470.
For pipes. June 9, 1911. Metropolitan Tobacco Co., New York.

BROOKLAWN:—22,471.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 10, 1911. J. P. Kilfeather, New Haven, Conn.

THE CITY OF ELMS:—22,472.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 10, 1911. J. P. Kilfeather, New Haven, Conn.

THREE GIANTS:—22,473.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 10, 1911. The Dana-Cates-Simson Co., Ironton, Ohio.

HEAVY HITTERS:—22,474.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 10, 1911. The Dana-Cates-Simson Co., Ironton, Ohio.

ENDLESS SMOKE.—22,475.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 10, 1911. The Dana-Cates-Simson Co., Ironton, Ohio.

LA DALINA:—22,476.
For cigars, cigarettes, chewing and smoking tobacco. June 10, 1911. A. C. Henschel & Co., Chicago, Ill.

LUCKY QUEEN:—22,477.
For cigars, cigarettes, chewing and smoking tobacco. June 10, 1911. A. C. Henschel & Co., Chicago, Ill.

NEW BORN BABY:—22,478.
For cigars, cigarettes, cheroots. June 10, 1911. Strauss-Racine Cigar Co., Chicago, Ill.

DESIGN (Vo-lant):—22,479. (As per illustration.)



For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 10, 1911. Edison D. and Walter M. Fox, St. Louis, Mo.

PATRICK THE FIRST:—22,480.
For cigars. June 10, 1911. Ph. Schwartz & Co., Old Forge, Pa.

JOHN LIPPINCOTT:—22,480½.
For cigars, cigarettes, chewing and smoking tobacco. June 12, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

PRINCE D'ORSAY:—22,481.
For cigars, cigarettes, chewing and smoking tobacco. June 12, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

MADE RIGHT IN CEDAR RAPIDS.—22,482.
For cigars. June 12, 1911. Jos. Burianek & Son, Cedar Rapids, Mich.

BARTER:—22,483.
For cigars, cigarettes, cheroots. June 12, 1911. Luckett, Luchs & Lipscomb, Philadelphia, Pa.

MEYERETTE:—22,484.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 13, 1911. Celestino Costello & Co., York, Pa.

1143:—22,485.
For cigars, cigarettes and cheroots. June 13, 1911. W. D. Hanson, Manchester, Md.

W. D. H.:—22,486.
For cigars, cigarettes and cheroots. June 13, 1911. W. D. Hanson, Manchester, Md.

HAVANA BOBS:—22,487.
For cigars, cigarettes and cheroots. June 13, 1911. V. A. Collins, McSherrystown, Pa.

TRANSFERS.

TUVANA:—22,230.
For cigars, cigarettes, chewing and smoking tobacco. May 3, 1911. St. Louis Cigar Box Co., St. Louis, Mo., has been transferred to W. A. Strahan, Virden, Ill., on June 7, 1911.

THE BEST OUT:—22,164.
For cigars, cigarettes, chewing and smoking tobacco. April 22, 1911. Merchants' Cigar Box Co., Dallastown, Pa., has been transferred to Samuel Kauffman, Dallastown, Pa., June 8, 1911.

TWO ROVERS:—22,195.
For cigars. April 26, 1911. The Merchants' Cigar Box Co., Dallastown, Pa., has been transferred to Samuel Kauffman, Dallastown, Pa., June 8, 1911.

PANATELA SWEEPERS:—22,196.
For cigars, cigarettes, chewing and smoking tobacco. April 26, 1911. Merchants' Cigar Box Co., Dallastown, Pa., has been transferred to Samuel Kauffman, Dallastown, Pa., June 8, 1911.

GOLDEN BAR:—22,175.
For cigars, cigarettes. April 20, 1911. Louis Doebert, Buffalo, N. Y. Has been transferred to Albert J. Spies & Son, Buffalo, N. Y., on May 3, 1911.

CORRECTION.

TOPAZ:—22,354.
For cigars, cigarettes and cheroots. May 22, 1911. Standard Cigar Co., Canton, Ohio, should be registered by The Standard Cigar Co., Canton, O.

CANCELLATIONS.

RUTLEDGE:—22,322.
For cigars, cigarettes, chewing and smoking tobacco. Registered May 15th, 1911. by J. Lorrillard, Rutledge, Pa., has been cancelled.

SUPREME COURT.—22,102.
For cigars. April 10, 1911. Sig. C. Mayer & Co., Philadelphia, Pa., has been cancelled.

The Cigar Trade at Ann Arbor.

ANN ARBOR, MICH., June 9, 1911.—One of the most picturesque spots in Michigan is Ann Arbor, home of the great State University. Just now it is at its best, but soon the five thousand or more students will be leaving and this will seriously affect the smoking trade. Ann Arbor has three cigar factories, of which C. F. Kayser is a pioneer. He, with C. L. Staffan and Frey Bros., all enjoy a nice local business.

The leading retail stand is that of C. J. Sweet, who also has some jobbing trade. Mr. Sweet features very strongly "Pastora," made by The San Telmo Cigar Mfg. Co., Detroit.

F. P. Baker enjoys a very good retail cigar trade and carries a well assorted line. Among other good stands should be mentioned that of the American House, down town, and R. E. Jolly, who has an excellent location uptown opposite the Campus. There are many other good stands in the town, but these few leading ones were all that could be visited during the brief stop that was made there.

Cleveland Trade Unanimously Optimistic.

Manufacturers, Wholesalers and Retailers Report Improvement.

CLEVELAND, June 10th.

MARCUS FEDER, the manufacturer of the "London Whiffs" cigar, when interviewed by THE TOBACCO WORLD man, said:

"Business has wonderfully improved ever since the decision has been rendered against the American Tobacco Company. The beneficial results are felt by all our customers. New efforts of indpendent firms are now made everywhere. Many of those who were unable to cope any further with the 'trust' have taken new courage and are contemplating remaining in business. The decision of the Supreme Court leaves no loophole open for unlawful business, and if they can be made to conduct their business upon an honest basis, then they are welcome, and we are able to compete with them.

"We are very busy indeed; orders for 'London Whiffs' are pouring in; it seems that a new era of prosperity has come upon our business ever since the decision was rendered. Louis Reinheimer, taking care of the city trade, also reports a better feeling prevailing among the dealers. Mr. Hamilton, newly appointed representative for Chicago, is keeping us well supplied with orders."

Mr. Feder leaves for the East next week.

Casper Rosenberg, manufacturer of the "Ology" cigar, left Cleveland for a short trip to Erie, Pa. He states that business has been picking up very nicely.

J. W. Shields, of the Shields-Wertheim Co., informs us that the men are all out on the road; things are doing very well. A big summer trade is anticipated.

The Louis Klein Cigar Co. and B. Borheimer & Sons also report that business is improving.

Joseph T. Snyder is in town visiting his Cleveland store, and reports that business is in very good shape, considering conditions locally.

E. A. Kline & Co. report that their factory is rushed turning out orders. Mr. Kline has just returned from a brief trip to New York.

Some of the visitors to Cleveland during the past week were: Mr. Bailey, of M. Perz, of Key West, with the "Pinzan" cigars; Mr. Planco, of Planco Cigar Co.; L. Schoenaman, of Celestina Vega Co., with the "La Vega" cigars; Harry Boston, representing Wm. Demuth & Co., pipe manufacturers; Mort Hennings, of Turco-American Tobacco Co., New York, with the "Astron" and "Omega" cigarettes; C. J. Michaels, of Ed. Laurens, New York; W. F. Sharples, of Compeer Cigar Co., with the "Plantista" cigar; Milton Samuels, of Sylvester & Stern, New York; Ed. R. Hopkins, who is traveling with W. F. Sharples, reports a good business on the "San Felice" and "El Verso" cigars.

G. W. Hummell and Milton Schlesinger are out visiting Western customers in the interest of H. Schlesinger Co., one of Cleveland's well-known leaf tobacco firms.

WEIL.

News from the Lone Star State.

HOUSTON, TEXAS, June 5, 1911.

THIS city has long been regarded as possibly the largest cigar consuming city of the Lone Star State. Jobbers and retailers are quite optimistic of the future on business in their line, notwithstanding the approaching summer months.

The enterprising firm of Max Flaxman & Bro., exclusive handlers of cigars, has recently added to their already well selected stock, the "Telonette" small package cigar, manufactured by the I. Lewis Cigar Manufacturing Co. The advance sales of the "Telonette" justifies the prediction that it will soon become a favorite brand with smokers of this city.

Flaxman & Bro. have for some years successfully handled the "Manillanette" stogie made by the same company and enjoy a good business all over the State on that brand. They are also extensively advertising the "Bachelor" cigar, of T. J. Dunn & Co., New York, by distributing handsomely framed pictures among their customers.

Charlie De Sola, the hustling manager for J. N. Taub, reports that business is exceptionally good with his house for this season of the year.

There is no complaint from Theodore Keller on the demand for the various brands he controls.

In talking of advertising and its results, one of the oldest merchants here, remarked that the time was fast approaching when the buying of windows for advertising and fancy display of cigars would be a thing of the past. This has been brought about by so many cheap products, exploited in this way, getting on the market, having a run for a short time and then leaving the merchant with a larger stock on hand than the revenue from the window rentals had netted them, would justify.

The old established firm of W. D. Cleveland & Son have built up a handsome demand for "Cobs" and take great pride in sounding the praises of their popular cigar in their rough wrapper.

TEXAN.

R. Berke, a cigar manufacturer of Northfield, Minn., was visited recently by a delegation of citizens from Cannon Falls, Minn., and inducements were offered to move his factory to the latter city. That the people of Northfield realize what the loss of this factory would mean to them is shown by the fact that they immediately took pronounced steps to induce Mr. Berke to remain in Northfield.



NEW YORK.

NEW YORK CITY.

THE leaf tobacco market has been in a comatose state during the past two weeks, and aside from the purchase by the local packing house of 4,000 cases of Wisconsin of the 1910 crops, little of real interest has developed.

New York houses have figured in several transactions involving the taking over of country packings of 1910, Pennsylvania, and a slightly increasing demand is reported for Connecticut seconds.

Among the jobbing houses a routine business was done, manufacturers buying sparingly, and apparently only to meet early needs.

Fairly good business has been done by Sumatra importers and the announcement that about 2,000 bales had been purchased at the inscription held on June 2nd, was cheerful news.

Business has been quiet in Havana tobaccos, notwithstanding that withdrawals showed a slight increase in volume.

The strike among Cuban tobacco houses has subsided; both sides are said to have made concessions, and packing operations have resumed their full activities.

HORSEHEADS, N. Y.

The tobacco plants were all transplanted a little late this year, but are now growing well. The acreage will show considerable reduction.

PENNSYLVANIA.

PHILADELPHIA.

LOCAL packers have lately been inspecting type samples of 1910 goods, and the result is apparently very gratifying to them. The 1910 leaf is going through the sweating process finely and a very small percentage of damage has thus far been found.

Business has been moderately good for this season of the year, and several sales of respectable size to manufacturers have been consummated in seed leaf tobaccos.

Ohio tobaccos have been moving with a little more despatch, owing apparently to an increasing demand for this type of filler goods. Several inquiries have developed here for Connecticut tobaccos of which the market seems fairly well supplied.

Sumatra tobacco has been sold in moderate quantities and several purchases were recently reported as having been made by Philadelphia houses now represented at Amsterdam.

Little real change has taken place in the Havana market. The most encouraging report is that the strike among packing warehouse employees has been settled, and that operations have been resumed.

LANCASTER.

The past two weeks has been a fairly active period in the leaf tobacco market, which is feeling the buoyant effect of the surprisingly large output of cigars in this district.

Several sales of good sized lots of 1910 were made, mostly by country packers, and a considerable quantity of goods were taken by Lancaster leaf men; as, for instance, Louis A. Kramer purchased a packing of over 500 cases from Musser & Co., of Mountville.

A packing of nearly 500 cases put up by John Grosh & Son, of Landis Valley, was sold to John F. Nissly & Co., of Lancaster, in addition to which S. M. Mumma, a packer of Landisville, purchased a 150 case packing of John W. Hoover & Co., of Mountville.

W. R. Cooper & Co., of Lancaster, sold a packing of 400 cases. It is also said that some of these goods have passed into the hands of the American Cigar Co.

The recent general rains have been highly favorable to tobacco farming, and growers have taken full advantage of the opportune moment, in setting out plants.

The acreage will be larger than last year, and in nearly all sections of the county one sees numerous new tobacco sheds being erected.

The continued good business among cigar manufacturers should be cheering news to the holders of 1909 leaf, for those who have good quality leaf of that year's crop will, no doubt, find a market for it in the course of time, and there would seem to be no good reason of despairing as yet, with another summer's sweat, the 1909 goods will no dubt come out in fuller aroma and still better burning quality.

In fact, it was the occasional odd lot of poor burning tobacco which had apparently given the sale of 1909 tobacco a temporary setback.

YORK.

The leaf trade has been from fair to middling during the past fortnight. Some moderate size sales or domestic leaf were consummated, and desirable offerings of Florida tobacco also found buyers in this market. There is still an occasional shipment of 1910 leaf being made from points in Lancaster County.

OHIO.

DAYTON.

THE proposed amalgamation of leaf interests in Ohio has given some concern to local packers. It is recalled, however, that similar efforts have been made in other States; as, for instance, Wisconsin and Pennsylvania, but they did not prove successful and it is extremely doubtful if much will come of the movement in this State.

Packers are still willing to buy and sell crops upon a basis of equitable price for quality.

ARCANUM.

A movement in Zimmer Spanish which was started several weeks ago has been progressing, and the demand for desirable crops is steadily increasing. There has been, however, no material change in price.

Farmers are making appropriations for the new crop, but it is not expected that the acreages will be susceptibly increased.

CINCINNATI.

Offerings of seed leaf tobaccos have been rather light, and no full market prices were obtained for all goods sold. Zimmer Spanish has been a little more active than for some time past, and this type of leaf is now believed to be again on a firm basis.

WISCONSIN.

EDGERTON.

THE purchase of 4000 cases of Wisconsin tobacco by E. Rosenwald & Bro., of New York, furnished the principal topic for gossip in the tobacco trade. During the past week they have added several more lots to their already extensive holdings. This practically makes them one of the largest handlers of Wisconsin this year.

Shipments from this point have continued light, because the newly purchased goods will no doubt remain in warehouses here for an indefinite period. Aside from the Rosenwald transactions, there was little activity for old goods.

Tobacco growers are now in the midst of their busy season, and are devoting long hours each day to the transplanting of a new crop.

Wisconsin growers have been accustomed to planting later than some of the Eastern States, but the plant beds had developed the young plants to such size that it was almost compulsory for farmers to set them out into the field.

The greatest objection to planting this early, is the fact that cut worms seem to be more destructive at this season of the year than a little later; otherwise, the transplanting is being done under very favorable conditions.

VIROQUA.

Judging from the size of the seed beds, and the rapid and healthy growth of the plants, Vernon County promises to produce its full production of leaf tobacco this year. In fact, there is every indication of a bumper crop.

There are still a few leaf warehouses in operation at this point. The present indications are that they will not be able to close until probably July 4th, and few stray lots are still being received, which will require handling, or warehouse work can cease altogether.

NEW ENGLAND.

EAST HARTFORD.

THERE was considerable activity in the leaf market lately, and the volume of transactions was comparatively good.

Some purchases of 1910 crops are still being made and occasional and successful pick-ups of older goods is reported.

Tobacco setting is now general and the acreage will undoubtedly be heavy, as is indicated by the fact that a number of new tobacco sheds are being erected.

HARTFORD.

Any one interested in the tobacco trade, if afforded an opportunity of a drive through the tobacco sections of Windsor, etc., at the present time, would no doubt be elated with the unique sights to be seen in that section at present.

The spreading of cheesecloth over acres upon acres of land, is a beautiful spectacle. Looking down from the hills in the tobacco section, the large tents look almost like lakes of water.

At present, not all the tents are strung, but as soon as possible after the plants are set out the cloth is also hung.

Tobacco setting has progressed very rapidly during the past week, and all available help is being employed to push forward this important work.

Sterilizing seed beds is coming generally into vogue in this section.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

L. L. SCHLOSS,
CIGAR BROKER,
29 Randolph Street, Chicago, Ill.
Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

HARRY L. ROBY, Leaf Tobacco Broker
21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

N. D. ALEXANDER, Leaf Tobacco Broker
18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

CIGAR MANUFACTURER'S OPPORTUNITY.
Commodious building at Ziegerville, Pa., with plenty of help. Conveniently near Philadelphia. Moderate terms to good tenant. Apply American Ice Co., 6th and Arch streets, Philadelphia. 2-1-tf.

PIPE FOR IRRIGATION PURPOSES.
We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
167 South St., New York City. 3-15-tf.

When in the market for Pennsylvania leaf of any kind write us. We can save you money.
HERMAN STEIN,
Packer and Dealer in Leaf Tobacco, Lancaster, Pa.

For Sale.

FOR SALE—Best cigar store in Atlantic City, established 1876. Ill health cause of selling. Address M. Baylinson, 1222 Atlantic Ave., Atlantic City, N. J. 6-15-c.

MACHINERY AND TOOLS—Consisting of 50 H.-P. Boiler, 40 H.-P. Engine feed water heater cooking kettle, reserve tank, dipping tub, two wrinkers, two cutters, two shell dryers, 4dt steam dryers, four conveyors steam coils, steam line shafting pulleys, hangers, belting tools, etc. Address Greenwold Bros., Walnut and Canal Streets, Cincinnati. 11-1-tf.

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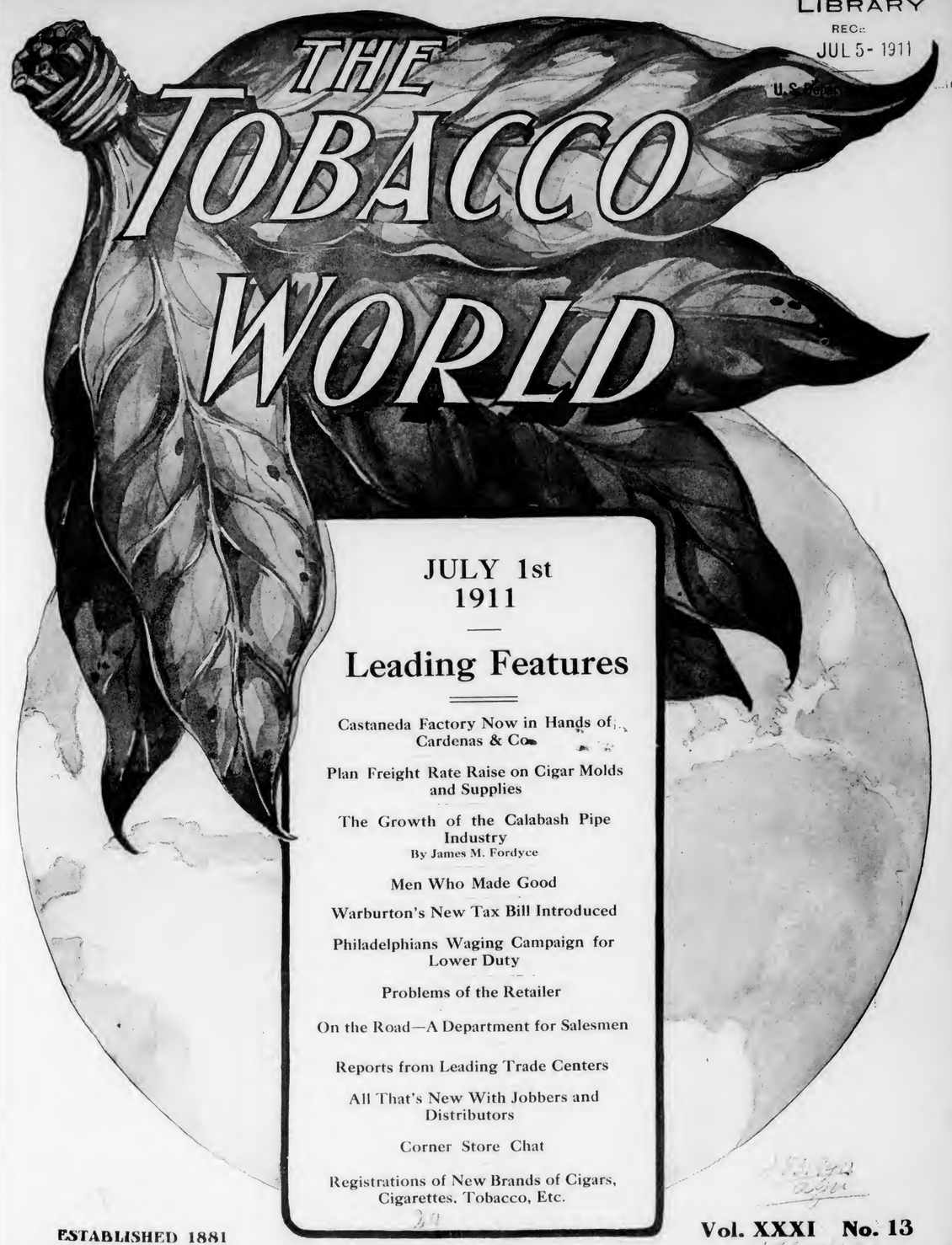
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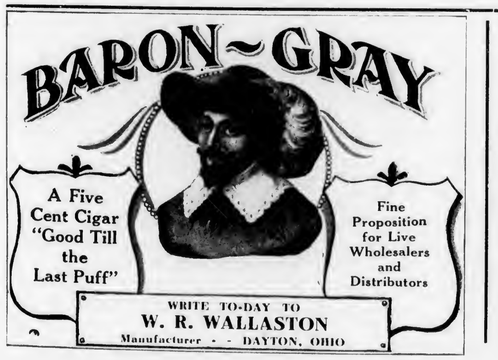
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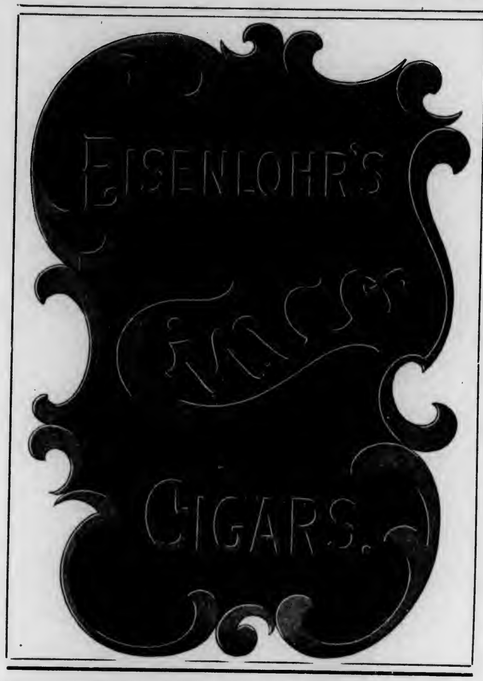
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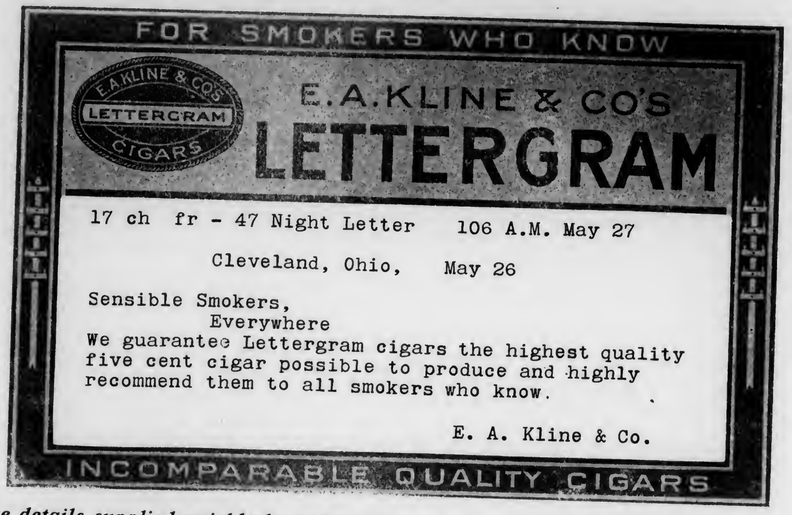
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LA TONIA 10c.

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S. WOLF'S SONS



Factory No. 318 KEY WEST, FLORIDA
WRITE FOR QUOTATIONS

Attractive Packages

Why not call attention to your HIGH CLASS or SPECIAL BRANDS by packing in a box

Different from the Ordinary?

WE ARE FULLY EQUIPPED to furnish anything from a Book Box to highly Polished Cabinets. We have served some of the largest Cigar Manufacturers in the country along this line; why not you? Give us an idea of what you want, accompanied by a rough sketch showing sizes, and we will do the rest.

Henry H. Sheip Mfg. Company
COR. SIXTH STREET AND COLUMBIA AVENUE
PHILADELPHIA, PENNSYLVANIA

Graham Courtney
HAVANA CIGARS
They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company
135 West 42nd Street, New York

Havana's Kingly Product



Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

HAVANA CUBA CIGARS



We Suggest CASTANEDA

- Highest Class Materials
- Best Workmanship
- Perfect Colors
- Delightful Aroma

New York Office: 3 Park Row
Dave Echemendia, U. S. Rep.
Telephone Connection
London Office: 14 Gracechurch Street
Castaneda (Havana) Cigar Factories, Ltd.
129 Virtudes, Havana.
Cable Address, Havana, London and New York: CIGARESTAS

El Wadora
CIGARS

Looks like - - - 15c.
Smokes like - - 10c.
Sells for - - - 5c.

We have some territory open which Live Jobbers should take advantage of.

Sig. C. Mayer & Company
Makers
515-517-519-521 Lombard Street
PHILADELPHIA

Factory No. 15, Philadelphia, Pa.
Factory No. 1, Red Hill, Pa. Factory No. 41, Perkasie, Pa.
Factory No. 153, Shelly, Pa. Factory No. 26, Sumneytown, Pa.
Factory No. 57 Ephrata, Pa. Factory No. 21, Geryville, Pa.

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO



FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY
3 PARK ROW, NEW YORK

"The Straw Shows the Way the Wind Blows"

A very old saying, but true. The way the public is taking hold of *"Crown" Coupons* is marvelous—like the straw, it tells a story just as true—it tells you Mr. Manufacturer and Mr. Retailer that the tobacco using public want *"Crown" Coupons* and *Certificates.*



Don't take our word for it—ask one of the hundreds of merchants who are giving them out. If the Public didn't take to them we couldn't hand out Ten Millions (10,000,000) in thirty days, and the smoker doesn't have to wait until he is as old as Methuselah either to get something—we give premiums for ten 25 Cent Certificates. Besides, *"Crown" Coupons* and *Certificates* are redeemable in conjunction with *"Crown" Stamps.* See the point?

The cost? Lower than any Cigar Coupon proposition in existence.

THE CROWN STAMP COMPANY
Largest Premium Parlors in the World
1007-09 Arch Street Philadelphia, Pa.

Legislative Committee
Philadelphia Leaf Tobacco Board of Trade

NOTICE!

The Legislative Committee of the Philadelphia Leaf Tobacco Board of Trade is sending to every one, whose address can be secured, a copy of the circulars attached hereto, but, as many cannot be reached on account of imperfect lists or because of change of address, those failing to receive the circulars are requested to consider this a personal communication and send reply to

JOHN R. YOUNG, Secretary,
305 N. Third St., Philadelphia, Pa.

To the Cigar Manufacturers, Growers, Packers, Importers and Dealers in Cigar Leaf Tobacco of the United States.

Gentlemen:

The Philadelphia Leaf Tobacco Board of Trade at a recent meeting instructed its Legislative Committee to endeavor to ascertain the opinion and sentiment of the trade relative to a reduction in the rate of duty on wrapper tobacco, and, if they found that such a reduction was not only desired by a majority, but that those favoring it would aid in an effort to secure from Congress at its next session the enactment of such legislation as would bring the desired result, the Philadelphia Board would take the initiative in such a movement.

In compliance with these instructions, we enclose herewith a series of questions with the request that you answer them and return the same with your signature in the return envelope you will also find enclosed.

We believe it is possible, if a united effort is made, to secure at the next session of Congress a reduction in the rate of duty on wrapper tobacco to one dollar ($1.00) per lb., but know that it would be useless to attempt it, unless it can be clearly shown that such a reduction is absolutely necessary to enable a large majority of those engaged in our industry to remain in business.

Those who will oppose the enactment of the desired legislation, we believe, comprise in number a very small minority of the total number, yet they are united and can command both money and influence; therefore, if the effort is made, those who will direct the work must have assurance that they have the moral and financial support of every one who believes that such an effort should be made.

Asking for an immediate reply, we are

Yours respectfully,

Harry W. Bremer, Chairman,
Lewis Bremer's Sons.
Julius Vetterlein,
J. Vetterlein & Co.
John R. Young, Secretary,
John R. Young & Son, 305 North Third Street.

Sidney Labe, Treasurer,
B. Labe & Sons.
Felix Eckerson,
F. Eckerson & Co.

Legislative Committee.

1. Do you believe that the existing rate of duty of $1.85 per lb. on wrapper tobacco is an injury to you in your personal business?

   Answer .....

2. Do you believe that the high rate of duty on wrapper tobacco has been of any benefit, excepting to a very small minority, of those engaged in the Growing, Packing and Selling of Cigar Leaf Tobacco or to the Cigar Manufacturers?

   Answer .....

3. Do you believe that a reduction of the duty on wrapper tobacco to $1.00 per lb. would be beneficial to the majority of those interested in the Growing, Packing and Selling of Cigar Leaf Tobacco and of a majority of the Cigar Manufacturers?

   Answer .....

4. If an effort is made to secure from Congress a reduction in the wrapper duty, will you aid with your financial moral and individual support, those who will direct the campaign?

   Answer .....

5. If it is decided to hold a Mass Meeting of the Trade in Washington or elsewhere, before or during the next Session of Congress, will you attend such a meeting at your own expense?

   Answer .....

Please sign below with your firm name.
If Cigar Manufacturer, give total number of employees, unless you object to doing so.

Name .....

P. O. Address .....

Number of Employees .....

Congressional District .....

Name of Representative .....

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of
.:.Cigar Box Labels.:.
Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office--Paul Pierson, Mgr., 160 Washington St., Chicago, Ill.

ESTABLISHED 1887

LOUIS C. WAGNER & CO.

43 EAST 20th STREET NEW YORK

ORIGINAL PRIVATE DESIGNS IN STOCK

IMPORTERS OF **FINE CIGAR LABELS AND BANDS**

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF
CIGAR BOX LABELS
AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.
CHICAGO 56 5TH AVE E. E. THATCHER, Mgr.
SAN FRANCISCO. 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

Philip Morris
ORIGINAL LONDON **Cigarettes**



IF THE quality smoker fails to like a "P. M." the answer is simple. He needs the size that suits his taste.

Philip Morris & Co., Ltd.
402 West Broadway
New York

Factories: New York
Montreal London Cairo

1

It Talks for Itself



Better Than the Most Expert Salesman

After more than a year in use in nearly every country and requesting customers to return this **Health Humidor Cigar Case** if it was not better than represented and money would be returned. Not **ONE** complaint, but instead 90% re-ordered, many times.

If it don't pay for itself on any dealers counter in 10 days, he ought to go out of business. It will sell cigars where everything else fails.

Its patent attachments, high grade quality and magnetic sanitary effect, **does the trick.** Nothing ever equaled it regardless of the most lavish expenditures of money. Made in many styles and size to fit any box from 25c. up.

No 5 Sample sent on receipt of $1.35.

P. A. BECKER, 132 Cumberland Street (New Factory)
(Established 1892) Brooklyn, New York
Manufacturer of every kind of Display Cases, Air-Vent Moisteners, Glass Cigar Box Lids etc.

Tin Cigar Cans and Boxes
THE HUMIDOR PACKAGE



Lithographed, Enamelled, Lacquered or Copper Plated. Made in many sizes for 12, 25 or 50 cigars. Write now for prices and mention style preferred.

NATIONAL CAN COMPANY
Independent Manufacturers Detroit, Mich.

Finest Imported Cigar Labels and Bands

Manufactured by

Gebrüder Weigang, Bautzen, Germany

American Representatives

Möller, Kökeritz & Co.

25 Astor Place, New York.

World Famous
Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

Havana, Cuba

T&O COMPANY MAKERS



Royal Lancer

The Cigar Distinctive

Made in 21 Sizes
10c. and upwards

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

An Offering of Stock

A limited number of shares of the SEVEN per cent. Accumulative Preferred Stock of the

American Cigar Banding Machine Company

The Only Practical Machine Ever Evolved for Banding PACKED Cigars

The Stock is offered at PAR with a Bonus of Twenty-five per cent. in Common Stock

A technical description of the machine was published in the *Scientific American* of April 29th

For full particulars and prospectus of the Company address

American Cigar Banding Machine Co.
40 Exchange Place
New York City

Pittsburg Stogies and Cheroots

Made by *Experienced Hands*, in *Daylight Workrooms*, under *Sanitary Conditions*.



"Workmanship, Cleanliness and Quality," our Motto.

"PURO SPECIALS" our Leaders

Write for Prices. Territory Open for Distributors

W. D. SHARPE CIGAR CO.
Pittsburg, Pa.

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, JULY 1, 1911. No. 13.

Castaneda Factories Now In Hands of Cardenas & Co.

Well-Known Havana Firm of Leaf Dealers Purchases Brand and Factories from London Interests

(Special Cable to The Tobacco World.)

HAVANA, CUBA, June 28th.

DON FERNANDO CARDENAS has returned from London, England, where he consummated the purchase of the "Castaneda" factories for Cardenas & Co., a well-known firm of leaf packers and dealers of this city. The new owners have now taken hold in earnest and intend to make it one of the best factories in Havana. They are also preparing to push the "Castaneda" brand with renewed vigor.

As a preliminary step, they have bought 700 bales of the finest old Vuelta Abajo vegas of the 1909 and 1910 crops, and have also purchased 1000 bales of the choicest vegas of the 1911 crop in San Luis and San Juan y Martinez. The workmanship on the cigars is to be the finest that can be produced by skilled Cuban artisans.

Don Nicolas and Don Fernando Cardenas are both young men, full of push and enterprise. Having wide experience, they should make the undertaking highly successful with the ample capital at their command and aggressive representatives abroad to distribute their products.

Don Fernando Valdez, who was formerly a director in the "Partagas" factory and is a recognized authority on fine vegas of Vuelta Abajo, has been retained as buyer of the leaf tobacco department for Cardenas & Co.

Owing to excessive humidity, work in the factories was suspended for several days last week, but since the ten day period of hard rains has ended, operations have been resumed.

Echemendia Likely To Continue.

It is announced from New York that Don Fernando Cardenas is expected to arrive there from Cuba next week to confer with Dave Echemendia, the general representative of the "Castenada" factories in the United States. Mr. Echemendia, whose offices are at No. 3 Park Row, has made remarkable progress with this brand since he has had it under his control, placing it in all the leading markets and with the very best houses. It is anticipated that there will be no change made in the American selling end of the business.

Pollack Estate Loses Infringement Suit.

Effort to Stop Pittsburg Company from Using Name Fails.

(Special Despatch.)

PITTSBURGH, PA., June 22.

AFTER a long drawn out legal fight, commenced in July, 1908, the suit brought by the estate of Augustus Pollack, Wheeling, W. Va., stogie manufacturer, against the Pollack Stogie Co., of Pittsburgh, has been dismissed. The suit was brought by Howard Hasslet, administrator for the Pollacks, in an attempt to restrain the Pollack Stogie Co. from using the name Pollack as an infringement on the name and trade firm of the Wheeling manufacturers.

The matter came to final adjudication on June 22nd, when Judge Buffington, of the United States Circuit Court at Pittsburgh, finally dismissed the suit.

The Pollack Stogie Co. was incorporated in Pittsburgh in 1905, and the officers are C. G. Kiskaddon, president; Theo. Hoffmann, vice-president, and M. W. DeWaters, secretary and treasurer.

Plan Freight Rate Raise On Cigar Molds and Supplies

Manufacturers Affected by Proposed Change of Classification Prepare to Protest

AT a meeting of the Official Classification Committee being held in New York this week, a number of changes in the classification of railroad freight are being considered. The changes which affect the cigar trade are the classification on cigar molds, cigar presses, cigar box lumber, cigar boxes and other commodities.

The cigar mold men are much disturbed over the prospect of changing the classification of cigar molds and presses in quantities less than a carload from the third to the second class. If this change were made, it would result in an increase estimated at about 30 per cent. It is also proposed to abolish entirely the carload lots on goods of this character.

A representative of Miller, Du Brul & Peters Manufacturing Co., Cincinnati, probably one of the largest firms in the manufacture of cigar molds and presses in this country, stated that a determined effort would be made to prevent this new classification and that, if necessary, the fight would be carried before the Interstate Commerce Commission.

A TOBACCO WORLD representative was unable to obtain an official statement of the purposes of the meetings, but from railroad sources it was denied that the railroads contemplate any changes of classifications which would result in any appreciable increases in rates. The idea of the committee, it was stated by the informant, was to arrive at a uniform basis of classification on such items as cigar molds, &c. At present, these classifications vary in different territories and numerous complaints have resulted from this condition.

F. S. Holbrook, 143 Liberty street, New York City, is chairman of the Official Committee, and it is at his offices that the meetings are being held.

The sessions will last probably ten days and the result of the deliberations will then be referred to the railroads for final approval.

Death of William Demuth, Noted Pipe Manufacturer.

WILLIAM DEMUTH, head of the well-known pipe manufacturing firm of William Demuth & Co., and who amassed a fortune in the manufacture of pipes and smokers' articles, died at Lake George, on June 27th. His death is ascribed to heart failure. He was 75 years of age and had been a resident of New York City for half a century.

At the age of 15 years Mr. Demuth came to New York from Rimbach, Odenwald, Germany, and began as an apprentice in a factory of a large pipe concern. Within a few years, he had saved sufficient funds to go into business for himself, and before he reached the age of forty, he was the owner of one of the largest pipe manufacturing plants in the United States. The present factory is located at Richmond Hill, Long Island, and gives employment to 1200 men.

He has been traveling extensively during the past 15 years, and spent much of his time at Lake George or at Palm Beach and St. Augustine, Fla. He has two sons, Louis and Leopold Demuth, who were associated with him in business. His interment was made on the 29th ultimo.

The Growth of the Calabash Pipe Industry

By JAMES M. FORDYCE

WHEN the first few seeds of the South African Gourd were sent to the Department of Agriculture at Washington, D. C., in December, 1906, by H. L. Washington, the American Consul-General in Cape Town, he perhaps little thought of the wide-spread use to which this interesting plant has since been put.

From Mr. Washington it was learned that the use of the calabash, as it is commonly known, as a pipe bowl, was discovered by the Boers, and that after the Boer War the fashion of using these pipes was introduced into England, whence it reached this country.

The Boers had endeavored to hold the culture as a monopoly and tried earnestly to prevent the exportation of seed, but as has been the history of all such things, sooner or later a few seeds were exported and there is said to be now in America enough seeds to produce all the gourds that could possibly be marketed in this country.

Not much interest was attached to the importance of these seeds by the Department when it first secured them, but it is now found that calabash plants are being grown in many States throughout the Union.

In the vicinity of Washington, D. C., four of the broad-leaved runners were seen early in the season, covering a six foot trellis twenty-five feet long and climbing to a height of twenty feet, over some half growing cedars nearby, where they produced dozens of the long, slender necked pipe fruit.

Calabash pipes made from imported South African gourds have been fashionable in England for some time, and are now coming more strongly into vogue in America. These pipes are formed from the crooked necks of large gourds, the botanical name of which is "lagenaria vulgaris" and belong to that well-known group of plants which include the cucumber, the melons and squashes.

The vines form a pretty covering for unsightly objects or fences, and it is only the rather rank odor that might prove objectionable if used for an arbor near a dwelling. The chief interest in growing the vine is the raising of its gourds.

The calabash gourd is a good bearer. Four vigorous vines grown in Maryland, in 1908, produced 75 gourds. It must be remembered, however, that not all of the gourds will be fit for pipe bowls, unless each fruit is found while the neck is still pliable, and so tied that it forms the proper curve.

Artificial Shaping of the Gourds.

By care and patience these gourd necks can be caused to grow into almost any desired shape. But to do this it is necessary to provide half-inch boards, six inch by eight in size, riddled with quarter-inch holes as closely together as is possible. Each board must have its accompaniment of five or six pegs. These pegs should be about three inches long, whittled to fit the holes and padded with cloth, so that they will not scratch the tender gourd.

One of these boards is required for each of these pipes until its neck is set at the right curve, then it can be removed and used for another. The gourd when still quite young, and before its delicate neck has hardened, is laid on the board and gently bent in the desired direction and pegged in place. By the following day the tension will have relaxed and the fruit can be still further forced into shape. Three or four such operations are usually sufficient to bring the gourd to the point where the neck is fixed in form.

Pipes formed in this manner are vested with much individuality and great opportunity is afforded for the exercise of ingenuity in the making of new forms; so that individual tastes, regarding the shape of a pipe can be fully gratified, for by this method, gourds may be formed with a double curve in the neck, making unnecessary a curved mouth piece.

Expensive Pipes Made From Gourds.

Pipes made from the imported South African gourds have been expensive, and American dealers have been known to charge as high as eight and twelve dollars for them. They are the lightest pipe for their size made; graceful in shape, they will color like meerschaum and are delightful smokers. Unlike cheap pipes, which are made by machinery, no two of these calabash pipes are exactly alike, and in this lies much of their charm, as likewise their cost. The crook of the calabash varies so that each mouth piece must be made to fit it, and each lining of meerschaum or of plaster of Paris must be especially adapted. Because the supply has been so limited, they had heretofore been treated as novelties and offered to the public at fancy prices. Since the introduction of calabash raising in America, the system of manufacturing and consequently the market conditions have become materially changed.



FORMS OF NECKS OF YOUNG CALABASH GOURDS



MATERIALS USED IN MAKING CALABASH PIPES

The Methods of Making the Pipe.

To make a pipe from the gourds the neck end should be cut off and all pith carefully removed from the inside. The thin outside cuticle is scraped with a sharp knife before it dries; it comes off easier then, and if left on will form food for mould. Whiting or pumice may be used for polishing the hard surface, if it is not smooth enough after careful scraping. Sand paper will scratch them and should not be used.

The necessary accessories are a rubber mouth piece, a bowl, and some thin cork strips, the cost of which will be inconsequential, and in addition to this, only a few cents worth of plaster of Paris will be needed. Cut off smoothly the tip of the small end, and bore through it with a knife blade into the narrow cavity of the neck. Into this screw firmly a crooked rubber mouthpiece with its ivory threaded nipple.

The large trumpet like end of the gourd is next cut with a fine saw at the proper angle and low enough so that a regular cheap meerschaum bowl will fit into it, having its rim flush with the outside of the gourd.

Calabash Makes a Cool, Delightful Smoke.

A well made calabash pipe will appeal to the discriminating pipe smoker, as possessing much of the valued characteristics of the long German pipe, but in a much more convenient form. The bowl occupies but a small part of the hollow neck and the remainder of the space forms a receptacle below the bowl that answers the same purpose as the lower bowl of the German pipe in keeping juices from entering the stem, and it also allows the smoke to cool.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

RICHARD W. EDWARDS, is a heavy weight, both in physique and ability as a distributor of cigars. Starting 19 years ago this month with George P. Lies & Co., at New York, Mr. Edwards broke into the cigar business as a modest young salesman. His success with the "Marie Antoinette," a hand-made nickel cigar, early attracted attention, and it was not long before he had a flattering offer to go into wider fields of usefulness.

During his career in the cigar business Mr. Edwards has had several business connections, and each time he conscientiously weighed the advantages offered him, and made his arrangements with the single purpose of obtaining for his host of customers who had become staunch friends as well, a class of goods which he considered better suited than those he has previously offered.

For several years prior to his present connection, he was a brilliant member of the selling staff of Barnes, Smith & Co., progressive Binghamton, New York, manufacturers, and his work with "Opia" cigars is historic.



MR. RICHARD W. EDWARDS

During the past year Mr. Edwards resigned from the Barnes-Smith Co. staff to accept the general representation of the old established factory of Antonio Roig & Langsdorf, Phila., throughout the Middle West. He is headquartered at Chicago, and his work thus far has shown splendid results, due to his ripe experience and fine personality.

In speaking of his present line Mr. Edwards stated that in his opinion, the product of Antonio Roig & Langsdorf, both from a quality and selling standpoint are unequaled in the United States, and the future of the business is most brilliant.

Mr. Edwards is particularly impressed with the manner in which their new ten cent brand, the "Flor de Girard" cigar, has been received in the Middle West, and his sales record for 1911 will easily exceed that of any previous year in his selling career. He is just forty years of age, an active member of the Masonic Order and a good "Shriner" and an all around clean fellow, who has proven himself a great business getter and the type of person which younger men in the industry can well emulate.

Summerville & Co. is the name of a new firm that has taken over the cigar business of Frank R. Chappel in the Cook Block at Soo, Mich. The firm consists of J. H. Summerville, of Menominee, and P. A. Sheppard, of Soo. They are thinking about calling the place the "White Front" cigar store. Mr. Summerville was the founder of the former wholesale grocery firm of Summerville, Pemberly and Cook but which is now known as the Carpenter-Cook Co.

Reymer Bros., fancy confectioners and cigar distributors at Pittsburgh, recently took on a line of the "Tadema" cigars, made by Arguellas, Lopez & Bro., New York and Tampa.

A. Ward, of the cigar department of Allen & Lewis, of Portland, Ore., was recently married and is spending his honeymoon along Puget Sound.

PROBLEMS of the RETAILER

Peculiarities of Window Displays.

THE show window of a retail dealer is as essential almost as the right hand to a man's anatomy, and yet there are many retailers who even in this day do not comprehend the importance of outward display and effect. While all of them place articles in the window for show, many lack the faculty of placing such stock so as to attract the attention of the passer-by.

Novelty in window dressing has done much for retail storekeepers. It is not absolutely essential that a window dresser should possess a specially artistic instinct for a few good ideas, even though patterned in a measure after some successful competitor, might go a long way towards making his establishment more attractive.

For this and other reasons it is well for the retailer to be ever on the lookout for new ideas; oftentimes it may be found that a valuable display in some other line of business may be profitably appropriated by a dealer and which he may be able to put to good use with but slight changes.

Window displays may be divided into two distinct classes; the general purpose of one class may be the attracting and pleasing the passer-by, and perhaps cause him to talk about the display, thus incidentally advertising the store. The other class is for the purpose of directing attention to some special article with the object of attracting people interested to come in and make a purchase. The suggestive window displays are by far the best for actual results, for it is by suggestion that the retailer reaches the pocketbook of many of his customers.

A striking means of attracting general attention to a retail show window, was utilized recently by a retailer located in a metropolis of the East. He secured a four foot plank, 2 x 6, and sawed the lumber in triangular pieces, so that when the sawed end was placed against the window on the inside, the other portion of the plank inclined against the plate glass on a downward slope of about 45 degrees on the outside, in such a manner, that it appeared as if the end of the plank had been shoved straight through the window. A realistic touch was then added by glueing several slender strips of broken glass in the shape of an irregular star. Of course, the hole seemed to be in the centre.

Many persons crossed from the other side of the street to make a closer inspection. After the window was reached by the walkers it was several minutes before the hoax dawned upon them. The people had made a careful inspection of the window, and on that account, remembered the articles displayed. In fact, a number of persons who were pleased with the display, went into the store and complimented the retailer and made purchases.

Souvenirs in Cigarette Packages.

THE souvenir enclosures in cigarette packages which was introduced by the original makers of "Sweet Caporal" cigarettes, three decades ago, is now apparently reviving into full activity, and has been taken up by many of the tobacco manufacturers as a sales inducement.

These picture cards which are usually the size of the cigarette box, come in various sets ranging anywhere from 25 to 60. The subjects range from pugilists to popular base ball players, athletes, actresses, or Coats of Arms of the Nations, flags, state or college shields; flowers, fish and even animals.

Lately a new set has been offered with "Mogul" cigarettes, consisting of birth stones of the months; flowers, with description of their meaning; signs of the Zodiac, with a short forecast of the persons born during each month, etc.

The present Murad enclosures are a college set, the background of each card being a pennant in the college colors, and in front of it an athelete representing the particular branch of sport for which that specific college is noted.

"Turkey Red" packages carry with it coupons, ten of which are redeemable in a handsome lithograph picture of almost any prominent base ball player or athlete, in cabinet size.

"Fatima" coupons are exchangeable, 25 at a time, for felt college pennants, size 12 x 32 inches.

The enclosure of a silk souvenir in cigarette packages is probably one of the latest wrinkles. They are generally larger in size than picture cards and necessarily a little more costly and valuable. In "Egyptian Deities" they take the form of State pennants in "Egyptian Luxuries," they are oblong in form and have worked on them in colored silk the seals of the various colleges and universities of the United States. Each of these two sets comprise about 25 numbers.

The basic idea of issuing these souvenirs is the encouragement of their collection and incidentally increased sales and as for the recipient, the set when completed is calculated to be sewn in design on a silk pillow ground, samples of which are found on display in the various stores. Women in particular covet them.

Window Bulletin Suggestions

WE CANNOT GIVE
YOU 520% FOR YOUR
MONEY, BUT WE DO
GIVE YOU 100% OF
GOOD SMOKING IN
OUR
WORTHIT 5c. CIGAR
IT'S A GOOD INVESTMENT

THE NEW CROP
of Havana To-
bacco has en-
abled us to sell
a 10 cent clear
Havana for 5c.
Come in and
TRY ONE

A CORKER
OUR KEY WEST
CLEAR HAVANA
5c. CIGAR

OUR **SEEK NO FARTHER** CIGARS
Will Save You a Longer Wait for that **Good Smoke**

Tampa Wins Strike Lawsuit.

TAMPA, FLA., June 25th.—The Supreme Court of Florida, through Chief Justice Whitfield, has rendered a decision *in banc*, affirming the judgment of the Circuit Court of Hillsborough County, in the case of James Scott, *et al.*, plaintiffs-in-error, *v.* The City of Tampa, defendant-in-error.

The case in question is an integral part of the recent cigarmakers' strike, involving the right of the authorities of this city to close the Labor Temple, and by so doing dispersing the agitators who were holding meetings there during the strike. The closing of the Labor Temple occurred on October 17th. On November 30th, James Scott, *et al.*, entered suit against the city for $20,000 damages, for the action taken by the municipal authorities in the premises.

The case was heard before Judge Joseph B. Wall, of the Circuit Court, and was ably contested by counsel for plaintiffs. On March 31st Judge Wall entered final judgment against the plaintiffs, and they then carried the cause to the Supreme Court on a writ of error.

Consolidation of Cleveland and New York Leaf House.

ON June 15th went into effect a consolidation of the leaf tobacco houses of Hi. Jaskulek, of Cleveland, Ohio, and Fryer Bros. & Co., of New York, under the new firm name of Jaskulek & Fryer, who will make their headquarters at 317 St. Clair avenue, N. W., Cleveland, and will also retain offices on Pearl street, New York.

A number of years ago Fryer Bros. & Co. were located in Cleveland exclusively, while Mr. Jaskulek has always been identified with the Cleveland trade. Warehouses will be maintained in Manchester, Conn.; Lancaster, Pa., and Dayton, Ohio.

Larus Brothers & Co. Buy New Site.

LARUS BROS. & CO., tobacco manufacturers, have purchased what is known as the Bainbridge street property at Richmond, Va., occupying an entire block between Fifth and Sixth streets, on Bainbridge, and which extends back toward Hull street, almost two-thirds of a block.

It is an ideal situation for a factory, and it is reported that a new and thoroughly modern building will be erected on the site when the lease for the premises at present occupied by them at Twenty-second and Main streets, expires.

New "World" Man in Tampa.

George Blardone, marine editor of the *Tampa Times*, who has been representing THE TOBACCO WORLD in that city, has resigned to go to San Francisco, where he will engage in journalistic work. Mr. Blardone has made many friends for himself and THE TOBACCO WORLD in Tampa during his work for this paper. He will be succeeded on the *Times* staff by Mr. E. R. MacBryde, who will also represent THE TOBACCO WORLD.

Grand Rapids Cigar Dealers Organized.

A MEETING of retail cigar dealers of Grand Rapids, Michigan, was held on June 21st at the offices of the Johnson Cigar Co., for the purpose of forming an organization to secure better buying conditions and to establish uniform selling prices.

While nothing definite was done, a general discussion ensued and the meeting was adjourned to re-convene in about a month, by which time it is expected plans can be formulated for certain action and the association perfected. The dealers present were shown through the Johnson factory after the meeting.

J. L. Marcero, of the Detroit jobbing firm of J. L. Marcero & Co., Detroit, recently made a trip through the interior of that State and brought back some fine orders for the "Portuondo" Philadelphia-made cigars.

New United Stores in Chicago Unoccupied.

Signs are Painted Out; No Reason Given—Other Trade Notes.

CHICAGO, ILL., June 26.

TRADE conditions in the Windy City are all that can be expected, considering the handicap of the warmest weather in the history of the city. The roof garden on the nineteenth floor of the La Salle Hotel, which was not scheduled to open until the first of July, was opened the 17th, and is regarded as about the only "near cool" place in the city, if there is such a place to be found. The cigar stand is at the entrance and Manager Wallett reports that their smoke trade has been all that could be expected.

Considerable discussion is going on over the fact that the seven new United stores that were all ready for business excepting the moving in of stock, have had painters busy painting over the signs. When asked by a reporter the reason for this, it was stated that they were unable to get store fixtures in in time. The further query as to whether the Supreme Court decision in regard to the "Tobacco Combination" being the cause brought no reply. Independent dealers contend that this is the reason.

The new Perry Pipe Company, which expected to get their pipe on the market more than three months ago, but met with a hitch due to the fact that they could not get dies made in time, has everything in readiness now to begin business.

According to reports from Nashville, Tenn., the second cigar store just opened in that city by Best & Russell is enjoying brisk trade.

The Southern Hotel cigar stand, at Twelfth and Michigan avenue, is getting ready for the usual July rush. This hotel is the headquarters for visiting furniture buyers who come to this market in July and January. The cigar stands in the two large furniture exposition buildings, whose sales amount to comparatively nothing between seasons, have re-stocked and will as usual employ an extra man to take care of their increased business.

"Permit," the new nickel seller put on the market about two months ago by J. & B. Moos, is catching on in Chicago and nearby territory, according to statements of the manager of that concern. It has become especially popular among the drug trade.

Cohn Bro. Cigar Co., the only importers of Manila cigars in Chicago, report that they are having a good trade on these cigars. Since the quality has been improved, they believe that the Manila cigar will eventually become as popular as brands from Porto Rico.

Since the settlement of the strike in the "La Preferencia" factory, work has been resumed in full blast, they making strenuous efforts to catch up with orders that were piled up during the strike.

E. M. Elam, of E. M. Elam & Co., San Francisco, was among the far Western cigar men who paid this city a visit last week. Mr. Elam reports that trade conditions on the Coast are all that can be expected.

The new store of Donaldson & Isett Cigar Co., 108 South Clark street, is one of the handsomest in the city. One of their leaders is the "Eden," of which they are the exclusive Chicago distributors.

Fred Brun, one of the proprietors of the Ducator Cigar Co., 227 North Michigan avenue, expects to leave for Cuba in July to purchase tobacco. Although this factory has been in operation only a few months, their brands are becoming among the popular ones of the city.

"El Wadora," made by Sig C. Mayer & Co., Philadelphia, and distributed by Franklin McVeagh & Co., is now being put up in cans. The new packages take well with the trade.

T. Englehardt, of T. Englehardt & Co., has returned from a two weeks' trip South, during which he visited the Nashville factory of the company. Good business on the "Englo" brand, in three sizes, is reported.

The F. Fernandez Havana Cigar Co. has a new representative in this territory in the person of Chas. G. Harte. He reports that he is having a good trade on "Solo" and "Lord Anson."

Several well-known dealers and distributors have gone to their country homes or on a vacation. Among the most prominent ones who have left for their summer homes to escape the heat of the city, is John J. Dolan, who left this week with his family for Egal Lake.

Wagner & Mendell, whose "Tom Palmer" cigar is a household word in Chicago, say that the other brands manufactured by them are enjoying a good trade.

Captain F. R. Rice, of the Rice Mercantile Cigar Co., St. Louis, stopped over for a day in this city last week en route to his summer home in St. Clair, Mich.

W. J. Dunkin, of T. Englehardt & Co., is on a trip through Indiana and Ohio.

The Nobby Manufacturing Co. are among the new ones with novelties for the smoker. They are manufacturing a pencil cigar lighter.

On a recent trip to Grand Rapids, where six thousand furniture workers are on a strike, I found that trade conditions were anything but encouraging.

HENRY T. PRICE.

The "El Wadora," manufactured by Sig C. Mayer & Co., of Philadelphia, put up in tins, is being aggressively pushed in Chicago and vicinity by Franklin McVeagh & Co., who have the distributing agency in that territory.

all that's new with JOBBERS and DISTRIBUTORS

Distributing "V-P" Cigars in Buffalo.

THE Cores-Martinez Co., of Philadelphia, recently consummated a selling arrangement with the Bement-Holtz Cigar Co., of Buffalo, N. Y., whereby the latter has taken the distributing agency for the "V-P" cigar, which are made up in a variety of sizes, ranging in price at retail from five to twenty-five cents.

With commodious quarters at 33 Eagle street, this well-known Buffalo house has many advantages in the distribution of goods, and several special men are now making a thorough canvass of Buffalo in the exploitation of this brand.

The house has recently secured Milton Morris, who was formerly covering Southern territory for the Cores-Martinez Co., and will now devote considerable time to New York State in the interest of the new distributing firm. Louis H. Schmidt, who was formerly connected with the Snyder chain of stores in Buffalo, has also joined the "V-P" selling staff.

Old Grand Rapids Firm Retiring.

WITH the transfer by Treusch Bros., Monroe street, Grand Rapids, Mich., cigar dealers to the J. G. Johnson Cigar Co. of that city, there passed into new hands one of the old landmarks, which had been successfully conducted by the Treusch family for over forty years. They began business in 1870.

Morris Treusch, of the retiring firm, is expecting to make an extended trip through Europe. Emanuel Treusch may after a good rest re-enter business as a cigar manufacturer.

The establishment, which is located at Monroe and Iona streets, will be in charge of W. E. Gray.

New Jobbing House at Sioux Falls, S. D.

WITH a capitalization of $25,000, the Slife Cigar Co. have launched into the cigar and tobacco jobbing business at Sioux Falls, S. D. The officers of the corporation are all members of the Slife family, including E. A. Slife, president; M. Slife, his brother, treasurer, and C. H. Slife, his son, secretary. They will open temporary quarters at 106 South Philip avenue. They will carry a big line of domestic and imported cigars, tobacco and pipes.

Assignment by Denver Cigar House.

FINANCIAL difficulties have overtaken the Diamond Cigar Co., of Denver, Colorado, and the assets have been taken in charge by C. M. Kinney, manager of the Adjustment Department of the Denver Credit Men's Association.

Their assets are placed at $10,000, made up of $8000 in merchandise and $2000 in fixtures. The liabilities of $17,500 represent an indebtedness for merchandise of $16,600, and to local banks $900.

New Quarters of Chicago Jobbing House.

CLARENCE HIRSCHHORN & CO., a widely-known cigar jobbing house, of Chicago, Ill., are now in possession of their new quarters at 177 North Michigan avenue, where they have much greater facilities for handling a rapidly growing business.

The house has been established since 1899 and has attained a commanding position. They have long made a leader of the "Optimo" clear Havana cigars of A. Santaella & Co., the sales of which brand have increased very rapidly under the direction of this firm. Other specialties in clear Havana lines are the "Henry the IV," made by Bustillo Bros. & Diaz, and "Rossini," made by the José Lovera Co. They are the principal distributors in Chicago of the products of the United Cigar Manufacturers' Co.

Captain F. R. Rice, president of the F. R. Rice Mercantile Cigar Co., of St. Louis, has gone to St. Clair, Michigan, to spend the summer. Wm. E. Leach, sales manager of this company, has just returned from the Missouri State Pharmaceutical Convention, which was held at Cape Girardeau, Mo. Wm. H. Ebrecht, a salesman from the Kansas City branch, spent several days recently at the St. Louis headquarters.

Moss & Lowenhaupt will soon commence extensive alterations on their Olive street store in St. Louis, which they propose to make one of the finest cigar stores in that city. W. P. Moss, formerly of this firm, has purchased the business of the L. M. Reed Cigar Co., and is already in charge.

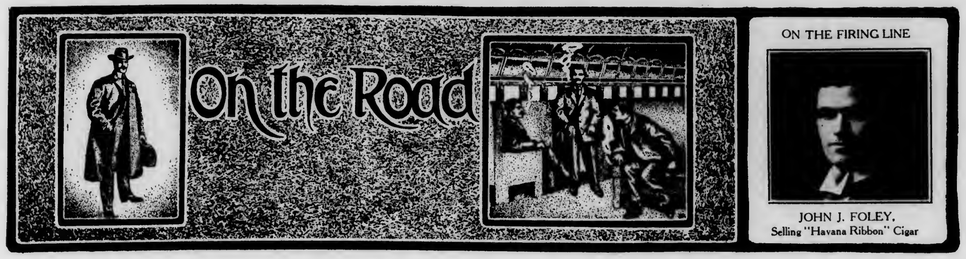
Philip H. Schuh, jobber and retailer in cigars, etc., at Cairo, Ill., has removed from Tenth and Commercial to the Gilbert Block, where he has a tastefully arranged retail department, and the location is also regarded as far more desirable for a wholesale and jobbing business.

The Townes Cigar Co., at Salem, Va., was recently incorporated with a capital of $5000 to do a jobbing and retail business. Henry Hill, of New York, is president; J. E. Townes and Marshall Townes, of Salem, Va., vice-president and secretary, respectively.

The building occupied by S. M. Davis, wholesale cigar dealer on South Court street, Rockford, Ill., was recently sold by its former owner for $20,000. The new purchaser is, however, taking it for an investment and Mr. Davis will not be disturbed.

M. J. Schwab, the Dayton, Ohio, distributor, is featuring a new five cent brand, "The Classic," which was made by A. G. Kaufman & Co., of New York.

W. I. Jones, manager of the cigar department of Lamar, Rankin & Co., at Atlanta, Ga., has been spending a vacation of two weeks with his family at his old home in Virginia.



Foley's Record on "Havana Ribbon" Sales.

JOHN J. FOLEY is just rounding out his first year with Bayuk Bros., of Philadelphia, and has been more than successful in placing the "Havana Ribbon" cigars on a very substantial basis in the territory covered by him. He is devoting his energy especially to New York State, and recently opened distributing connections with Dearstyne Bros. Tobacco Co., of Albany, and the Jones-Mackintosh Tobacco Co., of Ogdensburg, both of which accounts indicate a lively distribution of these goods in those territories.

Mr. Foley enjoys the confidence of his employers, the friendship of his customers, and the respect of his co-workers.

W. W. Gillan, a representative of the Lagora Fee Co., of Detroit, Mich., was found dead in his room at the Wade Hotel, Toledo, O., a few days ago. An empty bottle and a glass were found in his room, both bearing traces of carbolic acid. Several weeks ago he had been arrested in Pontiac, Mich., on a charge of selling worthless mining stock, and it is believed that this had preyed upon his mind and prompted the rash act. He has a wife and one daughter, and his former employers speak very highly of him.

O. M. Bosworth, factory representative of H. Fendrich, Evansville, Ind., has been doing some very effective work at Cleveland and vicinity, in company with a representative of the Church-McConnell Co., who are the local distributors there.

J. B. Southard, manager in the State of Indiana for Spalding & Merrick of Chicago, has been confined to his home at Terre Haute by a serious illness. An operation has been performed, and he is now steadily improving.

George A. Flournoy, formerly sales manager of the Scott Tobacco Co., at Paducah, Ky., has resigned to accept a position as treasurer and sales manager of the Parkam Matthews Wholesale Hat Co., of Memphis, Tenn.

Joe Levy, a traveling cigar salesman of Fort Worth, Texas, was recently injured in a trolley accident which occurred when he attempted to cross a street. He was confined to the Bristol Hospital at Houston for several days.

A. G. Bucher, general representative of Allen R. Cressman & Sons, expects to do some special work with Hugh M. Marsh, also a representative of the Cressman factory, at Milton, Pa. Mr. Bucher is this week through New Jersey.

Horace Gladstone, representing Bondy & Lederer, of New York, is now on an extended trip through Alaskan territory, where he will exploit the "Lawrence Barrett" and "Tom Keene" cigars.

H. C. Martin, representing Juan F. Portuondo Cigar Mfg. Co., Philadelphia, who is now making a trip through the West, was very successful in his efforts during a recent visit in Chicago and vicinity.

R. W. Apte, traveling for the Apte Cigar Co., of St. Louis, has lately been touring Missouri, specially in the interest of the "Bingo" Porto Rico cigars, made by the American West Indies Trading Co.

Chas. Ackerman, representing Y. Pendas & Alvarez, was among the recent Philadelphia visitors calling on the trade, handling high class goods and taking orders for their "Webster" and other brands of clear Havana cigars.

Otto S. Murphy, representing Mendez & Gomez, Porto Rico cigars, of New York, has been in the Middle West lately spreading the virtues of the "Flora de Juncos" and "El Edo"

The product of A. S. Valentine & Son, of Philadelphia, is being considerably boosted in Wisconsin by F. G. Steltz, representing the Knell-Prengel Co. of Milwaukee.

J. M. Logan, of the Logan Tobacco Co., of New York, makers of Porto Rico cigars, recently visited New York State in the interest of that newly organized house.

Edward F. Metzgar has lately done the largest business ever recorded by him during his recent visits through West Virginia with the "Counsellor" line of goods.

Alexander Herbert, with Philip Morris & Co., New York, has been filing a goodly number of orders for their "Morisco" and other brands of cigarettes from Minneapolis and other Northwestern points.

H. S. Michael with the Cayey-Caguas Tobacco Co., during a recent trip through New York State, sent in some fine duplicates from Buffalo for the "Savarona" and other brands.

Adolph Seckbach, of A. Santaella y Ca., has been visiting the firm's distributors at Indianapolis and vicinity, and reports some active work on their "Optimo" cigars.

John C. Duke has returned to Washington, D. C., after a very satisfactory trip along the lines of the B. & O. Railroad through West Virginia.

Arthur Meyer, a traveling representative with Bustillo Bros. & Diaz, has been covering the Northwest, and lately reported some orders from Seattle and Portland.

Charles C. Davis, representing H. Anton Bock & Co., of New York, was a recent visitor in Milwaukee.

The trade in Cleveland and vicinity was recently visited by Nathan Rosenheim, representing Gonzales, Fisher & Co., of Chicago.



THEY tell me that Boston is a pretty tough market in which to sell cigars, and I guess the salesmen know what they are talking about.

I had an experience last week in my endeavor to buy an imported Havana cigar in that city, and now I am ready to believe almost anything about the Hub.

After dinner I walked into a good looking cigar store on Boylston street, and asked the clerk for a Havana perfecto cigar. He pulled out an obscure brand of Tampa goods, ten cents straight, and shoved the box towards me. I told him gently that I wanted an imported cigar, and was astonished to learn from him that he did not have a box of imported cigars in his shop.

I left, and went next door, where another good looking establishment was located, and repeated my request. The clerk back of the counter offered me two brands which I did not want and finally I sighted a box of "Upmann's" on an upper shelf and asked him for those. He at first disclaimed any knowledge of having the goods in the house, and when I pointed out the boxes, of which there were only two, he turned around to his chief and wanted to know whether he could open one of them to sell me two cigars. Permission was granted him, and I secured the smoke I wanted.

The moral is plain: When in Boston, smoke what they offer you, not what you want to buy.

* * *

Never had any use for fanatics. The more I see of them, and of their work, the more favorably inclined I am towards snakes.

During the past week I received through the mail an envelope under one cent postage, which contained in it a printed diatribe against the use of tobacco in every manner or form. This printed circular is one of the most vulgar, badly written, misspelt pieces of literature (if such it could be called), which has recently come to my attention, and it was so grossly indecent in its attack on the users of tobacco, that I took the pains to send it to the United States Postal Inspectors with the request that they hunt up the crank who had the presumption to mail it to me, and, if possible, have the Government mete out the punishment which a person deserves who would befoul the United States mails by sending such a piece of printed matter through them.

This interesting document was mailed from Los Angeles, California, and is a notorious "credit" to the fanatic who evidently paid the penny postage.

* * *

I dare say there is not a harder working retailer in New York City than my esteemed friend A. Novotny, and many of his customers take great delight in calling on him at off hours and gathering from his conversation, the interesting facts which he has stored up concerning all branches of the cigar, tobacco and pipe business.

Reference has been made before to his clippings, which are collected in a glass case in his store, and represent the tips of probably three million cigars or more which have been sold over the counters of his Broadway establishment.

Mr. Novotny comes down from his suburban home early in the morning and he can be found back of the counters as late as 8 and 9 o'clock in the evening, always with a cheery smile and kindly word of greeting to the hosts of friends, who have dealt with him for many years, and who consider his opinion of a cigar infallible. Perhaps nowhere in the world is there gathered under one roof such a varied assortment of pipes and cigarettes, as can be found in his store on Broadway.

* * *

You may observe sometimes that you really get good value in cut priced cigars, if you are not particular as to where the goods come from.

Jim Lennon is known as one of the shrewdest of the able force of New York City detectives. He was standing at the corner of 106th street and Lexington avenue, New York City, the other day, when a chap greeted him with a box of cigars in his hand, and said "If you have a 5 cent piece about you, pardner, step this way and buy a genuine 15 cent cigar for a nickel."

Jim Lennon examined one of the cigars and said, "They look pretty good to me, where did you get them"? The unknown answered him that a friend of his had gone into bankruptcy and had told him to sell the cigars for anything that he could obtain.

Lennon pulled out his note book, consulted the police list of stolen goods, and learned that the brand of cigars the fellow offered him, tallied with a lot of loot that thieves had obtained from a drug store on Upper Lexington avenue, which had been burglarized a day or two previous. He therefore took the cut rate cigar salesman over to the 104th street station, and the next day there was a new face down at the Tombs awaiting trial for burglary.

Jim said they were the best five centers he ever smoked.

* * *

Caught a very amusing incident in front of the Normandie Hotel in New York last Saturday night. Three well-known Broadway boulevardiers were standing at the corner of Broadway and Thirty-eighth street, all attired in their best summer raiment, when another acquaintance of the trio walked up from behind and tapped one of his friends lightly on the back with a bamboo cane.

A few seconds later, there came a yell from the man who had been struck, and when he turned around his coat was seen to be in flames. After a bucket of water had been thrown over him, and the light summer suit ruined, it was ascertained that he had been carrying a patent cigar lighter in his back pocket, and that the light tap of the cane was just sufficient to spring the lid open and start the flames. He was too scared to curse, but the last roar that came from him was to the effect that the man who owned the bamboo stick would have the tailor's bill to pay.

It is best to carry cigar lighters in the waistcoat pocket. This is a tip.

THE ONLOOKER.

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EDITORIAL.

Evils of the Missionary Game.

"Restraint of trade" and "restraint of competition" are pet phrases which are falling lightly from the tongues of many in the cigar trade these days. Probably no words have been overworked more than these in the past fortnight. There are certain things which need restraining and one of these is ruinous competition.

While competition is always to be desired as the life of trade, care should be taken to restrain it within reasonable and profitable bounds. The kind of competition which should be held in check, if the cigar manufacturers of this country are to survive, is the foolhardy race for business at any sacrifice. During the past few years, the selling expenses of the cigar manufacturers have been increasing steadily and an item which is looming larger constantly is the "missionary account."

It seems necessary nowadays that in order to place a brand of cigars in a new market, manufacturers must not only find their distributor and give him the best price, but also set about to sell the goods for him. This co-operation with the distributor, if held within reasonable limits, is not objectionable, but this missionary work has become such a factor that the distributors have come to expect it as a matter of course and are ever alert for a chance to extend it.

In seeking business, therefore, the new competitor, unless he has a bank full of money and is willing to spend it with a lavish hand, finds himself greatly handicapped. Either he must do more than the other manufacturer, who is already entrenched, or he does not get the business. In this way the missionary evil has been growing, until today it is becoming a serious menace.

Why a live distributor of cigars should expect the cigar manufacturer to do all the work of introduction while he sits with his hands folded as the orders are being brought in, is hard to explain. It is true the manufacturers have taught him to expect this, but when the missionary idea was first started, it was not intended to take the selling end of the business from the distributor.

It seems to us that a distributor who has any pride in his own business or confidence in his own ability, should assume more of these burdens himself. If a brand is worth taking on, and he certainly should not put in any brands which are unworthy, he should be willing to do his share and not leave all the hard introductory work up to the sales force of the manufacturer.

If the manufacturers are to be held up in the future as they have been in the last few years, it will eventually necessitate making all their own distributing connections, controlled and owned by them. Indeed, the present day drift is decidedly in that direction, and if the individual distributor is to remain a factor he had better quickly assert his own individuality and assume the duties which are justly his.

Resurrect the Cigar Manufacturers' Association.

In another column of this issue, we publish a letter received from a prominent Troy cigar manufacturer, which we commend to the cigar manufacturers of this country for careful perusal.

The writer calls upon his fellow business men to organize an effective association to combat present day evils and scotch the attempt now being fostered in Congress to increase the Internal Revenue tax on cigars and tobaccos.

While we do not believe that Congressman Warburton's suggestion of increasing revenue taxes will develop into a serious menace, nevertheless there are other problems in which a strong association of cigar manufacturers could play a vital part.

As the writer states, the cigar manufacturers are probably the only ones in this country who have not a virile organization to handle big trade matters. The letter is a stirring call to arms for the cigar manufacturers to line up for their own interests and the interests of every one connected with the industry.

It is true that there is an association of cigar manufacturers in existence, but as far as we can learn just at present, it is only one in name. No matter how sincere and earnest the officers of this association may be, they are helpless, unless they have the solid support of the cigar trade. Their efforts will continue futile, unless they are backed by numerical strength and unanimity of purpose.

What we need is not another association, but a shaking of dry bones among the present one, an expansion of its membership, and real action along new lines of usefulness.

And now is the time!



Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Bogus "Partagas" Brand Suppressed.

ROBERT E. LANE, general representative in the United States and Canada for the "Partagas" cigars manufactured by Cifuentes, Fernandez y Ca., Havana, has just unearthed a widespread plot to infringe upon this brand. Fortunately, he has nipped the scheme in the bud, and he believes he has suppressed it.

Recently, while touring a number of seashore towns in New Jersey, he discovered a queer looking brand of "Partagas" cigars which were selling freely. These cigars were seed and Havana with Sumatra wrappers, being sold for ten cents, and the box bore the factory number of a Pennsylvania district. With this clue, he located the box manufacturer, as well as the factory which was making this bogus cigar.

When confronted with the evidence, the guilty parties agreed to stop the practice at once, provided they were not prosecuted, to which Mr. Lane agreed.

New York to Havana in Fifty Hours.

IT is learned from reliable sources that the Ward Line is to adopt a fifty hour service between New York City and Havana, beginning some time during the fall. It is also reported that two new steamers will be built of fifteen thousand tons capacity, having a speed of 20 knots an hour, which will probably reduce this running time by a few hours more. At the rate of 20 knots per hour, the distance of 1140 miles should be covered in about forty-eight hours.

One of the new ocean greyhounds will be constructed at the Cramp yards in Philadelphia and the other at Newport News, Va. Work is already started, and stringent orders have been issued to complete the new ships within the quickest possible time. Should no unexpected delays occur, they can probably be delivered to the steamship company by January 1st next.

Jac Wertheim Off for Europe.

JAC WERTHEIM, president of the United Cigar Manufacturers Co., will sail for a pleasure trip to Europe on July 15th. At factory headquarters business is reported as very heavy from all sections of the country, and the output for June promises to be exceedingly large.

After a short stay in New York City, Hermann Upmann, of the banking branch of H. Upmann & Co., Havana cigar manufacturers, and Theodor Garbade, the resident superintendent of the H. Upmann factories in Havana, returned to their home on Saturday week last.

Jovial Outing of Philip Morris Employees.

THE annual outing of the employees of Philip Morris & Co., which was held on Saturday last at Donnelly's, College Point, was the most jovial occasion of the many hitherto held by this firm. Special cars had been provided to convey the party and went without stop from Grand Street Station on the Sixth Ave. "L" to the depot of the North Street Ferry on the Upper East Side, where they embarked on the steamer "Queens," which took them over the water to the point where refreshments were first in order.

Ball games had been arranged between the "Cambridge" and "Morrissette" teams which made the moments fly fast and pleasantly.

A characteristic Philip Morris dinner was served, which was followed by some sparkling speeches by the men who made Philip Morris brand famous all over the country.

The seat of honor had been given to F. S. Lucey, the genial secretary of the company, with William King as toastmaster. Mr. Lucey was presented with a beautiful silver loving cup as a token of the high regard in which he was held by every Philip Morris employee. In his presentation of the cup, Mr. King made an excellent speech and said some very nice and well deserved things about Mr. Lucey.

Mr. Lucey, although somewhat abashed, accepted his gift gracefully and in turn made a presentation of a beautiful diamond pin to Mr. King.

Handsome gold watches suitably inscribed were also presented to the ladies and gentlemen who had worked so faithfully during the past four and one-half years.

After the dinner, there was dancing, games and all sorts of fun; later in the evening the party proceeded to North Beach, taking in the shows, &c., and catching the last conveyance home.

Park & Tilford Revise Price List.

PARK & TILFORD, who have been for more than twenty-five years purveying the "Mi Favorita" brand of clear Havana Key West made cigars, have brought out a new price list showing some revisions, also some new and additional shapes and sizes. The "Mi Favorita" brand is one of standard quality and long recognized. It represents the highest skill, workmanship and quality, and its range of prices will no doubt prove attractive to dealers.

John Wagner, with L. C. Wagner & Co., importers of cigar labels, bands, &c., has returned from New York after a week's encampment with the Seventh Regiment N. Y. N. G., at Peekskill.

Late New York Notes

Le Roy Myers, of the Cortez Cigar Co., Savannah, Ga., was a visitor in New York last week.

C. E. Beck, Sr., of the Havana cigar firm of C. E. Beck y Ca., arrived in New York last week en route to Germany.

Al Terry, of Terry & Duncan, Philadelphia cigarrists, was a New York visitor last week.

Marcelino Perez, the head of Marcelino Perez & Co., proprietors of the "Tuval" factory, is at present visiting Havana and selecting some additional stock.

Max Gans, of Max Gans & Son, has returned to New York after a protracted stay in Porto Rico, where he was expecting the firm's packing.

E. Ehrman, of Ehrman Bros., San Francisco jobbing house, sailed from New York on the 24th inst. with his family for Europe.

Charles Landau, general representative in the United States and Canada for H. Upmann & Co., is this week calling on his old friends in Montreal and Toronto, Canada.

Sherman P. Coe, manager of the cigar department of the Acker, Merrall and Condit Co., who has been confined to his home with a severe attack of tonsilitis, is improving nicely.

Benno Rosenwald, of E. Rosenwald & Bro., sailed for Europe on Wednesday last per steamer "Olympic." He will be gone for some time on a pleasure and recreation trip.

John J. Sander, for some years past engaged in handling manufacturers' supplies, etc., at 113 Maiden lane, New York, died on Tuesday a week last at his home in Flatbush, Brooklyn. He was 44 years of age.

Eduardo H. Gato, Sr., the chief executive of the E. H. Gato Cigar Co., of Key West, arrived in New York last week in company with his son, Fernando H. Gato. He expects to remain North for some time.

G. W. Faber, Inc., Beaver street cigar importing house, report a large volume of business during June. The demand has been particularly strong for "Villar y Villar" Havana cigars. Rudolph C. Faber has been visiting the Chicago trade during the past week.

Calixto Lopez, Jr., of Calixto Lopez & Co., of the "Eden" factory, last week returned to Cuba. Mr. Lopez had been in New York to attend the wedding of his sister, Miss Blanche Lopez, to Mr. Randall Moss Keator, which took place at Sea Bright, New Jersey, on Saturday the 17th ult.

Jose Hundas has opened an office at 144 Pearl street, New York, as Gotham representative for Carlos Toro & Co., clear Havana cigar manufacturers at Tampa.

The old established house of Lorenzo P. Lopez Co., of 353 East Seventy-eighth street, New York, who have been engaged in the business since 1884, are making a specialty of the "El Weezo" high-grade cigar, Havana filled and Connecticut shade grown wrapped five inch perfecto, nickel cigar, and they are apparently meeting with good success. They are offering inducements to brokers and jobbers in territory where they are not already represented and invite correspondence.

Pipe Company Incorporated.

THE United Pipe Company of Manhattan has been incorporated with $10,000 capital, to manufacture and deal in tobacco, pipes, smokers' articles, etc. The incorporators were Ferdinand W. Pinner, 43 Cedar street; Sam Pick, 227 East Sixty-ninth street; both of New York, and Wm. Kunstler, 721 South Central Park avenue, Chicago, Ill.

Outing of Nicholas Employees.

THE employees of the cigar department of the cigar importing house of G. S. Nicholas & Co., had an outing at White Stone Landing, Long Island, on Saturday last. The arrangements were under the direction of Jim Cain, J. E. Riordam and Fred. Minton. The party started from Twenty-fourth street and East River and were conveyed to Duer's, at White Stone Landing, where they indulged in ball games and other athletic contests and participated in a sumptuous dinner and supper.

It was the occasion of the annual Nicholas outing and was thoroughly enjoyed by all.

Becker's Sanitary Sales Humidors.

P. A. BECKER, the widely known Brooklyn, N. Y., manufacturer of humidors, health ventilating pure air moisteners, all glass box lids and display cases, continues to receive letters of high commendation of his products. In a letter recently received by him from a Western dealer, the writer said: "If it was the only one, its weight in gold could not buy it."

He referred to the Sanitary Sales Humidors, which are becoming more extensively used than ever before.

The health ventilating pure air moistener, with its valuable patented case are also attracting the attention of dealers at the very moderate price of $1.35 upon the receipt of which they will be forwarded on a ten days' trial, and Mr. Becker promises to refund the money if they are not better than is claimed for it.

Axton-Fisher Factory Fire.

THE Axton-Fisher Tobacco Co., of Louisville, Ky., informs us that the damage to their factory at Louisville, Ky., which occurred on the 13th instant, amounted to about $15,000, practically covered by insurance.

The fire originated in the upper floor and destroyed the machinery and lot of tobacco in process of manufacture. It also burned off the entire roof, while the lower floors suffered a drenching from water. Their warehouses, which are detached, were safe and the loss on tobacco was consequently very light.

On the morning of the fire they placed orders for new machinery, and in one week to the day they were again shipping tobacco. They are working assiduously and, although somewhat crippled, they are making every effort to keep up with their orders, which since the fire have been larger than ever.



Electric "Velvet" Tobacco Signs.

SEVERAL very attractive signs of the electric flash light character are on exhibition around Philadelphia to advertise "Velvet" tobacco. These signs are being installed under the supervision of Harry Rendelman, who has just returned to this city after a visit through Pennsylvania. By the use of a special device these signs flash a beam of light on the pavement and reflect the word "Velvet" in a color similar to the genuine package. The most conspicuous that have been seen are in front of the Independent Cigar Store, at 9 South Thirteenth street; Leon Russ, Twenty-ninth and Diamond streets, and Frings Bros. Co., 3224 Market street.

Philadelphia Office for "Polar Bear."

THE Luhrman & Wilbern Tobacco Co., whose clever advertising of their brand "Polar Bear," was mentioned in our last issue, have outlined an extensive campaign for their goods in Philadelphia and vicinity, and in accordance with their plans have opened an office at 907 Lippincott Building, Twelfth and Filbert streets, where Mr. McAdams, of the firm, has taken personal charge.

This concern is making big strides and operates a large factory at Middletown, Ohio.

John T. Campbell, who represents this company in the East and Middle West, and whose headquarters are in Cleveland, is delighted with the progress that is being made. The demand for "Polar Bear" has exceeded his expectations.

Joseph Levy & Co. Marketing "Vasko" Cigars

JOSEPH W. LEVY & CO., whose headquarters are in the Central Trust Co. Building, at Fourth and Market streets, are placing the "Vasko" through Southern Pennsylvania, New Jersey, Delaware and Maryland with much success. The "Vasko" is a five-cent brand of high quality and attractively packed.

Joseph W. Levy, of this firm, is widely known as a cigar salesman, and has a large list of personal patrons.

South Street Jobber in Difficulty.

A. HOCHMAN, cigar and tobacco jobber at 1642 South street, has met with adversity and creditors have been pressing him urgently for settlement. His total indebtedness is placed at from $5500 to $6500, with assets of but a small amount. Local jobbing houses are creditors for various sums.

Union News Company to Sell "Counsellor" Cigars.

IT would be difficult to find a higher commendation for quality of a cigar than the fact that the Union News Company has selected a certain brand for distribution among its numerous stands and on railway trains of several roads, yet this is just what happened recently with the "Counsellor" cigar of Allen R. Cressman's Sons, and it fully shows the popularity which these goods are attaining. Especially so in view of the fact that the Union News Co. handles but a very few brands.

The Philadelphia business on "Counsellor" is also showing a healthful increase over last year.

T. & O.'s Big Demand for Nickel Goods.

JOHN T. DEE, of the Theobold & Oppenheimer Co., informs us that orders for their nickel goods are steadily accumulating, notwithstanding that every energy is being bent towards filling them as promptly as possible.

In seed and Havana goods the sales are not as large as they would like to see them, but the demand is also gaining steadily.

John N. Kolb, the president of the company, is again in Amsterdam and will attend the remaining inscription.

More "Havana Ribbon" Cigars Needed.

THE Havana Ribbon factory, operated by Bayuk Bros., is being pressed for more goods. The firm has for some time felt the urgent need of increased facilities, and are now considering plans with a view to enlarging their output. Several locations are under consideration, but no definite conclusion has as yet been arrived at. It is just possible that an entirely new factory will be opened in the fall, if the demand for the "Havana Ribbon" cigars continues to increase at the present rate.

"44" Company Has Increased Facilities.

THE 44 CIGAR CO. has increased its manufacturing facilities by opening a new floor of their building to manufacturing purposes. They are also expecting to soon increase the number of cigarmakers, in order to keep up with the growing demand for their product.

O. L. Myers, Western representative of the house, is now at factory headquarters, preparing for another tour through the Middle West.

I. Schwartz recently returned from South Jersey, and will shortly leave for Northern Pennsylvania.

Quaker City Items

W. E. Gheen, of Jersey Shore, Pa., was a visitor in the Philadelphia leaf tobacco trade last week.

The "La Tonia" 10 cent cigar of John Steigerwald & Co. is being strongly featured by Samuel Becket, at 207 North Third street.

M. Zifferblatt, of the Emze Cigar Co., is summering at his country place at Montgomeryville, Pa., but makes frequent trips to his factory headquarters here.

Fred Bauer, representing the lithographic firm of Wm. Steiner, Son & Co., of New York, returned to Philadelphia last week, after making a flying trip through Baltimore, York, Lancaster and vicinity.

H. M. Weaver & Son, cigar and tobacco jobbers, have just removed to 156 North Sixth street, almost directly opposite their former location. The building now occupied by them is well suited to their needs.

The Empire Leaf Tobacco Co., who recently received samples of packing of 1910 Pennsylvania, have had an offer for 1000 cases of these goods, but they are holding it under consideration.

Sig. C. Mayer, of Sig. C. Mayer & Co., is still busy on a Western trip, but is expected home to spend the fourth of July holiday. Encouraging reports have been received from him and the firm's "El Wadora" and other brands are making rapid progress in that territory.

N. Leventhal, at 802 Vine street, is doing a very good business on Bobrow Bros.' "Bold" cigars. Mr. Leventhal, who does a jobbing business, was one of the first houses in Philadelphia to take on this brand, and is finding the cigars very good sellers wherever he places them.

W. S. Luckett, of Luckett, Luchs & Lipscomb, returned this week from a flying trip through the West, where he found business conditions pretty good. He said it was hard work, but a number of desirable new accounts had been opened. He reports Philadelphia trade as being quite up to their expectations and showing a steady gain.

A. M. Shepp, a leaf tobacco man of York, Pa., recently became associated with L. P. Kimmig & Co., of Third street, this city. Mr. Shepp was at one time a member of the York Tobacco Co., at York, Pa. He is an active member of the trade, and will undoubtedly find a large field of operation with the Kimmig firm.

Henry Hilbronner, of Hilbronner & Jacobs, has just returned from a thirty day visit through the South. He stated that it was the dull time of the year usually in that territory, but by energetic work he had secured a very fair volume of business.

The Tobacco products of the Hillman Tobacco Co., of Brooklyn, N. Y., are making good sales progress in this city according to E. B. Bowen, the resident representative of the factory. Mr. Bowen is now placing among the jobbers and dealers the Hillman Co.'s "Grape Butts," a drop cut plug smoking tobacco, which is put up in very attractive tins of 1¾, 8 and 16 once sizes.



MAX LIPSCHUTZ AND HIS "44" ADVERTISING CAR

"44" Cigar Advertising Outfit.

ON the left in the above picture is shown Max Lipschutz, advertising manager of the "44" Cigar Co. of Philadelphia, and his automobile advertising outfit, through the aid of which, he has helped to gain the widespread popularity of the "44" and "Adlon" brands, made by them.

Young Lipschutz is now preparing for a campaign through Northern Jersey and Central Pennsylvania. The trip will be made wholly by automobile, and Mr. Lipschutz is anxious to meet everybody in the trade throughout that territory. He goes fully equipped with samples, advertising matter, etc.

Boltz, Clymer & Co. Entertain Visitors.

SEVERAL prominent visitors have been recently entertained at the factory headquarters of Boltz, Clymer & Co., Fifteenth street and Lehigh avenue. Among the party were W. A. Beck, of Denver, Colorado; Augustus Block and Herbert Woodward, of the Block Cigar Co., New Orleans. These gentlemen had been attending the convention of the T. P. A., which held an annual session here recently. The visitors seemed to enjoy their stay very much.

Shepard & Son Specializing "La Soneta."

SHEPARD & SON, well-known Market street jobbers, are making a strong drive on the "La Soneta" as a Friday and Saturday special nickel cigar. The "La Soneta" cigar is a regular 3 for a quarter brand, and its sale is becoming very extensive through the active energies of George Selliger, a local representative of this house. The goods are being manufactured by the Emze Cigar Co., of this city.

A Business Opportunity.

In the advertising columns of this issue will be found a notice of D. M. Ellis, Provident Building, Philadelphia, offering for rent a new building, 80 feet x 80 feet, ceiling 12 feet high, light on four sides and a skylight.

The location is one square from Third and Walnut streets, making it particularly desirable for cigar manufacturing purposes. We are informed by Mr. Ellis that he will be glad to show a prospective tenant over the building at any time.

G. H. Smith, representing the cigar label importing house of Moller-Kokeritz & Co., of New York, recently called on the trade in Philadelphia.

The Feeley-Savage Tobacco Corporation of Enfield, Conn., is among the recently incorporated concerns who will engage in tobacco culture in the Connecticut Valley.

Philadelphians Waging Campaign for a Lower Duty.

THE Legislative Committee, recenty appointed by the Philadelphia Leaf Tobacco Board of Trade, and which immediately commenced active work, is now pushing its undertaking vigorously. The financial subscriptions made by local members of the trade have been collected and turned over to Treasurer Sydney Labe.

A special letter has been prepared and is being sent out to every available name of the trade and with a view of reaching some whose names the committee may not already have, the letters are also being published in trade papers. Their announcement can be found in the advertising colums of this issue and is worthy of at least a careful perusal.

Attached to the letter is a form presenting a series of questions and also providing space for replies to them, which will enable everyone to clearly define their position and to say whether they are for or against a reduction in the wrapper rate of duty.

The committee has proceeded in a business like way and is anxious only to get the consensus of opinion of the whole trade. It has therefore made its questions specific and putting it up squarely to the trade. The letter says:

"We believe it possible, if a united effort is made, to secure at the next session of Congress a reduction in the rate of duty on wrapper tobacco to $1.00 per pound, but know that it would be useless to attempt it, unless it can be clearly shown that such a reduction is absolutely necessary to enable a large majority of those engaged in our industry to remain in business.

Those who will oppose the enactment of the desired legislation, we believe, comprise in number a very small minority of the total number, yet they are united and can command both money and influence."

The committee requests that all replies should be sent to John R. Young, secretary, at 305 North Third street, Philadelphia.

Warburton's New Cigar Tax Bill Introduced.

Unprecedented Increase on All Smokes Provided—Measure Not Likely to Pass.

WASHINGTON, D. C., June 26th.

AFTER making numerous threats about raising trouble for the cigar and tobacco manufacturing industry of this country, Representative Warburton, Republican, of Washington, has finally introduced his bill in Congress.

The measure is at present asleep in the hands of a committee who will probably keep it doped for this session at least. But it contains dynamite which is liable to explode at any time and the cigar and tobacco manufacturers will do well to watch the package closely.

If this measure were to be passed, it would prove the biggest bomb shell that has hit the trade in many a day.

Congressman Warburton modestly states in his bill that he wants a tax of sixteen cents a pound on smoking and chewing tobacco, which is just double the tax now paid; on snuff he would ask twenty-four cents a pound, just triple the present tax. However, it is on cigars that Warburton scores the knockout punch. He would make the new revenue duties range from $1.50 to $16 per thousand; just at present the cigar manufacturers are struggling under a burden of $3 per thousand for all cigars weighing over three pounds. On cigarettes he would lay a modest tax, ranging from $2.75 to $7.50 per thousand; the present revenues are $1.25 per thousand.

Representatives of the cigar and tobacco manufacturers have shown no active interest as yet in opposition to this measure, but if the bill should ever be reported favorably out of the committee, they should descend in swarms on the House of Representatives and make the fight of their lives against it.

Late Retail Bulletins

Rosenthal's cigar store at San Antonio, Texas, was recently destroyed by fire.

L. J. Casbond, Mishawaka, Indiana, will shortly open a cigar store in West Joseph street in that city.

A second store of the United Cigar Stores Co. is being opened at Seventh and Market streets, Chattanooga, Tenn.

F. J. Luchs, of the Metropolitan Hotel cigar stand, Washington, D. C., has just purchased Dunbar & Co.'s stand at 719 Fourteenth street, that city.

The Rialto cigar store, at Findlay, O., has undergone extensive changes within the past few weeks, and both interior and exterior renovations have been made.

F. H. Addudell, a retail cigarrist of Girard, Ill., recently secured a judgment for $680 against the Spring Garden Insurance Co. for loss sustained at a fire in his cigar store some time ago.

The Horace G. Reisner Co., of Indianapolis, Ind., has been incorporated with a capital of $1000 to conduct a cigar and tobacco stand, by H. G. Reisner, T. Reisner and Harry S. Marshall.

Chas. Merrick, of Cambridge City, Ind., recently suffered a slight loss from robbery, while he was at his home to supper. On his return he found some one had broken into the store and removed some $37 to $40 from the cash drawer.

H. S. Bowman has purchased the Canon street cigar store, at 61 Canon street, Bridgeport, Conn., from H. E. Wood. Mr. Bowman had formerly been a salesman who frequently visited Bridgeport.

Wm. Ashley Anderson, of New Rochelle, N. Y., sailed per steamer "Persia" from San Francisco, for Shanghai, North China, on June 12th, to be one of the foreign agents of the British-American Tobacco. Co. He was formerly a newspaper man at his home town where he became very popular.

John Britt, a former police captain, of Danville, Ill., has purchased the cigar store of Frazier & Lynch of that place. The store which is located at 217 E. Main street, was being conducted by sons of Wm. Lynch, of Muncie, who was the owner, but since Mr. Britt has taken charge he has engaged Jean Shuckrow as a clerk and assistant.

Albert A. Gumpert, of Gumpert Bros., recently returned to factory headquarters here after a flying but successful trip through the New England States. He is again packing his sample trunks for another jaunt, and will this time cover Michigan before returning to Philadelphia.

Wm. Cohen, a member of the jobbing firm of E. Cohen & Son, South Second street, recently launched into the moving picture business at Fifth and South. He is now devoting a part of each day to his new Philadelphia enterprise.

Cigar Manufacturers' Call to Arms.

TROY, N. Y., June 24, 1911.

Editor of THE TOBACCO WORLD,
Philadelphia, Pa.

Dear Sir:—

Some time ago the writer noticed in the public press that Congressman S. Warburton, of Washington, was advocating an advance in the Internal Revenue tax on manufactured tobacco. Congressman Warburton's idea was that tobacco being a luxury should pay more of the expenses of the Government, and he used some statistics which he claimed he had secured from the Internal Revenue Department, but which hardly looked consistent to the writer. We took the liberty of writing to the Congressman and received a very courteous letter from him, requesting certain information. This we furnished him from actual figures taken from our cost sheets of that particular week, showing the actual money that we were paying to the Government per thousand on the different lines of cigars.

We received an acknowledgement from the Congressman's Secretary, stating that he had returned to the West and had forwarded our letter to him. We have noticed since that Congressman Warburton has introduced into the House a bill to raise the Internal Revenue tax on manufactured tobacco and cigars. Judging from our own experience we believe that the cigar trade at the present time, in view of the increased cost on raw material, are paying about all that they can stand to the Government on Internal Revenue tax and duty.

We notice that the Leaf Dealers' Association of Philadelphia have taken up the matter of requesting Congress to reduce the present duties on imported tobaccos. We are addressing you as being probably the monthpiece of the Philadelphia manufacturers and leaf dealers, to try and secure the co-operation of agitation to kill the bill introduced by Mr. Warburton.

We presume that the cigar manufacturers of the country would have considerable influence individually with their different Congressmen, but we believe that if an association could be formed among the cigar manufacturers of the country, both large and small, it would have more influence than if they attempted to take up this matter as individuals.

The cigar manufacturers are probably the only line of trade in the country that has not a strong organization that can handle these matters when they present themselves, and it would seem to us that the time is now ripe for the cigar manufacturers of the country to get together. If manufacturers in other lines can forget the small petty differences that will creep up among competitors, then there is no reason why the cigar manufacturers are not broad enough to do the same thing.

Some three years ago the writer attempted something along this same line, but did not meet with any amount of success, except in some few locations. If you think it consistent with the policy of your publication, will you kindly print this letter to see if we can get an expression from the trade in regard to the above.

Thanking you very much indeed for this opportunity of using your columns, we are.

Yours very truly,

HARRY L. EDSON,
Of Fitzpatrick & Draper, Cigar Mfrs.,
Troy, N. Y.

The Flushing Cigar Stores Co., of Flushing, N. Y., has certified to the State Department that half of its capital stock amounting to $1000 has been paid in. Joseph Bag and Harry Beller are among the directors.

Factory Notes

The Dorr Cigar Factory, of Augusta, Ga., is making preparations to remove to Belvedere, in order to procure needed increased facilities. L. A. Dorr, who is the head of the house, is the owner of considerable property at Belvedere and is now constructing a building forty by eighty feet which will be of sufficient size to accommodate several hundred workmen. Cottages are also being constructed for the workmen. The Door factory appears to be among the most successful in Georgia.

Follin-Wingo Cigar Co., Charleston, S. C., have contracted for the erection of a new brick factory in that city, which, when completed, will provide them with much needed facilities for the manufacture of their leading brands. The new factory will be two stories in height, on thoroughly modern ideas and cost about $6,000.

The smoking tobacco factory of J. H. McElwee, at Statesville, N. C., was almost totally destroyed by fire recently, the loss running into thousands of dollars, partially covered by insurance. The firm was making arrangements to move into another building which had recently been purchased by them.

Roger G. Sullivan, of Manchester, N. H., maker of the well-known "7-20-4" ten-cent cigars contemplates the early erection of a large addition to his factory which will make it one of the largest and best equipped in the country. It is not uncommon for this factory to turn out 600,000 cigars in a week.

The Joint Stock Cigar Co., of Denver, Colo., upon an initiative taken by Nunn, Buse & Dients, leaf dealers of St. Louis, has been cited into the Federal Court on bankruptcy proceedings. The liabilities are said to exceed $7000.

The Venable Tobacco Co., of Danville, Va., was recently incorporated with a maximum capital of $50,000 and minimum of $30,000. The officers are as follows: S. N. Venable, Jr., president; A. B. Carrington, vice-president, and L. N. Dibrell, secretary.

The Grand Rapids Cigar Box Co., of Grand Rapids, Mich., has increased its capital from $20,000 to $30,000, and will soon move into a new building on Ellsworth avenue.

The Hackler Cigar Co., recently commenced business as manufacturers at Jacksonville, Ill., and are now placing on the market the "Little Indian" five-cent cigars.

The Lagesie cigar factory, at Brainerd, Minn., has recently been removed from the Miller store to the building adjoining the Lyric Theatre.

The cigar manufacturing firm of Levy Bros., at Ottawa, Ill., has been dissolved. The business will be continued by Ed. H. Levy.

Joseph Headrick has purchased the cigar factory of J. C. McGrath, of Bangor, Maine, and removed to Presque Isle.

John McHugh has begun the manufacture of cigars at Galena, Ill., under the name of the Galena Cigar Co.

R. E. Jarvis is opening a new cigar factory at Cass Lake, Minn.

Washington Tobacconist Plans New Building.

H. T. OFFTERDINGER, widely known tobacconist of Washington, D. C., who formerly occupied 508 Ninth street, N. W., but is now very comfortably located at 504 Ninth street, contemplates the early erection of a handsome structure on the site of his former store, plans for which have already been drawn, and construction will probably begin by the fifteenth.

The plans, which are being completed by Architect Pierson, call for one of the best lighted and best arranged buildings in Ninth street.

The first floor will provide space for two stores. The second floor is to be used for a large billiard room, and the upper floors Mr. Offterdinger will use for manufacturing purposes. About six months is expected to give sufficient time for the completion of the new building.



To Halt Abuse of Tampa Seal.

Board of Trade Acts to Suppress Outside Manufacturers. Shipments Still Showing Increase.

TAMPA, FLA., June 25th.

THE use of the seal of the City of Tampa, by cigar manufacturers who are not domiciled in Tampa, was condemned by the Board of Governors of the Tampa Board of Trade at a recent meeting. It has been known for some time that the misuse of the city's seal was being indulged in by manufacturers who are not Tampa manufacturers, but it was brought to official notice when Secretary W. B. Powell introduced an exhibit in the shape of a box of cigars, made by a Jacksonville firm, in Jacksonville, on which the seal of the City of Tampa was stamped, albeit in another place on the box was the lettering, "made in Jacksonville." The matter was finally referred to the mayor of this city, with the request that he take such action as was necessary to prevent the seal being used by any but Tampa manufacturers.

Some time ago, the Board of Trade attempted to stop such abuse by having the Clear Havana Cigar Manufacturers' Association adopt a proposed Tampa Board of Trade seal, but the latter safeguard was never adopted. At the meeting of the Board of Governors, Secretary Powell declared that he knew that the seal of the City of Tampa was being used by some manufacturers in various parts of Florida and out of the State as well.

Cigar shipments from this city, for the week ending today, totaled 7,000,000. The shipments for the week ending, June 17th, totaled 6,935,000. These figures bring the total shipments for this year to 145,240,000. The latter figures are a goodly increase over the shipments for the same period in 1910.

James Fernandez, of Fernandez, Lopez y Ca., Tampa and Key West., reports that their Key West factory is doing a capacity business and they are quite optimistic over the outlook for a busy season throughout the summer. Mr. Fernandez is enjoying the cool breezes of the Gulf at Pass-A-Grille every week end, joining his family there every Saturday.

Boltz, Clymer & Co. are quite busy. Their big factory in West Tampa is working to capacity, and their output is fully up to their high standard.

Edgar J. Stachelberg was a recent visitor to Cuba, where he is looking over the leaf market for his firm, M. Stachelberg & Company. The demand for their well-known brand "La Fama Universal" is keeping them to the capacity limit at the factory here.

Sanchez y Haya is another of the old line factories who are being pressed to keep up with the orders which they are receiving, and it appears as if the "dull season" will prove a mere will-o'-the-wisp with them this summer.

M. Borchardt, who for several years has been the office manager of the Morgan Cigar Company, is the latest recruit to the cigar manufacturing field. His firm will be known as the El Exito Cigar Company. They will manufacture only high grade clear Havanas and will cater to the retail and mail order business.



Adrian DeYoung, of St. Louis, formerly connected with the Drummond Tobacco Co., died recently at the age of 71 years. He was born in Rotterdam, Holland, and came to St. Louis as a boy. He engaged in a tobacco business and rose with the Price Tobacco Company. Later he joined the Drummond Tobacco Co., of that city.

Joseph W. Jankowski, a well-known cigar manufacturer of Buffalo, N. Y., died at his home there on June 17th. Mr. Jankowski had been in the cigar business for thirty years, and was prominent among many local societies and widely known as a public spirited man.

Frederick Schneider, a pioneer south side Wheeling, W. Va., stogie manufacturer, died at his home in that city last week. He was 81 years of age and had come to this country from Germany more than fifty years ago.

Troubles of Fitchburg (Mass.) Manufacturers.

THE several cigar manufacturers of Fitchburg, Mass., claim to have a grievance against local trade, chiefly saloonkeepers, who they say discriminate against home products, and in an effort to settle the strife which has arisen between the cigar manufacturers and merchants of Fitchburg, the Fitchburg Board of Trade and Merchants' Association has taken a hand. Industrial Secretary Ernest L. Waitt has called for a meeting of the cigar manufacturers in the hope that the matter can be fully threshed out and a satisfactory adjustment reached.

Fitchburg has six cigar factories who employ fifteen hands and the manufacturers say that this small number could be largely increased if local merchants would extend them more consideration. The cigar manufacturers in Fitchburg are as follows: Wilfred Cote, J. Joel & Son, John D. Molaghan, Monogram Cigar Co., Matthew Nolan and John J. Sweeney.

Davis Cigar Company Reorganized.

The Davis Cigar Manufacturing Company, of Detroit, a partnership existing between Abe Davis and Harry W. Watson, of Flint, has been reorganized into a corporation to be known as the Judge Durand Cigar Company, effective after July 1st. The following officers have been chosen: President, Harry W. Watson; vice-president, Abe Davis; secretary-treasurer, Harry T. Newman. The factory will continue their leading brands, "Judge Durand" and "Blue Line."

Mortimer and E. Regensburg, of the well-known house of Regensburg, have left here for New York, where they will transact important business for their firm. The big factory is working a full force.

Celestino Vega, president of the Centro Espanol Society, and head of the firm of Celestino Vega & Company, left on the Havana steamer during the week for Cuba, where he will look over the leaf market.

M. W. Berriman, of Berriman Brothers, of "Jose Vila" fame, was a mid-month traveller for New York.

Preston Herbert, vice-president of the Havana-American Company, is in the city, paying one of his routine visits to the Tampa factories of the concern.

Jose F. Navarro, who will manage the Jose Lovera branch factory in Key West, sails to-night for Key West. He arrived yesterday from New York and has held final consultations with his chiefs in the Lovera offices here.

BLARDONE.

Frisco Jobbers Active in Tampa Goods.

Old Manila Lines Go Slowly---General Notes of the Trade.

SAN FRANCISCO, CAL., June 20, 1911.

IN some ways there is more stir in the cigar business along the Coast than for some months past. The activity, however, is more on the part of sellers than of buyers. Jobbers have been complaining more or less during the spring, but for a time allowed matters to take their course without putting the usual amount of "ginger" into their efforts. This, in fact, was largely involuntary until recently, as the supply of Tampa made goods was too small to permit of much aggressiveness on the part of salesmen. Of late, however, supplies have been accumulating, and all the jobbers having Tampa agencies are getting to work in earnest to regain the ground lost during the strike. With some brands which have long been popular on the Coast, this is not difficult, but every important brand is receiving an unusually large amount of advertising, as some dealers feel that this is their opportunity to make a new start, and get their goods established ahead of some of the older brands.

Manila cigars are also receiving a good deal of attention. It was reported several months ago, and was generally believed, that the old Manilas imported last year were well off the market. It appears, however, that some importers had considerable stock on hand, which was being held back in expectation of a more favorable market. This is now being pressed for sale at low prices, and at the same time dealers who have new Manilas to offer are working hard to build up a regular demand. The claim is made in some quarters that Manila goods, which have been in this country for any length of time, show great deterioration, and also that the stock was originally much inferior to that which is now being imported. At any rate the old goods are hard to sell at any price, and are taken mostly for "bargain counter" purposes. Importers handling recognized brands profess no anxiety over the competition of the old stock, and report a gradually expanding demand.

Notwithstanding the efforts of jobbers, business in general seems to have dropped off in the last two weeks. There is still a fair buying movement in some parts of the country, but with the arrival of summer weather individual orders are very small. In the city trade both sales and collections are slow.

The Floral City Cigar Store Company, Inc., of San Mateo, Cal., conducting a chain of stores, one of which was in San Francisco, has filed a voluntary petition in bankruptcy, with liabilities of $7545 and assets of $2900, of which $500 is claimed exempt. It is said that the firm has been very impartial with its favors, nearly every local jobber being "stung" for a greater or less amount.

Mr. Wolf, of the Edw. Wolf Company, says he is doing extremely well with his "La Insular" Manila line, and is now receiving inquiries from all parts of the United States. The demand, he finds, is especially active in the North, large sales having been made to firms at Portland, Ore. He also reports a continued good demand for the "Don Antonio," and finds his shipments of "El Infinitos" insufficient to fill all orders. He is also short on F. Villar & Co.'s Porto Rican goods.

Emil Judell, of H. L. Judell & Co., has just returned after several weeks' absence, having called on the Nevada trade and taken a vacation at Lake Tahoe. He says business in Nevada is flourishing. Slot machines are used by a number of firms there, and the heavy license tax limits the number so that those using the machines have a heavy play on them.

M. A. Gunst & Co. have made changes in their wholesale store at Front and California streets, giving them considerably more shelf room, which was badly needed. They are preparing to set aside a small room for a special display of the "Van Dyck" cigars.

A representative of Ruy Suarez & Co. has been in the city recently, and it is reported that this firm will shortly establish a San Francisco agency.

Former District Inspector Mills, of the United Cigar Stores Company, has entered the service of the Bercovich Cigar Company, which operates several stores in this and neighboring cities, and is now in charge of the establishment at Montgomery and Sacramento streets.

Arthur Meyer, Pacific Coast representative of Bustillo Bros. & Diaz, arrived a few days ago from Portland, Ore., after a trip through the Northwest.

Chas. H. Knubel, one of the leading San Francisco cigar brokers, has refitted his office in the Gunst Building. He left about the end of last week for a visit to the Northern trade.

Sol. Arkusk, the well-known traveling representative of the Luis Martinez factory, is making a tour of the Coast, and expects to spend some time in this territory. He stopped for several days last week with the Bercovich Cigar Company, his agents in this city and Central California, and will probably make them another visit before returning East.

D. Frankel, of Frankel, Gerdts & Co., has just returned from a trip through the interior. While the trip was largely in the nature of a vacation, Mr. Frankel called on many of his old friends in the trade.

Arthur Bachman, of S. Bachman & Co., has left for a tour of Europe, and is not expected to return before the end of summer.

H. Bier, of Bier, Saalburg & Co., has just returned from a short automobile trip between here and San Jose in the interest of the Cortez cigar.

E. M. Elam, of E. M. Elam & Co., representing a number of Manila and Eastern lines, has just returned from a trip through the East, where he has succeeded in arousing a great deal of interest in his "La Giralda" Manila line.

F. C. Billups, representing the Strater Bros. Tobacco Company, was in San Francisco recently, and is now visiting the trade along the Southern Coast.

Robert Richardson, of the D. G. Richardson Cigar Company, of Salinas, Cal., stopped at the local office of Boltz, Clymer & Co., last week on his way to Lake Tahoe on a vacation.

Fred Nicholson, of Chas. Mattheas & Co., is away on a deer hunt in the Northern part of the State.

Joseph Triest, manager of the cigar department of Haas Bros., local wholesale grocers, is rapidly building up the business of his department, featuring the "Adelina Patti" cigar. The growing business has necessitated the appropriation of additional space for this end of the business.

Chas. Besthorn, who has a store at 2695 Mission street, has opened a branch on Eighth street, Oakland, Cal.

I. I. Hess, representing the "Optimo" cigar for Ehrman Bros. & Co., has just returned from a trip to Eureka, Cal., this being his first visit to that territory in several years. Ehrman Bros. & Co. are now getting in plenty of "Optimos," which were scarce for a long time, and are getting to work energetically to replace them on the old basis of popularity.

Another Snyder Store for Cleveland.

CLEVELAND, OHIO, June 27.

JOSEPH T. SNYDER, who at present has one store in Cleveland, is arranging for the opening of a new store at 742 Euclid avenue on July 1st. This will make the sixteenth store Mr. Snyder has in operation, others being in Buffalo, Niagara Falls, Cleveland, Pittsburgh, Rochester and Syracuse. The opening of the new store has been advertised in a rather novel manner, bill posters having been used in various sections of the city. This is a new way, and appears to have been very successful, as people are anxiously awaiting the opening of the store, which is in the heart of the city and in a very fine location. Mr. Snyder is pushing a new cigarette, the "Pappas," which is his own brand and on which he expects to do a large business. R. C. Heaney, manager of the Cleveland stores, informs us that business is rushing.

The warm weather does not seem to make any material difference in the activties of the "La Saramita" cigar factory, as they are exceptionally busy with both the "La Saramita" and their five-cent cigar, "Little Sara." The entire selling force is expected in Cleveland on July 4th for a short breathing spell.

The Polster Cigar Company, located at 1052 Euclid avenue, has moved three or four doors nearer the corner of 105th street, into a larger and finer store, giving them one of the best locations in the East End, as 105th and Euclid is one of the busiest corners in Cleveland. Their opening window display was made up of "La Saramitas," manufactured by the Shields-Wertheim Company. They were beautifully arranged and showed many attractive sizes and packages.

Marcus Feder, of the "London Whiff" cigar factory, is making a two weeks' trip out West.

J. C. Newman, manufacturer of the "Judge Wright" and "El Baton" cigars, has just returned from a two weeks' trip, and reports very good business.

E. A. Kline, of the E. A. Kline Company, manufacturers of the "Rigoletto" and "El Symphonie" cigars, is down East at present and is sending many good reports. Mr. Mendelsohn, of this concern, has just returned from an Eastern trip.

Casper Rosenberg, manufacturer of the "Ology" cigar, sailed for Europe on Wednesday, June 28, on the steamer "Olympic." He expects to be gone several months, and will visit all the main places in Europe. He will also pay a visit of some length to his mother.

Charles Weaver, of Deisel-Wemmer Co., of Lima, Ohio, passed through Cleveland on his way back from the East, and reports very good business on the "San Felice" and "El Verso" cigars.

A few of the visitors to Cleveland during the past week are: Tom Branyan, of José Escalante Co.; W. H. Higgins, of Park & Tilford; S. M. Frank, of S. M. Frank & Co. Harvey Dallatt, of S. Lowenthal & Co., New York, spent several days in Cleveland. "Jack" Merriam, of J. W. Merriam & Co., manufacturers of the famous "Bull Dog" cigars, spent a few days in Cleveland.

Louis Klein, of the Louis Klein Cigar Co., reports that business has been very good.

L. Chopius Comoy, representing the famous London-made "Comoy" pipes, also was in Cleveland calling on retail trade.

The Marshall Drug Company has just opened its fifteenth store, which is also its best equipped store. It was opened on the 24th of June, and carries a fine lot of cigars. They are devoting one window entirely to cigars, and the feature of the window this week is their display of the "Alvagar" cigar, manufactured by Alvarez & Garcia.

Rohrheimer & Sons report that business is improving greatly. Their city men, Hugo Gellner and Fred Judson, are handing in large orders.

Mr. Harry Alces, of Simon, Batt & Co., and C. L. Hadley, of Benito Rovira & Co., visited Cleveland last week.

WEIL.

Fire, originating from an unknown cause, recently wrought some damage to the Werner-Bidez Tobacco Company establishment at 518 W. Adams street, Jacksonville, Fla.



New Crop Soon to be Worked at Key West.

Cigarmakers Benefited by Temporary Let-Up—War on Brand Pirates to be Resumed.

KEY WEST, June 24, 1911.

THE demand for Key West cigars continues brisk and all the factories have plenty of orders on hand, some of the shops reporting telegraphic orders within the last two weeks.

Several of the local factories will start on the new crop in a few days and they are now working up all of the old crop on hand. The indications are for a good crop this year and a corresponding output from the Key West shops.

One or two of the factories have closed down for a short period within the last two weeks on account of a lack of wrappers, but shipments have been coming in well during the last few days and the temporary shut down was greeted with relief by the men who have been working under high pressure for many months, and they were glad to get a day off, especially as the fall rush will commence shortly and then it will be a hard grind until the end of the year.

With the close of the first half of the year, the output of Key West cigars exceeds any former year in the history of the trade. The larger factories have increased their business to a great extent and the smaller shops have increased from 100 to 200 per cent. and have graduated from the ranks of the "buckeye" into the big producers.

The fight against the name pirates; those who illegally use the name Key West, in the manufacture of cigars, will be prosecuted with renewed vigor from this time on. The County Commissioners and the City Council will soon appropriate funds for the conducting of the fight and the Key West Cigar Manufacturers' Association will spend considerable money for the same purpose.

Key West is now very much interested in the proposed Over-Sea Railroad celebration, to commemorate the arrival of the first railroad train to Key West. The Flagler road, which is now building over the Florida Keys and the bays and channels between here and the main line, will be completed the latter part of this year and it is proposed to run the first train into Key West in January. The celebration will start on January 2, 1912.

As has been stated before, the coming of the railroad to this city means much to the cigar manufacturers. It will shorten the time of shipping cigars to New York, and, in fact, all points in the country by several hours, and will eliminate the sea trip. Another important feature of the celebration will be the fact that as it is to be national in scope, it will bring the name Key West into greater prominence.

The cigarmakers are looking forward to the Fourth of July celebration, which promises to be greater this year than before. The Patriotic Order Sons of America, which numbers among its members hundreds of cigarmakers, will have charge of the celebration. It is expected that the factories will close on that day in order that all of the men may have an opportunity to participate in the festivities.

Preston Herbert, first vice-president of the Havana-American Company, arrived on the P. & O. steamer yesterday for a business visit at the local factory. Mr. Herbert is en route to Havana. The work on the re-building of the old factory building on the County Road is progressing rapidly and it is fully expected that the men will be working in the enlarged and remodeled building in October.

John F. Navarro, who is now in Tampa, is expected to arrive here on July 1 to make arrangements for the opening of the new Jose Lovera factory. The securing of this shop was a good thing for Key West, as the brands are well known and this firm manufactures an excellent cigar. They have secured a large building and will open with about 300 men.

L. V. M. Ybor, prominent among manufacturing circles in Tampa, is spending a short time in Key West.

E. H. Gato, Jr., of the E. H. Gato Cigar Co., left for Havana this week. He was accompanied by Mrs. Gato and their daughter and will remain in Havana for some time.

Ramon Fernandez, of the Fernandez, Lopez Ca., returned home this week after a business trip to Havana.

President John Wardlow, of the Ruy Lopez Ca., has started this season's fishing by landing several large tarpon. Mr. Wardlow has a record of being the best tarpon fisherman in this section of the country and he has many trophies of his success in his office.

Chas. Wolf, of S. Wolf's Sons, left today for an extended business trip through the North and Middle West. The business of this firm is increasing rapidly and their "Lukos" brands are satisfying their customers.

R. Fernandez, of the R. Fernandez Havana Cigar Co., and Mrs. Fernandez, are now in Chicago. Mr. Fernandez will look after the selling end of the business in the West for the next few months. He is sending in good orders and the factory is working hard to keep up with them.

Business at the Key West Cigar Factory is rushing and President Korn, in New York, is keeping Messrs. Robinson and Phillips, on the Key West end, hustling to keep up with the demand. They are doing the work, but have had to increase their force lately in order to do so.

N. B. RHOADS.

New Factory Started in Cleveland.

A NEW firm of cigar manufacturers, Kautsch & Hemse, have started in business at 2125 Woodland avenue, Cleveland, where they occupy two floors. The firm is composed of W. L. Hemse, who has long been identified with the cigar business of Cleveland, and Theo. E. Kautsch, who comes from the Stachelberg factories at Tampa. Although they started less than a month ago, they have placed quite a few introductory orders on their "Jose Pinero" ten cent broadleaf cigar and their "Ortho" five cent shade grown. All these goods are hand made, by union workmen.

New Factory for "Pollack" Stogies.

POLLACK STOGIE COMPANY, one of the largest stogie manufacturers in the United States are now considering plans for the erection of a nine-story modern factory in Wheeling, which will be among the best equipped factories of its kind in the United States.

The building is to be of slow burning construction and will embody all the most up-to-date ideas for the proper manufacture of the class of goods in which they specialize.

H. E. Carlson has closed his cigar factory at Clinton, La., and expects to locate in Idaho.



Boston Business Still on the Boom.

BOSTON, MASS., June 27, 1911.

NEW ENGLAND being the Mecca for summer vacationists (it is estimated that over six millions of dollars are spent here annually) it shows a tremendous boost in the sale of cigars. All the big factories are busy and one prominent manufacturer told the writer this morning that he could use fifty more cigarmakers and would do it if he could find the room. Manufacturers, jobbers and dealers all attest that conditions are good, but they seem to always tack on the slip "it might be better."

In face of the foregoing, the price market continues in a demoralized condition, as far as the retailer is concerned. A person who ought to know says that we shall soon see a five-cent price for the leading ten-cent brands, this being a clip of one cent from the present wholesale price of six cents.

As printed in the last issue of THE WORLD, this chaotic condition already exists in some of the surrounding cities. While home industry should not be "knocked," so to speak, the dealers are sick of this cut rate war and the time is very ripe for manufacturers to sell "private brands" here. Local factories will not get together, each fearing that somebody will put it over on another, like they attempted once before.

F. L. Roberts, 31 Central street, has a fine window display of "Smokecraft" cigars, using their new stand which holds four boxes, these four showing their "Delmonicos," "Astor," "Knickerbocker" and "Metropolis" shapes.

Houghton & Dutton Co., the big department store, are very considerate of the ladies, as their pipe department is one side of the ladies' hair comb showcase. This probably is a time saver for women who use both pipes and combs, and it should be a great boon for the feminine smoking fraternity. With Boston setting the style on pipes, cigarettes will take a rear seat, and there'll be a great demand for diminutive "PDQ," "IOU" and "RSVP" pipes. Sic the market, some one!

Geo. W. Nichols & Co.'s wholesale representative, F. C. Witzell, was in town recently looking after the interests of "Solace" cigars.

Here is a brand of cigars that is decidedly close to the trade-mark of the "3-20-8" cigars made by A. B. Smith & Co. They are sold by the Cuban Cigar Co., on Elm street, and are put out as "5-20-8" cigars.

As a "protector," the trade were some time ago notified to only accept orders from the Riker-Jaynes Drug Stores which bore the signature of John S. Alley, B. H. Badanes or J. L. Matthew, and this move seems to be working out very well.

E. J. Costello, president of the Cambyses Co., cigarette manufacturers, arrived this morning after an extended business trip, and reports matters progressing very favorably. Boxes and literature are due from the printers and things will soon be humming along smoothly with them.

"Granite City Club" cigars are large sellers with the Fink Cigar Co., of 2 Federal street, this city. They not only make some of the more expensive shapes there, but have a well equipped factory in another section of Boston.

Pittsburg Trade Shows Favorable Reaction.

Some of the Biggest Firms See a Change for the Better.

PITTSBURGH, June 28th.

Although every branch of the cigar and stogie trade of this city has suffered considerably during the past few months, there are signs of a favorable reaction. The improvement noted in the past two weeks has been nothing to enthuse over, but it is quite noticeable and gives promise of better things in August and September.

Speaking of the outlook, Mr. Alex. M. Jenkinson, of R. & W. Jenkinson Co., stated that he believed Pittsburgh had passed through its worst business depression and that affairs were now on the mend. He believed that the cigar and stogie industry would show a surprising revival in the early fall; similar views were expressed by Mr. S. B. Goldsmit, of L. Goldsmit & Bro. Co., jobbers and distributors.

One of the first things which greets the eye of a stranger entering Pittsburgh these days, is the big electric sign advertising the "Mail Pouch" tobacco, opposite the Union Station. The advertisement abounds in life and action, showing as it does, a life size cowboy hurling a lariat and roping in a huge bag of "Mail Pouch" tobacco. Bloch Bros. Co., of Wheeling, are big national advertisers, and this is probably the cleverest of their many signboards through the country.

"Puro Specials," made by W. D. Sharpe Cigar Co., are selling in increasing volumes in this market. Zimmerman's store on Liberty avenue is making a strong feature of this line.

Edward Donovan, formerly manager of the Gilmore Drug Company's cigar department, is directing, with great success, the new recently established cigar department of Shipley-Massingham Company. A number of original brands of stogies put up in packages conceived by Mr. Donovan, are being featured.

Work of erecting the new four-story brick factory for the Penn Cigar Factory, at Sibley and Bedford avenues, this city, has been started. When completed, the factory will have a capacity of 500,000 stogies weekly. The new building will be occupied about September 1st. Manager Herring reports that the "Red Rabbit" brand of stogies is making a big hit wherever introduced, and that the orders they have been receiving indicate their widespread popularity.

Leonard Wagner, the veteran Allegheny stogie manufacturer, reports his business showing the greatest gains during the past twelve months in its history.

Hannan Bros. are putting a new two-for-five stogie on the market under the brand of "Big Havannas." They are excellent value and are selling freely.

Georgia Dealer Favors Georgia Wrappers.

EMMETT SHAW, a member of the Senate of Georgia, and who practically owns the Emmett Shaw Cigar Co., 211-12 Rose Building, Atlanta, Ga., is a thorough enthusiast on Georgia tobacco for cigar wrappers. He says it is his intention to buy nothing in the future but Georgia and Florida tobacco to be used as wrappers on his cigars.

The demand, he says, is way ahead of the supply, and just as soon as he can he will double the present output.

The principal brand is called the "Rounder" and is sold at 10 cents straight.

Jailed for Selling Bad Stogies.

A SYRIAN, named Mike Haddad, was captured some days ago at Columbus, Ohio, while in the act of selling inferior stogies from a trade-marked box. He was sentenced to sixty days in the Washington County jail and fined $150 and costs.

Several witnesses from a cigar factory in Marietta, Ohio, testified to buying the inferior stogies from Haddad, which they had thoroughly tested.

A. H. Jasper & Co., of Chippewa Falls, Wis., recently placed upon the market a new five-cent cigar under the name of "Irvine Park" the firm is one of the successful manufacturers of that section and are also the makers of the "Dan Leno," nickel cigars.

J. N. Finkelstein, treasurer, reports a very satisfactory business, and adds that the outlook for summer is fine.

"Picadura Exports," made by L. Neuberger & Bro., Cincinnati, are gaining a big sale in the New England market.

HENDERSON.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, June 22nd, 1911.

THE Escojidas in the Vuelta Abajo and Partido districts are now all in full blast and the weekly receipts from the country are beginning to increase from week to week.

The packings in the Santa Clara province have not been started yet, but in two weeks from now they ought to commence to work too.

Excepting purchases made in the Vuelta Abajo by some of our local factories and dealers no sales have been reported for account of American clear Havana cigar manufacturers, although the latter may have instructed their commission merchants to look out for their interests, and that they have purchased some Vegas already for their account. Reports as to the quantity vary considerable, while the quality of good Vegas is admitted to be fine and all that could be desired. On the other hand there will be enough poor tobacco, yellowish, thick and short in leaf, which will only be suitable for the knife.

The new Partido is selling like hot cakes, at least as far as the Resago, 5a, 6a and 7a are concerned, at prices ranging from $240, $120 and $60 per bale, while fillers are fetching readily $45 per quintal fresh weight. The yielding capacity is very great, colors, taste and burn are quite satisfactory, and as our Tampa friends appear starved they have come here early this season, showing a good disposition to lay in stock.

The animation on the part of most of our dealers and packers, not to be left behind, has kept prices up in the Remedios section, although there are a few houses, which have stood aloof and have not participated in the movement. The latter argue, that if the Northern buyers should not come here before March, that then it would be known how the 1912 crop promised to turn out, and as the farmers in all probability would plant largely this coming fall it would only depend upon the weather, whether they could harvest a large, medium or a small crop. Should we have a large crop then it would undoubtedly affect prices, while on the other hand high prices would act as a damper upon our market, and the Northern manufacturers would purchase as little as they possibly could to get along with. Therefore the argument is, that under the most favorable circumstances, our packers might exchange a new dollar for an old one, while they stand a chance of losing big money, if we should have a large crop in 1912.

Some Remedios is good, but there is also a lot of poor stuff this year.

Our market has only been active for new Partido and old Vuelta Abajo, while even the small stocks of old Remedios have been almost neglected.

Buyers from the North, mostly clear Havana cigar manufacturers and also a few dealers, are arriving now by every steamer and if our stocks were only larger a bigger business could be reported, as all seem anxious to purchase the new Partido tobacco.

For Vuelta Abajo the tendency is upward.

Sales reported during the fortnight comprise 4257 bales, or divided by origin, 2154 of Vuelta Abajo, 1550 of Partido and 553 bales of Remedios.

Buyers were: Americans, 1836, shippers to Buenos Aires 174, to Mexico 50 and our local Cigar and Cigarette manufacturers 2197 bales.

Exports of leaf tobacco from the Port of Havana for the two weeks ending June 17th, 1911, were:

To all ports of the United States	9194 bales
" Buenos Aires	174 "
" Europe (Bremen)	20 "
" Mexico	50 "
Total,	9438 bales

Principal Buyers of Leaf Tobacco and Cigars That Come and Go.

Arrivals.—Manuel Garcia, of Perfecto Garcia & Bro., Tampa; Francisco R. Diaz, of V. Guerra Diaz & Co., of Tampa; Colonel Alvaro Garcia, of Garcia & Vega, Tampa and New York; E. J. Stachelberg, of M. Stachelberg & Co., of Tampa; Celestino Corral, of Corral & Wodiska, Tampa; Angel L. Cuesta, of Cuesta Rey & Co., Tampa; P. San Martin, of P. San Martin & Co., Tampa; Faustino Lozano, of F. Lozano, Son & Co., Tampa; Albert W. Kaffenburgh, of I. Kaffenburgh & Son, Boston & Havana; Wm. J. Lightbourne, of Cortez Cigar Co., Key West; Francisco Fleitas, of S. & F. Fleitas, Key West; Fernando H. Gato, of E. H. Gato Cigar Co., Key West; Antonio Maceda, of Murias, Campana & Co., Key West; Matt Wengler, of Wengler & Mandel, Chicago; Walter C. Sutter, of Jacob Sutter & Sons, Chicago; August Kuttenauer, of Rothschild Sons & Co., Chicago; B. Spector, of Spector Bros., Chicago; J. E. Blaise, of S. S. Pierce Co., Boston; Dionio Hevia, of D. Hevia & Co., New York; Marcelino and José Perez, of Marcelino Perez & Co., New York; Peter Mackin, of Peter Mackin, New York; S. J. Janover, of Teodoro Perez Co., New York; Teodoro Perez, of Teodoro Perez Co., New York.

Returned.—Fernando Cardenas, of Cardenas & Co., Havana; Francisco Diez, of Ernest Ellinger & Co., Havana; Hermann Upmann, Theodor Garbade, of H. Upmann & Co., Havana.

Departures.—Antonio Rivero, for New York; Sidney Goldberg, for New York; Sidney Rothschild, for New York; Calixto Lopez, for New York; Joseph Perlman, for Baltimore; C. E. Beck, for Germany; Angel Cuesta, for Spain; Wm. J. Lightbourne, for Key West; Francisco R. Diaz, for Tampa; E. J. Stachelberg, for Tampa; J. E. Blaise, for Boston.

Notwithstanding that we are now in the dullest period of the year, it seems, however, that we are receiving more orders than at the same time last year, and which evidently is a proof that importers are not carrying any stocks to speak of, particularly as most of the calls are for prompt shipment. The principal consuming countries are: Great Britain, the United States, Canada, Germany, Australia and the Argentine Republic. The statistical position of our exports for the second half of May, according to our Custom House returns, shows the following gratifying returns, viz.:

From	1911.	1910.	Increase in 1911.
May 16 to May 31st	10,661,535 Cigars	7,924,513 Cigars	2,737,022 Cigars
Jan'y 1st to May 15th	65,767,863 "	59,731,383 "	6,036,480 "
Total to May 31st	76,429,398 Cigars	67,655,896 Cigars	8,773,502 Cigars

Notwithstanding the improvement this year in our exports, it has benefited only the larger factories and with the higher prices for the raw material the outlook for the small factories is disheartening. Twenty years ago a small factory which had an output of only 1,000,000 cigars could make money, while to-day the same factory with an output of 3,000,000 cigars is losing money. This seems absurd, but is a fact, as with the steady increase of fixed charges for rent, contribution (taxes), steady help of a factory, and the enormous increase of the cost of leaf tobacco, as well as the increase in wages to the cigarmakers, while the sale price of cigars has been decreasing on the principal current sizes, the equilibrium has been lost and the small manufacturer without a larger capital is doomed to disappear. In order to exist the above factory would have to have an output of about 5,000,000 cigars, as its fixed charges would not be any higher than on a 3,000,000 basis. The only hope is lying in the future, that we should have larger and good crops of Vuelta Abajo with correspondingly lower prices and an increase in our cigar exports through special reciprocity treaties.

H. Upmann & Co. are quite busy considering the off season and still have a large stock of old fillers and choice wrappers on hand.

Partagas is doing a good business to the principal countries of the world.

Henry Clay and Bock & Co. still has 12 millions cigar orders to fill.

La Diligencia is working normally and steadily upon a good order slate for the United States, Great Britain, Canada, Australia, Canary Islands and South Africa.

Sol is receiving orders by cable and mail all the time, therefore Behrens & Co. have no cause to complain, as they are getting their full share of the business which is to be had just now.

Flor de P. A. Estanillo continues to receive steady orders for high priced Regalia sizes for its "Elite" brand from the United States and "Flor del Fumar" from Europe and South America.

La Belinda has been reported as sold to Don Saturnino Alvarez, former partner of Antonio Allones & Co.

The style of the factories "Ramon Allones," "Cruz Roja," and "La Eminencia" as well as "El Modelo de Cuba" will be in future "Allones, Limited."

Buying, Selling and Notes of Interest.

Perez y Obeso started from fifteen to twenty Escojidas in the Vuelta Abajo on June 12th, as well as in the Partido districts. They sold 387 bales of choice Vuelta Abajo to one of our local factories.

Romeo y Julieta bought 1000 bales of leaf tobacco in our local market, as well as 2000 bales in the Vuelta Abajo from farmers direct.

Jorge y P. Castañeda were sellers of 600 bales of Partido.

Mortimer Regensberg is credited with having purchased so far 500 bales of the new crop; which, however, is only a beginning of the future wants of the big Regensberg factory at Tampa, and very likely the contracts for future delivery may be the same figure with an "0" added to it.

José Menendez disposed of 346 bales of Vuelta Abajo and Partido to his customers.

Joseph Perlman was a buyer of 291 bales of leaf tobacco.

Gutierrez y Zabala closed one transaction of 300 bales of Partido.

Allones Limited secured an extra choice lot of 258 bales of old Vuelta Abajo fillers, as well as wrappers.

José F. Rocha sold 250 bales of Vuelta Abajo and Partido.

Edgar J. Stachelberg has been hard at work buying fine tobacco for his Golden Medal factory at Tampa.

Miguel Gutierrez y Gutierrez was a seller of several hundred bales of Remedios.

Sidney Goldberg and Francisco Diaz were quite liberal buyers in our market.

The firm of B. Diaz & Co. has been dissolved after the estate of the late Don Ricardo Rodriguez had been settled, and Don Bruno Diaz will continue the business as heretofore, under the firm name of B. Diaz & Co., at Prado 125, assuming all assets and paying all liabilities.

A. M. Calzada & Co. sold 200 bales of Vuelta Abajo and Partido.

Don Francisco Herrero, industrial partner of F. Rodriguez & Co. (Flor de P. A. Estanillo), also well known here and abroad, as the only artist of his class, who has the genius of making flowers, birds, butterflies, crowns, coats of arms from bits of tobacco leaves, has been rewarded for one of his precious works of art, sent to his Majesty, King Alfonso XIII, by receiving the American Order of "Isabel la Catolica," and becoming a Knight by virtue thereof. He also received for a similar work of art the prize of honor at our National Exhibition last winter here.

A laughable story was related the other day to show how little even expert manufacturers are able to judge the value of tobacco correctly. A packer here of Partido tobacco showed to a manufacturer (some time ago) a lot of Resago 6a for which he asked $90 per bale, and Resago 5a at $150 per bale. The manufacturer did not seem to like the tobacco and went away. The next day another local dealer bought the two lots at the above figures. Now the same manufacturer purchased from the latter the identical Resago 6a (but which had been re-mared at Resago 5a), at $150 per bale and was highly pleased with his bargain. Similar stories are recounted now and then amongst our dealers, how one man will refuse a Vega of tobacco and another one will be so highly pleased that even at a higher price he will not hesitate one moment. Fortunate it is, indeed, that tobacco is an imaginary article, the value of which is often hard to determine, as otherwise it would be impossible to sell our crops of different styles and qualities.

The principal shippers during the past fortnight were: Sylvester & Stern, Leslie Pantin, J. F. Berndes & Co., Aixala & Co., A. M. Calzada & Co., and M. Suarez & Co.

Receipts of Tobacco from the Country Were:

For two weeks ending June 17, 1911.		Since Jany. 1, 1911.
3,966 bales	Vuelta Abajo	43,568 bales
48 "	Semi Vuelta	2,426 "
1,310 "	Partido	3,108 "
43 "	Remedios	8,565 "
— "	Mayari	479 "
5,367 bales	Total,	58,146 bales

ORETANIV.

Sunday Closing by Springfield (Mo.) Cigar Dealers.

MR. STAHL, of the firm of Stahl & Cotter, of Springfield, Mo., has started a movement to close the cigar stores in that city from noon until five P. M. on Sunday, and he is meeting with the hearty co-operation of other cigar merchants of Springfield. A petition has been signed by about every one to whom it was presented. The plan is expected to be in effect beginning with July 2nd and is to continue until September 24th.



MR. JUAN M. GONZALEZ, New Orleans, La.

Juan M. Gonzalez, New Orleans, La.

VERY few young men have made the rapid strides in the cigar business that have rewarded the efforts of Juan M. Gonzalez.

Mr. Gonzalez has forged his way to the front in the cigar business in New Orleans by his own efforts and by following the maxim "that quality is always appreciated by the public."

The "La Flor de Gonzalez," retailing at from three for twenty-five cents to fifteen cents straight, and the "La Coya," a five cent straight cigar, are clear Havana products and known to every smoker in the business section of New Orleans. These brands are manufactured at the factory of Mr. Gonzalez, 108 Camp street, above his principal retail store, under his personal supervision, from leaf selected by him on his annual visits to Havana. The Cuban connection of Mr. Gonzalez is the well-known house of Sobrinos de A. Gonzalez, Havana.

At present twenty-three cigarmakers are employed in the factory of Mr. Gonzalez and the increasing demand for his popular brands has compelled this enterprising young retailer to open a branch store at Royal and Ibberville streets to supply the wants of his trade.

Meeting of Western Box Makers.

DETROIT, MICH., June 26.

A WELL attended mid-year gathering of the Western Cigar Box Makers' Association was held here June 22nd and 23rd, at Hotel Tuller, delegates being present from widely extended territory. The annual business meeting of the association is customarily held during the winter months at Chicago, and at that time officers are elected and legislative matters discussed and acted on.

The mid-year meetings are rather of a social and educational nature. No important action was taken at this meeting on any matters affecting the trade. The delegates and their wives were here for a good time and they had it.

A partnership has been formed between C. H. Grim and Edw. Aspinwall for the manufacture of cigars at Council Bluffs, Iowa, where they have secured the Globe Building at 531 Broadway.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Improvement at York, Pa.

Cigar Manufacturer Wins Auto Cup—H. F. Kohler Operated On.

YORK, June 28.

A FAIR amount of business is being done by cigar manufacturers, although an occasional complaint is heard. Deputy Internal Revenue Collectors, who have been on visits through the cigarmaking districts, report an improvement both in cigar manufacturing and leaf tobacco business. Leaf men also verify the statement that there are visible signs of improvement.

Farmers have about completed their transplanting of the leaf tobacco crop, which, with the exception of a little damage here and there by cut worms, is doing well.

A. F. Fix, well-known manufacturer, at Dallastown, recently won a silver cup in an automobile sociability run from York to Lancaster, in which he used a Model O Pullman Car recently purchased by him. J. W. Minnich and C. W. Minnich, of the firm of J. W. Minnich & Son, also made the trip, but the latter only took part in the run.

A young lady employee at the Monarch Cigar Factory, at Red Lion, more than year ago wrote her name on a slip of paper and placed it in the cigars which she was packing together with her address. The box was purchased by a gentleman living at Flanagan, Ill., who commenced a correspondence which resulted in a romance by mail followed by an exchange of photographs, and last week they were married.

F. C. Fulweiler & Bro. Co. report a better run of business now than they have had for some months past, and the factory is fairly busy in filling orders for their "Lew Wallace," a ten-cent cigar, and other brands. In fact, they say there is a stronger demand for ten-cent goods than there is for five-cent lines.

Harry McGuigan, Geo. W. McGuigan, C. O. Meads, A. Scott Frey, Samuel Roseman and H. H. Minnich, recently formed a party of fishermen from Red Lion who spent some time along the Susquehanna River. They were all tobacco men, and Harry McGuigan is credited with having made the largest catch when he hooked a lively four-pound salmon. The catch was made in the vicinity of McCall's Ferry and it is said to be the largest of the season.

H. F. Kohler, of Nashville, one of the most prominent cigar manufacturers in the county and also a candidate for the nomination of Register of Wills in York County, has undergone an operation for obstruction of the nasal passage. He is improving rapidly. Mr. Kohler is a great baseball enthusiast and vice-president of the York team. His "Home Run" cigars are gaining extreme popularity among his many baseball friends.

Charles A. Rost, of C. A. Rost Co., recently returned from a visit through Ohio and Wisconsin, where he made considerable purchases of leaf tobacco.

Samuel C. Steig, leaf broker, recently returned from a short business trip, and his facial expressions indicate a large success.

E. C. De Putron, a prominent cigar broker and manufacturers' sales agent, who has been for some years a resident at Hanover, Pa., recently removed to 589 Madison avenue, York, Pa. It is his intention to continue in the cigar brokerage business and he will represent the same factories as hitherto and cover the same territory. His removal to York is principally for the purpose of being located in a more central point and in closer proximity to railroad outlets.

Business Bright at Reading.

READING, PA., June 28.

THE indications are that the reports of output of Reading factories will show up very well for the month of June. The factories have been working steadily throughout the month, and the demand is continuing.

Charles Snavely is entering the cigar manufacturing business at 536 South Twelfth street.

A new factory is also being opened by Rufus W. Bright, at 535 North Twelfth street.

D. F. Fleck has been visiting the trade in the Middle West, and the factory will soon be under operation with a good force of cigarmakers.

John G. Spatz, of John G. Spatz & Co., has been covering the West lately and met with very successful results.

The "American" cigars of E. Regensburg & Sons are being featured among clear Havana goods at the popular Seventh and Penn streets store of Chas. Breneiser & Sons.

Charles W. Potteiger, who features the "El Palencia" Havana cigars of Boltz, Clymer & Co., made at Tampa, recently received a large new consignment of these goods.

"Charles the Great," from the factory of Salvador Rodriguez, and the "Webster," made by Y. Pendas & Alvarez, are found among the clear Havana cigars which are being offered at the leading retail stands of Reading.

Leaf Men Active at Lancaster.

Improvement in the Market—Some of the Purchases Reported.

LANCASTER, June 28.

THERE has not been much lack of activity among leaf tobacco dealers during the last fortnight and transactions have been more numerous than for some time.

William Levy has sold his packing of about eight hundred cases of 1910 to a large cigar manufacturing firm of Philadelphia.

Captain Joseph Goldberg purchased the Amaziah Buckwalter packing of 400 cases. John DeHaven has purchased the packing of Grube & High, at Blue Ball, for the account of E. Rosenwald & Bro., of New York. The packing consisted of about 400 cases. Mellinger & Bro., of West Willow, sold a 550 case packing to A. H. Sondheimer. Cullman Bros., of New York, secured the packing of Gladfelter and Aument of some 280 cases. Eli Nissly & Sons are reported to have purchased a 500 case lot from A. B. Groff, of New Holland.

The New Cumberland factory of J. C. Herman & Co., of Harrisburg, has lately been the recipient of some large orders and the factory is now among the busiest in that vicinity.

During a visit through Pennsylvania recently, Charles Vincent, of Vincent Bros., Rochester, N. Y., also visited Lancaster and placed a large order with the S. R. Moss Cigar Co. for their "Little Minister" and other brands of both five and ten-cent goods.

An increased activity exists at the factory of Walter S. Bare, at Lititz, and the popularity of the "Doctor" cigar seems to be on the increase.

The Cigar Business at Quakertown, Pa.

QUAKERTOWN has long been recognized as one of the most important cigar towns along the line of the North Penn branch of the Philadelphia and Reading Railway Company, and when visited a few days ago the trade conditions were found to be fairly satisfactory to the several manufacturers there. The old established firm of H. Sommer Co., which is now under the general direction of Mr. Ferdinand Sommer as its principal owner, is at present shipping its usual quota of goods, and the "King Clay" and "Red Ola" are being marketed throughout the States.

The new factory of T. H. Hart & Co. is now beginning regular shipments of goods to the Philadelphia office and distributing depot.

A. F. Meuhlhauser, who has been for twenty years in the business there, is continuing along the same conservative lines which has been his policy from the start.

The Keystone Cigar Box Factory of Monroe D. Sellers, at Sellersville, is having an abundance of orders for boxes from the several busy factories in that vicinity. Mr. Sellers said he had been having all the business he could comfortably take care of ever since February last.

P. Beaston's Sons, who are occupying the old H. L. Clymer factory at Sellersville, are making and selling larger quantities of their "Varsity" cigars than ever before. The goods are sold almost wholly through their distributing depot at Philadelphia, which is an old established business.

T. A. Wagner, who had been for several years manufacturing cigars, is now practically out of the business, having secured a rural mail route.

Retirement of Norfolk (Va.) Tobacconist.

I. MORITZ, one of Norfolk's (Va.) best known business men, and who had spent fifty-four years in the cigar business, recently retired, owing to failing health. He began his career in 1857, with the old firm of Hamburger Bros. & Co. In 1867 he entered business under the name of I. Moritz & Co. His establishment was removed on January 1st of this year to 61 Granby street.

New Tobacco Company for Perth Amboy, N. J.

ARTICLES of incorporation were filed in the past week for a new concern known as the Wilentz Company, to manufacture and deal in tobacco and similar products, with headquarters at Perth Amboy, N. J. They start out with an authorized capital of $125,000, and those interested include H. L. Wolff and Bertha and Frank Wilentz.

DETROIT DOINGS

DETROIT, June 24, 1911.

ALMOST agreeable week of ideal early summer weather, which was stimulating to retail trade, has been succeeded by a torrid spell of the most scorching variety; consequently every one and everything is limp and languishing. Mid-city stands are profiting by the summer excursion trade which, in Detroit, is a big factor and is already in full swing. The convention season is at its height now and the Pontchartrain, Cadillac, Wayne, Tuller and other leading hotel stands are very busy.

Leaf trade of local dealers is reported as quiet and comparatively few representatives of outside packers and importers have shown themselves here lately. Howard Kinney and Fred Singer, of H. Duys & Co. and Rossin & Sons, respectively, have spent some time with the trade here. Both these gentlemen have been here with much frequency since the opening of the Sumatra season. Mr. Kinney put through a few splendid sales and I believe that Mr. Singer has also landed some very nice orders.

Abe Heavenrich, who for five years past has been representing the well-known Sumatra importing firm of L. Schmid & Co., has removed his headquarters from Cincinnati to Detroit and is now located permanently at Hotel Tuller. Abe left a host of friends in Cincinnati and adjacent territory, but while looking after larger interests up here, he hasn't the slightest intention of neglecting those in Ohio, whom he has by no means forsaken. He will continue to hand out good Sumatra, baseball dope and airy persiflage same as heretofore.

Ollesheimer Bros. are removing from 840 Hastings street to the building just vacated by Leland O. Shinkle, at 861 McDougall avenue. These two young men, though engaged in business only a couple of years, have developed a nice trade, with a creditable class of accounts. Their business has grown nicely and in their new quarters they will have room for further expansion.

Mose Eisenberg continues his trips in behalf of the new factory, Surety Cigar Co., with continually more marked success. Their "Answer" and "Poster" brands alone keep the factory busy almost to full present capacity on repeat orders from jobbers, and more help is being added daily. Some advertising is in course of preparation which surpasses anything seen here at the present time for beauty and effectiveness, and which will be a big thing for the jobber.

Oscar Rosenberger, president of the San Telmo Cigar Mfg. Co., permits no grass to grow under his feet. He is the embodiment of energy. As soon as his family are settled for the summer Mr. Rosenberger will make a six weeks' swing over the country, the San Telmo products being known to every important jobber throughout the United States. Mr. Rosenberger is fond of work and loves his business. Next to his family, it is his passion. The following little pleasantry was perpetrated at his expense recently at a little dinner party, at which every place card contained a verse appropriate to the lady or gentleman indicated. Mr. Rosenberger's ran as follows:

His wife's the idol of his heart;
His son is of himself a part;
His daughter is the cutest yet,
But still *Pastora* is his pet.

Oscar joined in the laugh as heartily as the rest and promptly ordered a box all the way round.

"A Trip Through the Home of 'La Azora' Cigars," is the title of a beautifully bound portfolio of photographic views of office, factory, shipping and warerooms of the La Azora plant. About two hundred of these were issued, for the exclusive use of jobbers and salesmen pushing the Lilies' product.

It does not appear that there has been any falling off in the average production of tobacco and cigars in this district during April and May, as compared with last year. Here are the figures for sales of Internal Revenue stamps:

	Tobacco.	Cigars.
April, 1911	$127,363.19	$54,688.82
May, "	152,497.54	66,905.84
	$279,860.73	$121,594.66
	Tobacco.	Cigars.
April, 1910	$117,863.73	$59,609.08
May, "	130,107.19	62,692.00
	$247,970.92	$122,301.08

Conrad Bettinger, old-time cigar manufacturer, who for many years has held a clerkship in the local office of Internal Revenue, was overcome by what appeared to be a stroke of apoplexy yesterday morning. He was removed to his home where, at latest reports, he is resting comfortably. Mr. Bettinger is 66 years of age.

Eugene Watson and his bride, who was Miss Loretta Kingsley, of Flint, have just returned to Flint after a honeymoon trip of three weeks. Incidentally, Harry W. Watson, the boy's father, offers one hundred dollars for a grandchild—no preferences as to girl or boy; just plain grandchild—and Mr. Kingsley, the bride's father, says he'll give another hundred C. O. D., b'gosh!

A number of printed signs "Babana Ymperial" are appearing about town. One is conspicuous on the front of Ben Crittenden's stand, 34 Farrar street. Also Jos. Duggan's, just around the corner on Gratiot avenue. Likewise, the false front of the new Free Press Building, and Ouellette's just north on Lafayette Boulevard. Mr. McDonald, local representative, has just ordered a humidor with 250,000 capacity, to be installed in the basement of the Stote Building, on Griswold street.

The State agency of the "La Rama," made by Streeter, Fernandez y Ca., Tampa, has been placed with The Freund Cigar Co., Ltd., of which Ignatz A. Freund is president. It is a clear Havana, in twenty-four sizes, selling from $50 upward.

The Capitol Smoke Shop, 192 Griswold street, has closed its doors after a struggle of about eight months, during which time the business suffered more or less from neglect and mismanagement. The location is a good one and with proper attention should develop an excellent patronage. Chas. Domville, one of the partners, has taken a position with M. A. La Fond & Co., and Fred Domville is doing advertising and window work for Marcero Bros.

Alf. A. Sage, son of the proprietor of the Oxford Hotel, corner Woodward and Larned, has opened a well-equipped cigar stand in the lobby on the ground floor of the hotel.

S. M. Meader has removed from 293 Woodward avenue to 407 Woodward. Reid & Weston, who conduct the bar at the former address, will operate the cigar stand themselves for the present.

Chas. Coombs, 295 Woodward avenue, has gone on a ten days' fishing trip. He will not be able to spin many yarns on his return as he is usually kept busy waiting on trade.

Harry Tyler, one of the popular lads Claude E. Howell has about town, has been buying smokes for friends the past couple of days. It was a boy!

The big plant of The Calvert Lithographing Co. will be closed all day tomorrow, the occasion of the twenty-fifth annual excursion given by the firm to its employees and their families. The steamer "Put-in-Bay," latest and largest of the lake flyers, has been chartered for the day and will run to Put-in-Bay, where the time will be spent in athletic games and all manner of diversion. Over $400 will be distributed in prizes for the different events. This marks the fiftieth year in the firm's history and is the twenty-fifth consecutive annual excursion.

Morris Gerschel, of the firm of L. Gerschel & Bro., N. Y., spent some days here, together with Mrs. Gerschel, as guests of Mr. and Mrs. John P. Hemmeter.

Ed. M. Lieblein, prominent jobber, of Hancock, Mich., spent a couple of days here on a combination business and pleasure trip. He came down with the Detroit Board of Commerce excursion after their stop at Hancock.

The following travelers were here recently: Jerome Waller, of Jos. S. Gans & Co., New York; Mr. Levi, Leonard Friedman & Co.; E. A. Hathaway, Steane, Hathaway & Co., Hartford, Conn.; Mike Rosenfeld, Salvador Rodriguez & Co., J. M. Mainzer, Pipe Dept., American Tobacco Co.; Carl S. Shapiro, S. Ruby & Co., pipes, Chicago.

S. F. HEAVENRICH.

Taxing Des Moines Cigar Men.

A QUARTERLY tax of $75 was recently assessed against twelve cigar dealers in Des Moines, Iowa, by Jas. Parker, city assessor, who also made charges of illegal sale of cigarettes. The tax is listed against the following firms:

United Cigar Stores Co., two stores, Fifth and Walnut streets, and Sixth avenue and Mulberry streets; Bob O'Callahan, 608 Locust street; C. C. Taft Co., four stores, 418 Walnut street, 305 Sixth avenue, First and N. Locust streets and East Fifth and Locust streets; Norton and Fitzgerald, 317 Seventh street; F. E. Newman, Fourth and Locust streets; Rex Cigar Co., 210 Sixth avenue; W. S. Hall, Kirkwood Hotel; Fisher L. Ames, 516 Locust street.

A new cigar stand will be opened at 35 Main street, New London, Conn., by Charles J. Frick. Mr. Frick has already a store at 468 Bank street.

Budget of Mississippi News.

MERIDIAN, MISS., June 24, 1911.

THE heavy influx of visitors to the Mississippi coast summer resorts has greatly increased the demand for cigars and tobacco in the vicinity of Gulfport and the Gulfport Grocery Company has been alive to the situation and is doing a great business in that line.

Foote-Patrick & Co., Laurel, have been doing some specialty work on cigars along the Queen and Crescent road. They report trade satisfactory.

G. H. Guillemet, representing Valloft & Dreaux Co., New Orleans, spent several days last week at Hattiesburg. The "Ruy Lopez," "Round Up," "Mallenettes" and "Henry the Fourth" were the brands he was putting special effort on.

Taft & Weideman, Meridian, have just received a big shipment of "S. B." cigars from Smith Bros. & Co., New Orleans, and are meeting with a satisfactory demand for that brand.

The "Telonette," ten for fifteen cents, package cigar, is meeting with favor in and near Laurel. The Buckley-Terry Co. are distributors.

Ben Samuels, the hustling salesman of the Crescent Cigar and Tobacco Co., was calling on his trade on the Mississippi Central and Queen & Crescent roads the past week.

As large as the City of Jackson is, there can be said, to be but one cigar and tobacco jobbing house in that city. Many of the grocery jobbing houses do not carry any stock, or solicit orders in that line. The Corr-Williams Co., controlling most of the popular brands, do a very large business in the city and nearby territory.

Ed. Feibleman, the popular Meridian jobber, was making a trip this week on the A. & V. road.

The "Cob" factory is out with a new advertising stunt, in the form of an envelope addressed to men only, the contents setting forth the merits of "Cobs."

B. F. Jones, Vicksburg, is doing a great business during the baseball season. His bulletin giving the results of the games by innings attracts a large crowd daily to his store.

A. J. Lyon & Co., Meridian, through their energetic city salesmen, H. Culpepper and J. Floyd, have been doing some great specialty work on cigars for several days this week.

Artistic baseball screens, advertising "John Ruskin" cigars, have recently been distributed in the delta section. Sol Coleman, Memphis, is the distributor for the brand and has met with unusual success in the sale of these goods.

The Bon Ton Cafe, Jackson, boasts of the largest sales of cigars in that city.

Edwards' Cigar Store, Meridian, enjoy the best demand for their cigars and smokers' articles of any retailer in that progressive city. The Edwards Bros. attribute their constantly increasing business to the fact that they remain at their store at all hours and give their personal attention to the wants of their customers.

JACKSON.

Outing of Wheeling Factory Employees.

THE stripper boys and other employees of the M. Marsh & Son stogie factory, at Wheeling, W. Va., were recently given an enjoyable outing. By special cars they were conveyed over the Wheeling Traction Company's lines to the Island Ball Park, where they were privileged to see a spirited game between the "Smokes" of Wheeling and the "Hoo-Hoos" of Evansville.

Mr. J. H. Gollner, secretary and general manager of the firm together with a number of other members accompanied the party.

Twin Cities Items.

Spirited Meeting of Tobacco Company Held---King Company Reorganized---Trade Notes.

ST. PAUL, MINN., June 23, 1911.

THE stockholders of the Tobacco Plantation Company of Minneapolis, several hundred in number, held a meeting this week and complained of the lack of dividends. The concern is incorporated for $5,000,000 and is heavily interested in Mexico. Up to two years ago it has paid dividends of 7 per cent. each year, but in 1910 and 1911 paid nothing.

Stock in the company has been sold all over the United States, and representatives of several sections of the Northwest were present at the meeting. A demand is being made for reorganization, and for fuller reports from the officers on the business of the past two years. There have been no charges of mismanagement made, but the stockholders are determined to find out why the concern has not paid any dividends, when it proved such a paying investment for eight years previous. Another meeting will be held soon, and plans for reorganization and investigation will be perfected.

John W. Lux, of St. Paul, a well-known grocer and cigar dealer, has been elected president of the National Retail Grocers' Association.

The reorganization of the Frank J. King Company, St. Paul jobbers, has been completed. The firm has been incorporated for $50,000, by Frank J. King, E. S. Durment, J. W. Webb, W. R. Moore and Walter E. Fleckles.

Many of the roadmen representing Twin City houses, have been in this month. Elmer Holling, of Winston, Harper-Fisher Company, has made two trips through his territory (South Dakota), with good results. W. S. Gilkerson, of that firm, who has been in the East for several weeks, will return July 1st.

Special work is being done for the "Van Dyck" cigar, recently taken for distribution by the Brackett Company, of Minneapolis. Salesmen of the firm are featuring the "Van Dyck" through Minnesota, Wisconsin, the Dakotas and Montana with success.

Recent Twin City visitors have included Frank Francisco, representing the United Cigar Stores Co.; John T. Dee, of Theobald & Oppenheimer; Michael Rosenfeld, of the Salvador Rodriguez Company; Andrew Cuesta, of Cuesta, Rey & Company; F. W. Bailey, of M. Perez Company; W. H. Thompson, of E. H. Gato Cigar Company; David Cargill, of Seidenberg & Co.; David Michaels, of Philip Morris & Co.; W. H. Munson, of M. Melachrino & Co., and Val Keogh, of John W. Merriam & Co.

Jobbers are taking advantage of the rather dull season to do special work on various brands, and a number of factory representatives have been in St. Paul and Minneapolis during June to help local salesman. The Merriam factory has been represented for some time in a special campaign by Valentine Keogh; Seidenberg & Company, by David Cargill in a special tour of the Northwest; George R. Newell & Co., of Minneapolis, have been boosting "La Preferencia" and "Principe de Gales" with the aid of M. Lindeman, of the Havana-American Company; the Minneapolis Drug Company is boosting its new line, the "La Giraldis" Manila line; Winecke & Doerr, of both cities, the "El Wadora" of Sig. C. Mayer & Co.; Frank W. Bailey has conducted a special campaign with John Phalen of Michaud Brothers, St. Paul, for "Manrara" and "Pinzon" lines.

Ferris & Grady, Minneapolis, have added the "Govanas" brand, manufactured by Gomez & Mendez.

Roadmen of Twin City firms report the following new retail stores opened up in their territory: A. E. Roubik, Spooner, Minn.; Larso & Fieder, Belle Plaine, Minn.; J. McDonald, Anacortes, Wash.; H. S. Wilson Co., Des Moines, Ia.; E. E. Sanders, Ladysmith, Wis.; William Murphy, Varma, Ia.; C. E. Bentley, Janesville, Wis.; John Pohl, Richardton, N. D.

M. A. D.

Advance in Canadian Freight Rates Disallowed.

IN December last, the railway companies of Canada submitted to the Railway Commission, for approval, a supplement to the Canadian freight classification, making numerous changes, and asked to be permitted to raise the carload rate on plug tobacco, from fifth class to fourth class.

Tobacco has hitherto been classified under the grocery list and the practice is to ship it in mixed cars of fifth class groceries. To raise the carload rate on tobacco to fourth class would mean that it could no longer be included in fifth class cars of groceries, but would have to be shipped at less than carload rates, which would practically have doubled the cost.

The shippers' sections of the Winnipeg-Manitoba Board of Trade objected strenuously, and upon the filing of their protest against the proposed changes, the Railway Commission issued an order recently disallowing the application of the railways, which will retain the old freight rate on plug tobacco.



NEW YORK STATE.

NEW YORK CITY.

THE leaf tobacco market seemed rather inanimate for the past week or more, following the spurt of several weeks ago. Transactions have been of a small nature as regards their size, but some odds and ends have been taken out of the market.

At this, the in between season of the year, not too much can be expected in the way of large transactions, because the new goods are not yet marketable and investments made in the stock now are more or less hazardous. Leaf men declare that every indication points to continued high prices for all types of domestic seed leaf, and with a pronounced shortage in good binder tobaccos, some sharp advances would not need to be surprising.

It is not improbable that with the necessary advances for binder goods, filler tobaccos will also meet with more urgent demand and consequently the selling price of this type of leaf may also be affected.

Considerable activity has continued in the Sumatra market, and notwithstanding high prices, goods have been selling rather freely. There is general praise for the new tobaccos and the prices which the goods command are probably the only hindrance to the quick consummation of even more voluminous transactions.

There have been a few sales of Havana tobaccos reported, principally old goods. The packing season in Havana is being retarded by continuous rains, for which reason tobaccos have been coming in slowly from the country sections.

FULTON.

Oswego County this year has 300 acres of tobacco under cultivation. This is only about one-third of the acreage which has been cultivated in former years and the decrease is due, growers say, to the small prices obtained in the past two or three years.

The crop is now set and indications point to a big yield. The yield per acre in this section averages from 1500 to 2000 pounds, and prices prevailing in recent years have been 8 to 10 cents per pound. If growers can obtain ten cents per pound for their tobacco, they can well afford to be content, for it will produce for them a big revenue.

The Havana seed type of tobacco is raised here mostly. It furnishes good binder and filler stock, while some of it is even a good wrapper leaf.

PENNSYLVANIA.

PHILADELPHIA.

TAKEN, all in all, the month of June has been a fairly satisfactory period for the leaf trade of this city. It has not been remarkable for its large single transactions, and with but few exceptions sales consisted mostly of small lots, but they were more or less numerous, and a steady sale has been in progress throughout the month.

Manufacturers were apparently in need of additional supplies of raw material, and very few of the transactions consummated here savored of a speculative nature. A few manufacturers have contracted for considerable quantities of 1910 goods and just last week one transaction for about 800 cases was concluded. The same purchasers are now the holders of about 2000 cases of that year's crop.

The Sumatra market has developed moderate sales only, but new offerings are now coming into this market and the volume of trade is likely to be soon augmented.

Considerable Havana tobacco is being sold by local importers to the manufacturing trade, considerable of which is going out of this State.

LANCASTER.

There is continued improvement in the local leaf market and it is especially pronounced in the 1910 goods during the past week or two. A larger volume of business has also been done in old goods. Several entire packings have changed hands, and considerable of it was taken by manufacturers. Indications are stronger than ever that during this fall a lively market will be developed and that 1909, as well as 1910 tobaccos, will find a ready sale at reasonably remunerative prices.

TENNESSEE.

ADAMS.

TOBACCO growers have experienced a long drought which is beginning to cause serious damage. Some of the plants set early have died on the hill. Growers who failed to get out any plants have been watering their plant beds trying to keep the plants alive until a favorable transplanting season shall have arrived. In order to conserve what little moisture there was in the soil, farmers have given their crops extra cultivation.

WISCONSIN.

EDGERTON.

THE highly satisfactory and favorable weather conditions have enabled farmers to complete the transplanting of their new crop, and nearly all of the acreage is now standing in the field. With soils in an excellent condition and plants plentiful, the work of transplanting was greatly accelerated.

In old goods the leaf tobacco market has remained quiet; transactions have consisted almost entirely of small quantities, sales which were sold principally to cigar manufacturers.

The Scott warehouse, of this city, was recently purchased by W. S. Brill, of New York, who will operate extensively in this State in the future.

OHIO.

DAYTON.

THE tobacco raisers in the Miami Valley who have been lamenting the several weeks' drought, have been greatly relieved by the recent and rather copious rains which enabled them to get their tobacco lands into fine condition to do their transplanting.

The plants have shown a sturdy growth; in fact, some were almost too large. It is probable that the recent rains have saved a considerable acreage of tobacco.

The 1910 Gebhart and Little Dutch tobaccos which had remained in farmers' hands are now practically all bought up and there has lately been considerable activity among buyers in purchasing the 1910 Zimmer Spanish. Nearly all of the country packings have been sold.

NEW ENGLAND.

SPRINGFIELD, MASS.

A LARGE acreage of tobacco has been set in the entire Connecticut Valley. It is noted that proportionately greater progress has been made in transplanting shaded tobacco than in starting tobacco which would be grown in the open. The season, while not positively behind hand, can hardly be called early. Variable weather has prevailed and following the recent dry spells the later rains caused almost too much moisture.

BROOKFIELD CENTRE, CONN.

Tobacco plants are about ten days later than last year. The low prices obtained last year had somewhat discouraged farmers and the acreage will probably be somewhat reduced.

KENTUCKY.

PADUCAH.

UP until within the past week, farmers had been greatly discouraged over the outlook of their tobacco crop. In this section it is necessary to have planting done before the end of June or crops are invariably a failure. Plants which had been set out and those that were being grown for setting had been burning up. Predictions are that there will be but half a crop this year in that section.

Tobacco Plantation Co. Has Stormy Meeting.

A RATHER stormy meeting of several hundred stockholders of the Tobacco Plantation Co., Minneapolis, a $5,000,000 concern took place at the Lyric Theatre, Minneapolis, some days ago.

It appears that the concern had paid 7 per cent. dividend almost from its organization some years ago, and continued to pay dividends until about two years ago.

Stock of the company was sold all over the United States and a number of representatives from various sections in the Northwest attended the Minneapolis meeting. A few were represented by attorneys bearing proxies.

The stockholders want to know why they have not received dividends during the last two years. Officers have been accused of extreme reticence concerning the condition of the corporation, and while no charges of mismanagement were made a demand for reorganization resulted.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

ORLINDA:—22,488.
For cigars, cigarettes and cheroots. June 15, 1911. Miller Bliden, Philadelphia.

GIUSEPPE GIUSTI:—22,489.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 15, 1911. American Lithographic Co., New York, N. Y.

PAUL AND VIRGINIA:—22,490.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 15, 1911. Klingenberg Bros., New York City.

STATE PARK:—22,491.
For cigars. June 15th, 1911. Edward H. Levy, Ottawa, Ill.

GROWER'S BOND:—22,492.
For cigars, cigarettes, chewing and smoking tobacco. June 15, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

MANUFACTURER'S BOND:—22,493.
For cigars, cigarettes, chewing and smoking tobacco. June 15, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

PRODUCER'S BOND:—22,494.
For cigars, cigarettes, chewing and smoking tobacco. June 15, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

CONSTRUCTION BOND:—22,495.
For cigars, cigarettes, chewing and smoking tobacco. June 15, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

LA MARAPOSA:—22,496.
For cigars, cigarettes and cheroots. June 15, 1911. W. F. Clime & Bro., Terre Hill, Pa.

TWO SISTERS:—22,497.
For cigars and stogies. June 16, 1911. Eastern Cigar Co., St. Louis, Mo.

LA FOSONIA.—22,498.
For cigars and stogies. June 16, 1911. Eastern Cigar Co., St. Louis, Mo.

LA SOPINIA:—22,499.
For cigars and stogies. June 16, 1911. Eastern Cigar Co., St. Louis, Mo.

SANCTION:—22,500.
For cigars, cigarettes. June 16, 1911. Moeller & Kolb, Chicago, Ill.

EL ROGHI:—22,501.
For cigars, cigarettes and cheroots. June 16, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

EDWARD ROBIE:—22,502.
For cigars, cigarettes and cheroots. June 16, 1911. A. C. Henschel & Co., Chicago, Ill.

JUNIOR MEMBER:—22,503.
For cigars, cigarettes and cheroots. June 16, 1911. A. C. Henschel & Co., Chicago, Ill.

LIFE SIZE:—22,504.
For cigars, cigarettes and cheroots. June 16, 1911. L. C. Wagner & Co., New York.

LIGHT OF THE WORLD:—22,505.
For cigars, cigarettes and cheroots. June 16, 1911. L. C. Wagner & Co., New York.

EL BENTO:—22,506.
For cigars, cigarettes, cheroots and stogies. June 16, 1911. Chas. E. Bentley, Dayton, Ohio.

LITTLE SPANISH HAVANA:—22,507.
For cigars, cigarettes and cheroots. June 16, 1911. Saul Hirschfeld, Chicago, Ill.

LITTLE SPANISH DANDY:—22,508.
For cigars, cigarettes and cheroots. June 16, 1911. Saul Hirschfeld, Chicago, Ill.

SWEET LUCILLE.—22,509.
For cigars, cigarettes and cheroots. June 16, 1911. Saul Hirschfeld, Chicago, Ill.

SAUL HIRSCHFELD:—22,510.
For cigars, cigarettes and cheroots. June 16, 1911. Saul Hirschfeld, Chicago, Ill.

GOOD FOR ALL MEN:—22,511.
For cigars, chewing and smoking tobacco. June 19, 1911. Sherts Cigar Co., Lancaster, Pa.

ROTHENBERG & SCHLOSS' PON HONOR:—22,512.
For cigars, cigarettes and cheroots. June 19, 1911. Calvert Litho. Co., Detroit, Mich.

FADAVANA:—22,513.
For cigars, cheroots and stogies. June 19, 1911. The Peter Ibold Co., Cincinnati, Ohio.

CURL HEADS:—22,514.
For cigars and stogies. June 19, 1911. H. Slounberg, Greenville, O.

JAMES SHIRLEY:—22,515.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 19, 1911. American Lithographic Co., New York.

GLADSOME:—22,516.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 19, 1911. American Lithographic Co., New York City.

EL SORGOLDO:—22,517.
For cigars, cigarettes and cheroots. June 19, 1911. El Sorgoldo Cigar Co., New York City, N. Y.

BOB STUART:—22,518.
For cigars, cigarettes and cheroots. June 19, 1911. A. C. Henschel & Co., Chicago, Ill.

JACKSON TEMPLE;—22,519.
For cigars, cigarettes and cheroots. June 19, 1911. A. C. Henschel & Co., Chicago, Ill.

LEW WILKINS.—22,520.
For cigars, cigarettes and cheroots. June 19, 1911 A. C. Henschel & Co., Chicago, Ill.

SAM WILLARD:—22,521.
For cigars, cigarettes and cheroots. June 19, 1911. A. C. Henschel & Co., Chicago, Ill.

TOM NEWTON:—22,522.
For cigars, cigarettes and cheroots. June 19, 1911. A. C. Henschel & Co., Chicago, Ill.

MALTA GRAND:—22,523.
For cigars, cigarettes and cheroots. June 19, 1911. A. C. Henschel & Co., Chicago, Ill.

JAMES UPTON:—22,524.
For cigars, cigarettes and cheroots. June 19, 1911. A. C. Henschel & Co., Chicago, Ill.

WILLIAM WAITE:—22,525.
For cigars, cigarettes and cheroots. June 19, 1911. A. C. Henschel & Co., Chicago, Ill.

ROBERT WALLIS:—22,526.
For cigars, cigarettes and cheroots. June 19, 1911. A. C. Henschel & Co. Chicago, Ill.

JAMES WEBSTER:—22,527.
For cigars, cigarettes and cheroots. June 19, 1911. A. C. Henschel & Co., Chicago, Ill.

TOM WESTON:—22,528.
For cigars, cigarettes and cheroots. June 19, 1911 A. C. Henschel & Co., Chicago, Ill.

GOLDEN BAND:—22,529.
For cigars, cigarettes and cheroots. June 19, 1911. Henry J. Wagner & Son, Dayton, Ohio.

CORAL LEAF:—22,530.
For cigars, cigarettes and cheroots. June 19, 1911. Schwarzkopf & Ruckert, New York.

BUY JINGO THE'RE GOOD.—22,531.
For cigars, cigarettes and cheroots. June 20, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

SIR JOHN SINCLAIR:—22,532.
For cigars, cigarettes, chewing and smoking tobacco. June 20, 1911. Chas. Stutz Co., New York.

L'AMITIE:—22,533.
For cigars, cigarettes and cheroots. June 21, 1911. M. Baer, New York.

NARWISTA:—22,534.
For cigars, cigarettes, cheroots and stogies. June 21, 1911. The Eugene Gallagher & Bro. Co., Columbus, Ohio.

FLORENCE REED:—22,535. (By permission.)
For cigars, cigarettes and cheroots. June 22, 1911. Kaufman, Pasbach & Voice, New York.

LILIAN ASHLEY:—22,536. (By permission.)
For cigars, cigarettes and cheroots. June 22, 1911. Kaufman, Pasbach & Voice, New York.

DUNSTAN:—22,537.
For cigars, cigarettes, chewing and smoking tobacco. June 22, 1911. Federal Cigar Co., New York.

ANNIE LAURIE:—22,538.
For cigars, cigarettes and cheroots. June 22, 1911. Klingenberg Bros., New York.

HAVANA VEGAS:—22,539.
For cigars, cigarettes and cheroots. June 23, 1911. Metzner Bros., Albany, N. Y.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

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29 Randolph Street, Chicago, Ill.
Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

HARRY L. ROBY, Leaf Tobacco Broker
21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-c

N. D. ALEXANDER, Leaf Tobacco Broker
18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

PIPE FOR IRRIGATION PURPOSES.
We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
167 South St., New York City. 3-15-tf.

BROKERS AND JOBBERS wanted to handle our 5-inch "Perfecto" 5-cent cigar, guaranteed clear Havana filled. Connecticut shade grown wrappers, positive duplicators. Lorenzo P. Lopez Co., 353 E. 78th St., New York City. 7-1-r.

M. E. STERN & CO.
Leaf Tobacco Broker, Dayton, Ohio
FOR SALE—Special lots of Spanish, Gebhart, Dutch, Pennsylvania, Wisconsin and Connecticut first quality tobacco at attractive prices. Write today for quotations and samples.

For Sale.

FOR SALE—An old established cigar factory leaf warehouse and cigar box factory, with brands and registered labels including good will and all stock and fixtures. Building can either be purchased or leased. Address P. O. Box No. 110, York Pa. 7-1-c.

FOR SALE—Pure Dutch, Gebhardt or Zimmer Spanish scrap filler tobacco. These scraps are from old reswept wrapper B tobaccos—high quality, clean, dry and ready to work. Write for samples and prices. Horner Tobacco Company, 208 S. Ludlow St., Dayton, O. 3-1-ch.

FOR SALE—Pure Havana scraps, guaranteed high aroma. Price, 45 cents any quantity.
ALONZO B. PANDOZ CO., 173-175 E. 87th St., New York 8-15-ch

FOR SALE—Complete set of second-hand cigar store fixtures, in good condition. Same was taken in trade on a new outfit. The Cleveland Store Fixture Co., 4059 St. Clair Ave., Cleveland, Ohio. 5-15-tf.

AN IMPORTING HOUSE will dispose of a large quantity of imported hands, made in Germany, both in bronze and gold leaf execution, at a very low price. For samples and prices address Box 1, care Tobacco World. 7-1-c.

EXTRAVANA:—22,540.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 23, 1911. Hilbronner & Jacobs, Philadelphia, Pa.

PORTO LEO:—22,541.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 23, 1911. American Lithographic Co., New York.

LEO RICO.—22,542.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 23, 1911. American Lithographic Co., New York.

FLOR DE GANDARA:—22,543.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 23, 1911. American Lithographic Co., New York.

OTIS BUILDING:—22,544.
For cigars, cigarettes, chewing and smoking tobacco. June 23, 1911. Wm. Steiner, Sons & Co., New York.

LA VIDA:—22,545.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 23, 1911. American Lithographic Co., New York. Re-registration.

477:—22,546.
For cigars, cigarettes, chewing and smoking tobacco. June 23, 1911. H. & J. Breitwieser, Buffalo, N. Y.

DANDY DUTCH:—22,547.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 24, 1911. A. Levin, Cincinnati, Ohio.

SKI-MAN:—22,548.
For cigars, cigarettes and cheroots. June 24, 1911. Petre, Schmidt & Bergmann, Philadelphia, Pa.

PAIR OF MULES:—22,549.
For cigars, cigarettes and cheroots. June 24, 1911. W. J. Neff & Co., Red Lion, Pa.

ROYAL SUN.—22,550.
For cigars, cigarettes, chewing and smoking tobacco. June 24, 1911. Wm. Steiner, Sons & Co., New York.

LA SABO:—22,551.
For cigars, cigarettes and cheroots. June 24, 1911. Calvert Litho. Co., Detroit, Mich.

LORD BEACONSFIELD:—22,552.
For cigars. June 26, 1911. P. Benensohn & P. Pagrtosky, Chicago, Ill.

BENTONETTES:—22,553.
For cigars, cigarettes, cheroots and stogies. June 26, 1911. Chas. E. Bentley, Dayton, Ohio.

PESSIMIST:—22,554.
For cigars, cigarettes, chewing and smoking tobacco. June 26, 1911. Symons-Kraussman Co., New York.

PESSIMIST CLUB:—22,555.
For cigars, cigarettes, chewing and smoking tobacco. June 26, 1911. Symons-Kraussman Co., New York.

BOUQUET DE MARTIN:—22,556.
For cigars, cigarettes. June 26, 1911. Chas. E. Gwynn, Key West, Fla.

DES MOINARDO:—22,557.
For cigars, cigarettes, chewing and smoking tobacco. June 26, 1911. Gus Gutfreund, Des Moines, Iowa.

REY GUSTAVO:—22,558.
For cigars, cigarettes, chewing and smoking tobacco. June 26, 1911. Gus Gutfreund, Des Moines, Iowa.

PRISCUS:—22,559.
For cigars, cigarettes, chewing and smoking tobacco. June 26, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

DISCRIMINATOR:—22,560.
For cigars, cigarettes and cheroots. June 26, 1911. Bobrow Bros., Philadelphia.

LA SAILIDA:—22,561.
For cigars, cigarettes, chewing and smoking tobacco. June 27, 1911. Wm. Steiner, Sons & Co., New York City, N. Y.

MI LOITA:—22,562.
For cigars, cigarettes, chewing and smoking tobacco. June 27, 1911. Wm. Steiner, Sons & Co., New York City, N. Y.

TRANSFERS.

BOSTON OPERA:—19,028.
For cigars, cigarettes and cheroots. November 12, 1909. Wm. Glaceum & Sons, New York; was transferred May 25, 1911, to John Miller Co., Boston, Mass.

WELCOME TO OUR CITY:—22,382.
For cigars, cigarettes and cheroots. May 25, 1911. Wm. Glaceum & Sons, New York; was transferred May 26, 1911, to H. C. Woodbury & Co., Boston, Mass.

Meerschaum Industry for Ogdensburg, N. Y.

A NEWS report from Ogdensburg, N. Y., is to the effect that a Meerschaum establishment is about to be located at that place. Examinations of large industrial establishments have already been made, and the Continental Building about decided upon. The building is owned by a Philadelphia syndicate controlling the street railway, electric power and gas franchises, and negotiations have been taken up by the corporation, inasmuch as the meerschaum industry would utilize much electric power in its operation.

Slot Machine Queered Cigar Store Sale.

THE W. F. Stoecker Cigar Co., of Lincoln, Nebraska, some time ago sold to Charles Mueller, a cigar store in Lincoln, in the stock of which was included a slot machine. Mueller paid $500.00 purchase money on the price, and subsequently he tried to withdraw from the arrangement, but the sellers refused to permit him. Then he took the case to the court, which tribunal held that slot machines, such as the Stoecker Co. endeavored to turn over to Mueller are gambling devices and that not only was the use of them illegal, but that a contract for their purchase is illegal. The Court further declared that the plaintiff might recover his $500.00 and retire from the bargain he had made.

Leiderman Asks Discharge.

CHAS. A. LEIDERMAN, formerly a jobber and dealer of leaf tobacco at Lancaster, Pa., and who later became involved in financial difficulties, has asked for a discharge in bankruptcy. A hearing will be given in the case on July 5th, at 10 o'clock A. M., in the District Court of the United States at Philadelphia.

Cigar Manufacturing at Bloomington, Ills.

THE cigar manufacturing industry at Bloomington, Ill., appears to have been somewhat on the decline in recent years, but it is still an important industry, and some of the Bloomington products find a sale in many sections of the country.

The list of firms engaged in the cigar manufacturing business at Bloomington is composed principally of the following: Henry Buck, Peter Dornaus, Enfield & Mackey, A. M. Farrell, Wm. F. Kalahar, Fred. Lenhardt, Fred. C. Leuttig, Chris. Mandler, Myers & Dale, Wm. C. Rosenbaum, Ollie Rason, Jos. Rustemeyer, Fred. W. Schroeder, Dan. Strain, John Thoennes, John A. Trautman, Tryner & Richardson Cigar Co., and Henry Weber.

The Editor's Letter Box

PITTSBURGH, PA., June 17th, 1911.

THE TOBACCO WORLD, *Gentlemen:*

We should like to know the names of buyers of cuttings and sweepings, and will thank you to advise us.

Very truly yours,
Wabash Cigar Company.

Answer:—International Tobacco Co., New York; Luhrman & Wilbern Tobacco Co., Toledo, Ohio, and John J. Bagley & Co., Detroit, Michigan, are among the largest buyers of cuttings, &c.

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PROMINENT STORES
VERY MILD
CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

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NEW YORK
The Originators of the
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FOR RENT
New building 80 x 80; ceilings 12 feet.
Light on all four sides and skylight.
Cement cellar 80 x 100.
One square from 3rd & Walnut Streets.
D. M. ELLIS, Provident Bldg., 4th & Chestnut Sts.

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PAPER FOR PACKERS

You are as anxious to get the best possible wrapping protection for your "leaf"—as you are to reduce your "liner" expense.

You want a paper with STRENGTH—toughness, and extreme durability:—a paper the Tobacco Trade has tried out and approved.

Then let us send you samples of that paper and four others. Let us quote you—tell you why these papers have succeeded.

For the cost of a postage stamp—all this information is yours.

Write to-day.

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Standards for Thirty Years



Havana Filled Cigar retailing at 10 cents



High Grade Nickel Cigar that sells on its Merits

These brands will be a valuable acquisition to live dealers
Write direct to the manufacturers

GEO. S. MILLER & CO., Pottstown, Pa.

EL AGUILA DE ORO
BOCK & CO.
HENRY CLAY AND BOCK & CO. LTD.
HABANA, CUBA.
These BRANDS have long been recognised The WORLD Over as the Standard Values in fine
HAVANA CIGARS

LA ESPAÑOLA FUEYO Y Cª HABANA
LA FLOR DE NAVES DE OBESO Y CUETO HABANA
LA FLOR DE MURIAS DE A. MURIAS Y Cª HABANA
LA COMERCIAL DE RENGOCHEA Y FERNANDEZ HABANA
A DE VILLAR Y VILLAR
LA FLOR DE HENRY CLAY JULIAN ALVEZ HABANA
ESTELLA DE F.F.C. HABANA
H DE CABANAS Y CARBAJAL
LA INTIMIDAD DE ANTONINO GARUNCHO
LA AFRICANA HABANA
LA MERIDIANA DE P.M.Y Cª HABANA PEDRO MURIAS
FLOR DE CUBA EL M. VALLE Y Cª HABANA
FLOR DE J.S. MURIAS HABANA
Flor de J. S. Murias y Ca.
MANUEL GARCIA ALONSO HABANA
SUPERIOR DE PEDRO ROGER LA ROSA DE SANTIAGO HABANA
LA FLOR DE YNCLAN DE F. YNCLAN HABANA
LA CAROLINA EL BANCES Y SUAREZ HABANA
LA CORONA

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There is no better way to do this than by Exhibiting a nice display of

WHITE OX and KING POLLY CIGARS

Sold retail at Five cents.

THESE cigars never fail to satisfy discriminating smokers, and pleased customers come again and again. ¶ A stock of **White Ox** and **King Polly** cigars will prove their worth. ¶ Send us a trial order and get the benefits of the repeats they will bring.

Jacobs, Holtzinger & Co.
MANUFACTURERS
WINDSOR, PA.

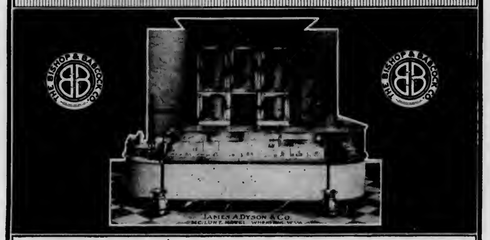
The American Tobacco Co.

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Piper Heidsieck Plug
Star Plug
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Planet Plug
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156 Monte St., and 42 Tenerife St.
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Havana Leaf Tobacco
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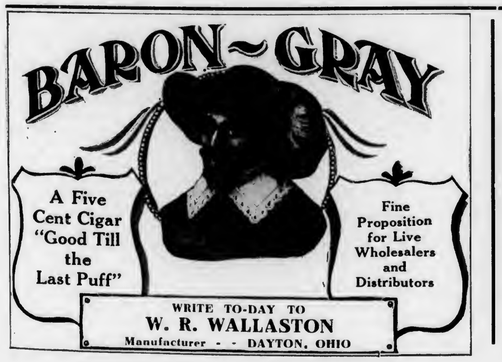
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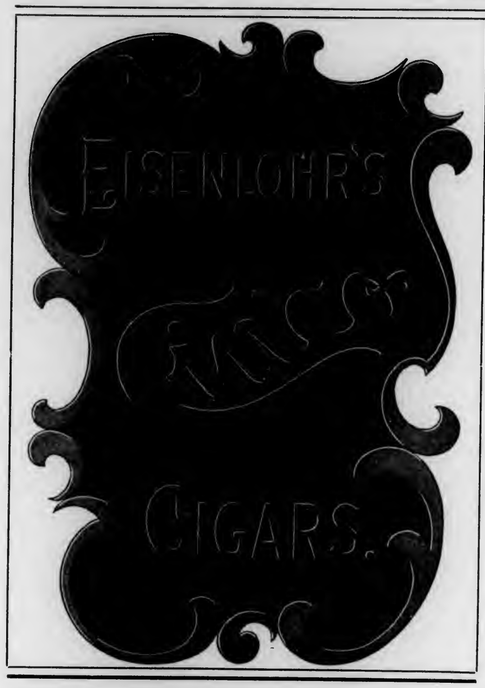
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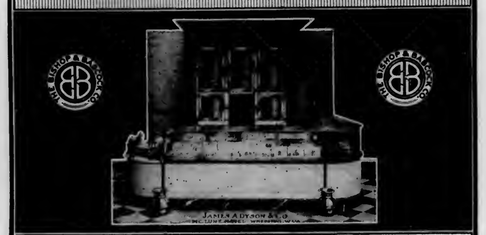
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BY SPECIAL APPOINTMENT TO HIS MAJESTY THE KING

PHILIP MORRIS English Mixture

PHILIP MORRIS Cut Plug

Most all better smokeries have both—when they can keep it. Ground and brains can produce Tobacco only so good—that retails for $2.00 per lb. in 25c, 50c and $1.00 tins.

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PHILIP MORRIS & CO., 402 W. Broadway New York City

Factories: New York Montreal London Cairo



Not Equaled

For winning the smoker. The Sales Humidor is anti-damp and germ proof. A strong and bitter cigar is caused by foul damp. All show cases are built detrimental to cigars. Pure moisture and ventilation sweetens and flavors the cigars. Found only in the sales humidor. Worth its weight in gold compared to show cases. Sample sent for $1.35 and guaranteed.

P. A. BECKER, 132 Cumberland Street, Brooklyn, N. Y. Established 1892. All Glass Cigar Box Lids Fit Any Box.

Wax Papers

Is it necessary that your wax paper—your tissue—your sealing twine—measure up to a certain standard of quality and efficiency?

Do you insist that the worth and value of these things are in keeping with the worth and value of your product?

Do you want to get all this—at an economical cost price?

Then send us samples of the goods you are now using. We'll send you samples and prices by return mail.

Better do this to-day.

Sealing Twine



SURETY CIGAR CO'S

"ANSWER and POSTER"

Five Cent Cigars

"Made in Detroit"



Live Distributors
Write for Terms

World Famous
Gold Medal Brands
"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA
Havana, Cuba

T&O COMPANY MAKERS

MISKO

5c. CIGAR
MADE BY HAND---MADE BY MEN
"A Top Notcher"
THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

A NEW FEATURE
OF ALL
PROMINENT STORES
VERY MILD
CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY
E. A. CONDAX & CO.
NEW YORK
The Originators of the
CONDAX STRAW TIPS

Pittsburg Stogies and Cheroots

Made by *Experienced Hands*, in *Daylight Workrooms*, under *Sanitary Conditions*.



"Workmanship, Cleanliness and Quality," our Motto.
"PURO SPECIALS" our Leaders
Write for Prices. Territory Open for Distributors

W. D. SHARPE CIGAR CO.
Pittsburg, Pa.

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, JULY 15, 1911. No. 14.

Ware-Kramer Co. Wins Suit Against A. T. Co.

Norfolk Manufacturers Get Verdict for $60,000 in Action for $1,200,000. Costs Put on Defendant.

(Special Despatch to The Tobacco World.)

RALEIGH, N. C., July 13.

THE suit of the Ware-Kramer Tobacco Co., of Norfolk, Va. vs. The American Tobacco Company which had been on trial in the United States Circuit Court here for more than four weeks, was terminated to-day when a verdict for $20,000 was rendered in favor of the plaintiff. Through the act, under which the suit was brought, the verdict is multiplied by three, as punitive damages, making the verdict actually $60,000. The United States Court Judge, however, added $10,000 which the defendant must pay to counsel for the plaintiff. The costs of the suit which will approximate $100,000 additional, were also placed upon the defendant.

The Ware-Kramer Tobacco Co., which failed some time since contended that its business had been ruined by unfair methods contrary to the Sherman Anti-Trust Law under which the action was brought, and they sued for $1,200,000 damages.

After the plaintiff had closed its side, counsel for the American Tobacco Company contended that no case had been made and that every act complained of by the plaintiff had its counterpart and that there was certainly no conspiracy.

The Court refused the motion of the defendant and stated that the plaintiff had made out a case for damages against the American Tobacco Company but allowed a non-suit in the plaintiff's case against W. M. Carter as the head of the Wells-Whitehead Tobacco Company a subsidiary of the A. T. Co., which had been made a co-litigant.

F. D. Ware, of the Ware-Kramer Company, was on the stand for several days and subjected to a most rigorous cross-examination at the hands of Junius Parker of New York, and F. L. Fuller, of Durham, both of counsel for the defendant.

During the progress of the trial, it was intimated that the Ware-Kramer Company scenting the danger of its ultimate failure had sought to recover itself by the above action.

The defendant's motion to appeal from to-day's decision was accepted by the Court.

The action was instituted several months ago by Robert T. Thorpe as receiver of the Ware-Kramer Tobacco Co.

Garbade Now Member of H. Upmann & Co.

HAVANA, CUBA, July 6, 1911.

A CIRCULAR letter has just been issued by H. Upmann & Co., announcing that Theodor Garbade had on the first of the month been admitted to the firm as a partner. Phillip Bolan, who has held power of attorney of the firm, is retiring from the house to go to Germany, and has been succeeded by Fredrich Tidemann.

The "Plantista" cigar of the Compeer Cigar Co., of Indianapolis, was recently taken on by the Thos. Atkinson Cigar Co., of Denver, Col.

Vindication for Havana Factories in Libel Suit

Forty-Two Leading Manufacturers Win Prosecution Against House Which Attacked Genuineness of Goods.

VINDICATION of the Havana cigar industry in the eyes of the British public has been obtained as the result of a libel suit brought in England by forty-two Havana cigar manufacturers against Godfrey Philips & Co., Ltd., of London.

The plaintiffs sued for damages because of advertisements and pamphlets which were issued by the defendants in December, 1909, headed: "What are Havana cigars?" and which cast aspersions upon the genuineness of the Cuban cigars sold in the British market. The libelous advertisements stated that from 1904 to 1907 large quantities of tobacco grown in the United States were shipped to Cuba and intimated that this tobacco was made up into cigars in the factories and sold as genuine Cuban-grown tobacco.

For many years, Philips & Co. have featured their cigars as "Guaranteed British make," and the plaintiffs alleged that the defendants in making this attack on the Havana interests sought to create a prejudice against imported cigars and increase the demand for home products.

During the course of the trial Allie Sylvester, of Henry Clay and Bock & Co., Ltd., one of the plaintiffs, and one of the most experienced and competent judges of Havana tobacco, testified that in 1902 a duty of $5 per pound was put on tobacco imported into Cuba, and as this tax was prohibitive it rendered it impossible to bring tobacco from the United States to be used in Cuban cigars, even if the native manufacturers wished to do so. He stated, however, that Cuban tobacco when imported to the United States would frequently shrink and dry and much of it was re-imported to Cuba to be worked up. It was figures of these re-exportations that evidently misled the writer of the advertising matter and pamphlets.

The evidence was so complete in refuting the attack on the Havana industry that the defendants' counsel announced that his clients had been misinformed, and had made the attack which was not justified, and for which they were now duly sorry. A verdict of $500 and costs was rendered against the defendants.

Included in the list of plaintiffs there were the following prominent manufacturers: Segundo Alvarez Garcia and Juan Alvarez Garcia, Antonio Allones and Co., Maximo Alvarez, Jose Menendez and Jose Alvarez (trading as J. Alvarez and Co.), Carl Behrens, Jose Bejar, Siguentes Fernandez and Co.; Juan Chao, Manuel Campos, Castaneda Havana Cigar Factories, Ltd.; Diaz y Valdes, Diaz Hermanos and Co.; Francisco E. Fonesca, the Rafael Garcia Manques; Fernandez Garcia and Co., Henerich Upmann and Co., Henry Clay and Bock & Co., Ltd., Havana Cigar Factories, Ltd., Havana Commercial Co., H. de Cabanas y Carbajal, Buado Jones, Lopez y Comp, Sucesores de Juan Lopez, Antonio Lopez Cuervo, Viuda de Rivero, Colixto Lopez y Comp, C. O. Murias and Co., Morris and Morris, J. S. Murias y Ca., Jose Otero, Posada and Lopez, Perez y Hermano, F. Rodriguez and Co., Manuel Rodriguez, Nicholas Roy y Ca., Jose del Real, Rendencion, Sociedad Anonima Fabrica de Tabacos y Cigarros, J. F. Rocha y Ca., Benito Suarez y Ca., Saavedra y Hno, Sociedad Anonima, Romeo y Julieta, Valis y Padilla, Viuda de Jose Gener and Antonio Villamil.

How Connecticut Has Tripled Shade-Grown Crop This Year.

Tremendous Expansion of New Tobacco Industry Due to Scientific Methods Employed by Men of Brains and Courage.

CONNECTICUT, the smallest of the cigar leaf tobacco producing States, now has the distinction of producing the richest tobacco crop in this country.

This is due largely to a complete revolution of the growing methods within the past ten years, whereby the most fertile fields have been placed under canvas and cultivated along scientific lines.

As a wrapper leaf tobacco producing State, Connecticut has always grown much tobacco, which readily commanded fancy prices. However, since the advent of shade-growing in that State, the tobacco crop for wrapper purposes has been wonderfully improved and correspondingly higher prices are being obtained.

The crop of shade-grown tobacco this year will be approximately 2,500,000 pounds, which is about three times that grown in Connecticut the year previous. But in spite of this tremendous gain, there will not be enough to supply the country's need, and the prices will no doubt remain firm.

The origin of growing tobacco under shade dates back a number of years and came about as the result of close observation by A. Cohn, well-known tobacco man, of New York. Mr. Cohn was interested in plantation work in Florida and observed that tobacco partially shaded produced a finer leaf for wrapper purposes than crops raised in the open fields. He caused some experiments to be made, which led to the discovery that it could be made a commercial proposition. Vast sums of money were expended in the efforts to produce a superior wrapper leaf, and much money was lost before any degree of success was attained. But success was finally achieved, and in 1900 the idea was carried into Connecticut.

Marcus L. Floyd, who had for a number of years been in the employ of the Federal Government as a tobacco expert in charge of experimental work in Georgia and Florida, was prevailed upon to associate himself with the Northern capitalists and to engage in the culture of shade-grown tobacco in Connecticut. But it was only after two years of earnest endeavor at the Connecticut Experimental Station at Poquonock, which was conducted under the direction of Mr. Floyd, that he personally engaged in the industry.

In 1902, the Connecticut Tobacco Corporation was organized, and thus was really formed the nucleus of an industry which has grown to the present immense proportions. Of course, all years have not been successful for Connecticut tobacco growers, either under shade or in the open field, but Mr. Floyd's convictions were apparently so confirmed that he continued with his work year after year until he won out.

Two Thousand Acres Under Cloth.

More than two thousand acres of tobacco are being grown under shade in Connecticut this year, of which more than 90 per cent. is in the hands of less than a dozen corporations or individual growers. These two thousand acres will produce from twelve to fourteen thousand bales this year.

It is not believed that even this large amount of wrapper leaf will have a very material effect upon the sale and use of Sumatra tobaccos, but on the other hand, it is very likely to supplant, to a larger extent than ever before, other domestic wrapper tobaccos if the tobacco turns out as good as the growers are now expecting. Present indications are very promising for a fine crop.

The fact that the Connecticut shade-growing industry is concentrating into the hands of so few, can be accounted for

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Table of Connecticut Shade-Grown Acreage.

Acres.	Name.	Location.
625	Connecticut Tobacco Corporation,	East Granby, Windsor, East Hartford.
345	American Sumatra Tobacco Co.,	Avon, Bull Run, Windsor Locks.
210	Griffin - Neuberger Tobacco Co.,	North Bloomfield.
200	Olds & Whipple,	Hartford.
150	A. & S. Hartman,	Manchester.
100	Patrick Kiefe,	Westfield, Mass.
100	Hinsdale Smith & Co.,	Feeding Hills, Mass.
95	L. B. Haas & Co.,	Hazardsville and Poquonock.
50	Kaiser & Boasberg (Buffalo),	East Windsor Hill, Conn.
50	Steane-Hartman Co.,	Poquonock.
50	Ariel Mitchelson,	Tariffville.
20	Paul Ackerly,	East Granby.
20	Cyrus Hubbard,	Sunderland, Mass.
20	W. M. Jetchin,	Simsbury.
15	A. T. Patterson,	Simsbury.
15	J. C. Cullman,	Simsbury.
15	J. W. Alsop,	Avon.
12	C. H. Eno,	Simsbury.
10	Morton Sanford,	Tariffville.
10	Harry C. Griswold,	Poquonock.
9	H. W. Adams,	North Bloomfield.
7	Geo. Mitchelson,	Tarriffville.
5	A. S. Hurlburg,	Somers.
5	S. F. Holcomb,	West Granby.
5	L. S. Elsworth,	Simsbury.
5	F. N. Arnold,	Southwick, Mass.
5	L. A. Clapp,	Haddons Station.

Of this total acreage of 2,163 acres, 2,038 acres are in Connecticut and 125 acres in Massachusetts.

Production in 1910, 4,000 bales.

Estimated production in 1911, 14,000 bales.

Gain, 10,000 bales.



EXTENSIVE SEED BEDS AT EAST GRANBY

WHERE CONNECTICUT RAISES SHADED TOBACCO



VIEW OF GRIFFIN & NEUBERGER COMPANY'S PLANTATION



HAZLEWOOD PLANTATION OF CONNECTICUT TOBACCO CORPORATION



A PART OF AMERICAN SUMATRA COMPANY'S FIELDS

Concluded from page 12.

by the high cost of equipping a plantation to grow tobacco under cloth. Individual growers of limited means have been unable to undertake it, save in a few instances.

Good Connecticut wrapper tobacco has been commanding good prices, and yet the growers declare that the industry could not survive if they were not well protected by a high duty on the imported wrapper leaf. Each succeeding year, however, is seeing a material reduction in the cost of production, as for instance, in the price of the covering, etc. Cheese cloth, which is mostly used, can be had to-day at prices 40 to 50 per cent. lower than eight or ten years ago, and inasmuch as the life of these coverings is only about two years, this cost is an important factor.

The Cost of the Canvas.

The cost of covering an acre of tobacco land with cheese cloth ranges from $120.00 to $150.00, which added to the cost of poles, wiring, etc., makes these huge tents represent a cost of probably $220.00 per acre, which is a nominal figure as compared with the cost only a few years ago.

A remarkable enthusiasm is prevalent among the Connecticut growers, and Joseph C. (Cannon) Mitchelson says he believes the time is not far distant when the Connecticut tobacco fields will really supply the wrapper leaf for cigars that are made in Cuba. He even goes so far as to say that he believes that the time will come when Connecticut will be producing a tobacco that will sell for as much at $5.00 per pound, if not more, and yet he says we cannot get along without a good stiff duty to protect them against the competition of the Sumatra tobacco.

The average person can hardly realize the growth of this shade industry during the past few years. During 1910 there were produced about four thousand bales of fine shade-grown tobacco. It is predicted, there will be produced from twelve to fourteen thousand bales this year. This comparison will give an idea of the rapid strides that have been made.

As has been said, Marcus L. Floyd is the pioneer of the movement in Connecticut, and he is also one of the leading spirits of the Connecticut Tobacco Corporation, which is the largest grower in the State, having more than 600 acres under cultivation this year. This company began operations in 1902, and met with varying degrees of success. The original capital was $115,000. After a few years' operations they found their capital so impaired that an increase was necessary, and the amount was fixed at $172,000. Then there came a turn in the tide and the stock increased rapidly in value by the growing prosperity of the country, and this year the capital was again increased. It is now placed at $1,000,000, of which $750,000 is paid in, and they have doubled the amount of land under cultivation and provisions have already been made for extending these operations to probably one thousand acres under cloth.

Mr. Floyd's Operations.

It was decided this year to establish two new plantations, one of which is known as the Hazelwood Plantation, while the other is called the Silver Lane Plantation. The company is this year building new barns at its three plantations, some of which are two hundred feet in length, an aggregated length for the barns combined of over nine thousand feet. Warehouse extensions are also in progress. The proper arrangement and designing of a warehouse is regarded by this company as vital to success in producing tobacco grown under cloth.

The Silver Lane Plantation has a total area of 300 acres under cloth and there are 215 acres under cloth on the Hazelwood Plantation, which together with their crops at East Granby make up their total of 635 acres under cloth.

Mr. Floyd has always made it a point not to force the young tobacco plants too much at the start, preferring that the earlier growth should be more gradual than what would come later, for he believes that in this way a more even growth of the plants can be procured. To use Mr. Floyd's own phraseology he says, "he thinks he has the right 'Squat' on his tobacco." Durham Floyd, a son of M. L. Floyd, is in charge of the East Granby Plantation. F. R. Riedinger is superintendent at the Hazelwood Plantation, while Mr. Floyd devotes much of his personal attention to the Silver Lane Plantation.

Other Prosperous Plantations.

Under the close personal supervision of D. A. Shaw, the operations of the American Sumatra Company, are likely to be marked by a greater success than hitherto. Mr. Shaw is also a Florida man and spent many years at Quincy—where he was the manager for the old firm of Schroeder & Bon, of New York. Later, he organized the Florida Tobacco Company, which was subsequently merged with the American Sumatra Co. Their plantations are next in importance to the Connecticut Tobacco Corporation, and their largest plantation is at Weatog, where there is every prospect of a successful crop. In addition to this plantation is their Bull Run property in Windsor Locks, which to many in the tobacco trade will be known as the Al. Graves farm. Here 120 acres have been put under cloth. They are also raising twenty-five acres in the open field, but which will be primed in the harvesting like shade grown. Altogether there are 200 acres of this farm that could be used for tobacco raising, and it is quite probable that ere long this will be covered with cloth each year. They have contracted for a number of crops outside of their own plantations, because it was late in the year when the company had finally decided to push its operations in Connecticut, and it required much energy to get as much acreage under cloth and the new tobacco into ground as they have succeeded in doing.

Up at North Bloomfield there is also a very important shade-growing industry, owned by the Griffin-Neuberger Tobacco Company, which is headed by Fred B. Griffin, of Poquonock. Associated with him is Moritz Neuberger, of the house of Heinrich Neuberger. As an organizer and director there are probably few better than Mr. Griffin. He is a highly successful tobacco grower in the open field, and his careful study and successful efforts of shade-growing in previous years indicates every success. The company owns 900 acres of choice tobacco land, and of this 210 acres are under cultivation this year. There is already every indication that on this plantation there will be a largely increased acreage by another season. The property is well equipped with tobacco barns, warehouses and other outbuildings, as well as several dwellings.

He has become thoroughly enthusiastic over growing tobacco under cloth and fully expects more extensive operations to be warranted by this year's results.

Among other noteworthy plantations are those of Olds & Whipple, A. & S. Hartman, P. Kiefe; Hinsdale Smith & Co.; L. B. Haas & Co.; Kaiser & Boasberg; Steane-Hartman Co., and Ariel Mitchelson.

By courtesy of *The Hartford Times* we are able to present herewith several interesting landscape pictures of Connecticut plantations.

Kansas City Councilmen Favor Smoking Cars.

A RESOLUTION has been introduced in the upper house of council of Kansas City, Mo., requesting the receivers of the Metropolitan Street Railway Co. of that city to permit smoking in the three rear seats of street cars when the windows are open.

An amendment to the original resolution was, however, also adopted which required that the receivers be asked to provide trailers for the use of smokers, and the resolution as finally passed would give smokers the privilege of using the last three seats in cars as well as all of the space on the trailers.

E. F. Brewster, Sr., of Brewster-Gordon & Co., extensive jobbers at Rochester, N. Y., has just completed an automobile tour of the States.

What the Warburton Tobacco Bill Means

Heaviest Tax Since the Civil War Would Be Levied If This Measure Were Adopted

(Special Correspondence.)

WASHINGTON, D. C., July 11th.

THE bill which Representative Warburton introduced in the House of Representatives on June 17th has just been printed. There is no doubt that the tobacco and cigar interests will be eager to read the first copy of Mr. Warburton's measure which proposes to tax the smoking industry heavier than it has ever been taxed since the days of the Civil War. It was Mr. Warburton's object in introducing this bill to put sugar and molasses on the free list and make the tobacco industry supply the deficit. In speaking of the bill in a letter to Chairman Underwood, the anti-tobacconist writes as follows:

"The rates of duties in the bill are the same on smoking and chewing tobacco as that contained in the law passed March 1st, 1879. The rate on snuff is 8 cents per pound higher than the law of '79 and 8 cents per pound lower than the law of 1875. The tax on cheroots and nickel cigars are the same as the law of 1879. The tax on the 10-cent and two-for-a-quarter cigar is $2.00 a thousand or 2/10c. higher a cigar than the law of 1879. On the 15-cent cigar it is $6.00 a thousand or 6/10c. higher than the law of 1879. All cigars above this amounted to $10.00 a thousand or one cent a cigar higher than the law of 1879.

"The law of 1879 was about half and not quite half of the internal revenue tax at the close of the Civil War, and that the tax on other luxuries, such as beer, is as high as the highest during the Civil War, the tax on whiskey about as high as that of the Civil War, and the duties on cotton and woolen goods about as high as that of the Civil War.

"If the bill becomes a law, we would lose about $53,000,000 in the revenue on sugar and gain about $92,000,000 on cigars and tobacco, so the net gain under the proposed law would be about $40,000,000."

The sections of Mr. Warburton's bill which relate to the tobacco and cigar industry follow:

"Sec. 3368. Upon tobacco and snuff manufactured and sold, or removed for consumption or use, there shall be levied and and collected the following taxes.

"On snuff, manufactured of tobacco or any substitute for tobacco, ground, dry, damp, pickled, scented, or otherwise, of all descriptions, when prepared for use, a tax of twenty-four cents per pound. And snuff flour, when sold or removed for use or consumption, shall be taxed as snuff and shall be put up in packages and stamped in the same manner as snuff.

"On all chewing and smoking tobacco, fine cut, Cavendish, plug, or twist, cut or granulated, of every description; on tobacco twisted by hand or reduced into a condition to be consumed, or in any manner other than the ordinary mode of drying and curing, prepared for sale or consumption, even if prepared without the use of any machine or instrument and without being pressed or sweetened; and on all fine-cut shorts and refuse scraps, clippings, cuttings, and sweepings of tobacco, a tax of sixteen cents per pound."

Sec. 3. That section thirty three hundred and ninety-four of the Revised Statutes of the United States, as amended by the Act of August fifth, nineteen hundred and nine, entitled "An Act to provide revenue, equalize duties, and encourage the industries of the United States, and for other purposes," be, and the same is hereby, amended to read as follows:

"Sec. 3394. Upon cigars and cigarettes which shall be manufactured and sold, or removed for consumption or sale, there shall be assessed and collected the following taxes, to be paid by the manufacturer thereof: On cigars of all descriptions made of tobacco or any substitute therefor and weighing more than three pounds per thousand, six dollars per thousand; on cigars made of tobacco or any substitute therefor and weighing not more than three pounds, one dollar and fifty cents per thousand; on cigars made of tobacco or any substitute therefor and weighing more than three pounds and of the wholesale value or manufactured to be sold at the wholesale price of not less than forty dollars per thousand and not more than one hundred and ten dollars per thousand there shall be assessed and collected as taxes eight dollars per thousand; on cigars of all kinds made of tobacco or any substitute therefor and weighing more than three pounds and of the wholesale value or manufactured to be sold for the wholesale price of not less than one hundred and ten dollars per thousand and not more than one hundred and sixty dollars per thousand there shall be assessed and collected as taxes twelve dollars per thousand; on cigars made of tobacco or any substitute therefor and weighing more than three pounds and of the wholesale value of or manufactured to be sold for the wholesale price of more than one hundred and sixty dollars per thousand there shall be assessed and collected as taxes sixteen dollars per thousand; on cigarettes weighing more than three pounds per thousand there shall be assessed and collected as taxes seven dollars and fifty cents per thousand; on cigarettes made of tobacco or any substitute therefor and weighing not more than three pounds per thousand there shall be assessed and collected as taxes two dollars and seventy-five cents per thousand: Provided, That all rolls of tobacco or any substitute therefor wrapped with tobacco shall be classed as cigars, and all rolls of tobacco or any substitute therefor wrapped in paper or any substance other than tobacco shall be classed as cigarettes.

"And the Commissioner of Internal Revenue, with the approval of the Secretary of the Treasury, shall provide dies and stamps for cigars such as made necessary by the provisions of this Act, and for cigarettes at the rate of the tax imposed by this section: Provided, That such stamps shall be in denominations such as many be necessary for the carrying into effect the provisions of this Act; and the laws and regulations governing the packing and removal for sale of cigarettes and the affixing and canceling of the stamps on the packages thereof shall apply to cigars weighing not more than three pounds per thousand.

"No packages of manufactured tobacco, snuff, cigars, or cigarettes prescribed by law shall be permitted to have packed in or attached to or connected with them nor affixed to, branded, stamped, marked, written, or printed upon them any paper, certificate, or instrument purporting to be or represent a ticket, chance, share, or interest in or dependent upon the event of a lottery, nor any indecent or immoral picture, representation, print, or words; and any violations of the provisions of this paragraph shall subject the offender to the penalties and punishment provided by section thirty-four hundred and fifty-six of the Revised Statutes."

Mr. Gross Joins Shaw Factories.

S. H. GROSS, of New York City, has just joined the organization of the Emmett Shaw Cigar Co., of Atlanta, Ga., and will have entire charge of the offices of that company. The Shaw Co. operate three factories located at Port Gaines, Ga., Cordele, Ga., and Pensacola, Fla., and employ at present 75 cigarmakers, although arrangements are being made for an addition of many more hands.

At present Mr. Gross is covering Alabama and Tennessee with three live salesmen, and the reports that they are sending in are most favorable. The entire output has been sold, and their factories are about 100,000 cigars behind in their orders. The Shaw Company have plantations in Georgia and Florida, and grow most of the tobacco which they use in their cigars. They have the utmost confidence in Georgia-grown tobacco and believe that it has a great future.

Oakland (Cal.) Jobbers Make Agreement.

A GENTLEMEN'S agreement has been entered into among several jobbers of Oakland, Cal. They met some days ago at the store of Chas. Besthorn and agreed to discontinue cutting on tobacco and chewing gums and to sell in the future only on a uniform basis. The following were among those who entered into the arrangement: Chas. Besthorn, H. & S. Bercovich, R. Kurzel and H. Sutcliff.



WHY is it that these crank doctors will not let us peaceable smokers alone? I notice that there is always some wiseacre rushing into print and delivering himself of a philippic against the evils of smoking. The latest practitioner to get into the limelight is Dr. William F. Waugh, of Chicago, who in the current issue of the *Medical Journal* dilates as follows:

"Tobacco is a heart sedative, and the fact that many hearts learn to accommodate themselves to the burden and continue apparently normal functionation for many years, despite the heart poison, does not alter the fact that it is a poison. The cases are exceptional in which the heart that endures tobacco and whiskey for fifty years would not have gone on for twenty years more without them. The exceptional cases where tobacco is beneficial are pathological, and it should be prescribed by the physician like any other drug."

Just what brands of cigars and tobacco Dr. Waugh would prescribe it is difficult to imagine, but I would suggest that some of our enterprising manufacturers mail him sample boxes of their best brands and ask for testimonials. You might win the doctor in that way!

* * *

It is interesting to observe how much newspaper space is being given just now to the death of Mrs. Carrie Nation, the woman I mean who went about with a hatchet, smashing saloon windows and the beautiful mirrors which are wont to adorn the bars of certain palatial gin mills.

But Mrs. Nation was not an enemy of John Barleycorn alone. She had an unutterable detestation for cigarettes, cigars and pipes One of her favorite stunts was to halt men and boys on the street and to entreat them to quit smoking, always throwing in a plentiful lot of warnings and imprecations on the dreadful tobacco habit. Sometimes she would knock a cigarette from a boy's hand. Gradually the Nation woman's antics became quite unbearable and the police had frequently to make her their guest, until her paroxysms subsided. Her intemperance of speech, action and manner were oftentimes worse than that of the drunkard, and always worse than that of the man who was quietly smoking his cigar or pipe. This gradually underminded Mrs. Nation's influence and caused her to become considered a nuisance.

Doubtless she was a good woman at heart but her relations were compelled to leave her to her own devices. Gradually she became a wanderer, her mind doubtless being impaired by her fanatical zeal.

I was talking to a well-known pipe repairer in New York the other day in regard to the increasing use of meerschaum, when he told me a very amusing incident. "A young chap," he said, "came in here last week with a beautifully colored meerschaum and told me complainingly that his pipe was ruined by tobacco smoke, asking me if I could remove the color and make the pipe white by boiling it. I thought he was joking, but finally concluded that I was actually talking to a smoker who had no conception of the generations who had burned their tongues and parched their throats to get their meerschaums into the condition such as his. Finally, I convinced him of the true state of affairs and he left his pipe with me, not to be made immaculate once more, but to be boiled until the color was permanently 'set.'

"I suppose that this is the kind of people," the pipe man moodily concluded, "who want to have all the weathered bronze statues in the park scrubbed and polished until they shine like brass."

* * *

A well-known business man, whose health had been seriously impaired by overwork and whose nerves were on the ragged edge, called upon my physician the other day for treatment. The wise "Doc," noting that his digestion and nerves were broken, prescribed a rigid course of diet and exercise, laying special emphasis on what he should eat and solemnly advising him to smoke only one cigar a day.

The business man promised to follow the doctor's directions implicitly and two weeks later turned up looking decidedly improved.

"Well, how do you feel?" asked the doctor. "Pretty good, Doc," he replied. "I have lived up to your directions to the letter. I could stand the cutting of meats and booze, but that one cigar a day nearly knocked me out."

"Why, you should not mind that," replied the curer.

"Well, you see, Doc," replied the patient, "I never smoked before."

* * *

A Southern darkey noting a pickaninny shooting snipes in the gutter and puffing a cigarette began to reprimand him:

"Chile, why are you smoking? Don't you know you will never grow to be an ole man if you smoke?"

"Why," replied the smiling smoker, "how old are you, Uncle Rastus?"

"I am 68, chile."

"Don't you ever smoke?"

"Why, yes, I smoke a pipe."

"Well, how is it that you're an ole man?"

"Well, you see, chile," replied the darkey, "if I hadn't smoked, I would be twice as old."

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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EDITORIAL.

Do You Read Everything You Should?

The importance of reading advertisements, in order to keep posted on the trend of business, cannot be emphasized too strongly. Any merchant or manufacturer who believes that he can ignore the advertising pages of a newspaper, magazine or trade journal, is blind to his own good.

In every up-to-date cigar or tobacco establishment nowadays, whether it be retail store, jobbing house or factory, the live-wire man of the business can be found studiously reading every piece of business literature he can obtain.

In every publication, the advertising pages form an essential part. But this is particularly true of a trade journal whose advertising pages are a constant source of information to its readers. Trade journal advertisements are meant to reflect the personality of the advertiser and his goods, and many of them contain actual news matter which every live merchant should know.

Illustrating this, we might mention an incident of a recent visit of an author to the home of a wealthy friend, one of the country's captains of industries. He found the business man in his library surrounded by piles of newspapers and magazines. "Do you read all these?" asked the author. "I read what you write," responded the Captain of Industry, "and, of course, the leading news of the day; but outside of this I read principally the advertisements. A man of my position cannot keep abreast of the times without reading the advertisements. They hold the news of the industrial world. They tell him of the last trend of inventions and advanced business thought. There is a guarantee, in my mind, to every advertisement; the man who has enough confidence in his goods to advertise them boldly is the man who appeals to me."

Expansion of the Shade-Grown Industry.

The tremendous development of a comparatively new phase of tobacco culture in this country is graphically shown in the special article published in this issue treating on the Connecticut shade-grown tobacco industry.

Every one connected with the cigar trade will find much of interest in the expansion of this home industry. Ten years ago, when experimental farms were started in Connecticut to raise tobacco under cloth, the idea was scoffed at, and it was freely predicted that the venture would fail. But the past few years have proven that this country can use every pound of Connecticut shade-grown and is glad to get it. Pioneers in this movement have seen their dreams realized threefold, and it is confidently predicted that each passing year will see a further development.

Much of the credit for the expansion of this enterprise is due to Marcus L. Floyd, under whose direction the first tobacco was grown under cloth in 1900. Mr. Floyd brought to the work his ripe experience, obtained while conducting Government experimental work in Florida, and he was well equipped to undertake the new problem. Backed by ample capital and a determined set of men who believed in the future of their undertaking, Mr. Floyd has pioneered the way most successfully. At first, there was a natural prejudice against using shade-grown tobacco as wrappers, but gradually this has been overcome with the improvement of the leaf and a final recognition of its worth.

While there is no doubt that Connecticut shade-grown leaf will be used in increasing quantities each year, no one would venture to predict that it will eventually displace Sumatra. Statisticians tell us that the cigar manufacturing industry of the world consumes about 150,000 bales of wrapper tobacco each year, and there is not enough acreage in Connecticut adapted to raising tobacco to produce more than a fractional part of this quantity. The Sumatra leaf will always be in demand, but it has a new rival which is fast gaining in favor.

No More United Stores For the Present.

The point raised by a Cleveland druggist and enforced by Attorney General Wickersham, that the United Cigar Stores Co. could not extend their business by opening any new stores pending a readjustment of its affairs under the direction of the courts, seems to have been well taken.

The promptness with which the Government took up this matter, and the equal promptness with which the United Company acquiesced, leaves no doubt as to the validity of the objection, and also serves to emphasize the spirit which is likely to mark the dealings in the future between the Government and the defendant company. All that seems necessary now in these days of chastised behavior, is to have the legal side clearly set forth and obedience is forthcoming.

Opening of More United Stores Halted.

Cleveland Druggist Raises Point Which is Enforced by Attorney General Wickersham.

(Special Dispatch to The Tobacco World.)

CLEVELAND, OHIO, July 12th.

CLIFTON M. RAWLINS, druggist at 5507 Euclid avenue, was the first man in the country to ask the Federal Government at Washington to interpose and compel subsidiary companies of the American Tobacco Company to cease their business aggression as was ordered in the recent decision of the Supreme Court.

As a result Attorney General Wickersham has taken up the matter with the legal department of the United Cigar Stores Co., and prevented the opening of a new stand at Euclid avenue and East Fifty-fifth street.

Arrangements had been made weeks ago by the United Cigar Stores Co. to open a store at Euclid avenue and East Fifty-fifth street, and the work of fitting up the place was well under way when the Supreme Court decision was announced. Reading the decision, Mr. Rawlins found it contained the statement that, pending the dissolution of the American Tobacco Co., that corporation and the others which it controlled were not to enlarge their business activities or extend their operations.

Mr. Rawlins placed his construction of the law in the hands of Attorney J. Sharp Maxwell, who called the attention of District Attorney U. G. Denman to the question involved. Mr. Denman submitted the question to the Department of Justice.

Attorney General Wickersham ruled that the opening of the proposed new store is absolutely a violation of both the wording and the intention of the decision of the Supreme Court. He reported he had submitted the facts to F. P. Stroud, counsel for the United Cigar Stores Co. at New York, with the information that the department is not willing that the instructions of the Court should be disregarded, and if the company persists in the plan for opening the new store, the Government will apply to the United States Circuit Court in Ohio for writ of injunction to stop the plan. Stroud promptly informed the Department of Justice his company will not open the proposed store, but will abide by the ruling of the Court.

The United Cigar Stores Co. had also planned to open a new store in the old First National Bank Building on Euclid avenue, now partly occupied by the Delmont restaurant. About the time the letter from Attorney General Wickersham was received, the sign announcing the opening of the new store was taken down, and a "for rent" sign is now in the window.

The cigar company had also planned to reserve space in the proposed new interurban terminal depot building for an extensive place of business when that structure is completed. The six months' time for the dissolution of the tobacco company will expire long before the terminal building is completed, and it may be possible, under the new plan adopted, to occupy that space. It may also be possible for the company to have other stores in other parts of the city when the new plans for handling business after the dissolution have been completed.

Thunder Storms Rip Tobacco Tents.

A HEAVY thunder shower followed by a steady downpour of rain and a high wind, did considerable damage to the tobacco plantation of the shade-grown variety on the Suffield Plains of the Connecticut Valley, on July 7th. The cloth was torn from the framework in strips of a hundred feet at a time and several trees were struck by lightning. The tobacco plants did not suffer much, however, and rain was badly needed.

Fire Destroys Mazer Co. Cigar Factory at Detroit.

(Special Dispatch to The Tobacco World.)

DETROIT, MICH., July 13, 1911.

FIRE which started in the neighborhood spread to the Mazer Cigar Co.'s factory building last night, and before it could be checked, entirely destroyed the plant.

Although it is impossible to-day to ascertain the full extent of the losses, it is estimated that the Mazer Co. suffered $90,000 in their building and equipment and about $15,000 in stock, all of which is well covered by insurance.

Immediately following the fire, temporary offices were opened at the residence of Harry Mazer, 842 Beaubien street, where the correspondence and office work will be conducted while the firm is looking for a new factory. If suitable quarters can be obtained, work could be resumed within ten days. New molds and other equipment have been ordered, and a supply of leaf has been obtained. Fortunately, the Mazer Co. has a big supply of labels and boxes in the hands of their boxmaker, and will not be hindered on that score, from resuming promptly.

The Mazer Co. is regarded as one of Detroit's most active and promising concerns. They have been featuring lately their "La Cavalerie" brand of five cent cigars, which have an extensive sale in the Middle West.

Lancaster Leaf Men Protest Cantrill Bill.

Leaf Tobacco Board of Trade Condemns Congressman's Plans for Special Reports.

AT a special meeting of the Lancaster Leaf Tobacco Board of Trade, held on the 6th inst., to consider the Cantrill Bill the following resolution was unanimously adopted:

"Whereas: A bill requiring leaf dealers to specify the exact type of tobacco and report separately by type the amount of tobacco owned or in the possession of said dealers, manufacturers or persons, has been introduced in Congress and,

Whereas: Dealers in leaf tobacco in the various tobacco growing States are now complying with the revenue laws which require quarterly reports from each of such districts, from which the Government can determine the various types which this bill provides shall be specified, therefore be it

Resolved: That in our judgment no additional information could be obtained for the benefit of the revenue department but could only accrue to the interest of individual tobacco dealers, firms, corporations or trusts and be it further

Resolved: That we hereby enter our protest against such legislation and ask that the National Cigar Leaf Tobacco Association take such action as in their judgment may be necessary to prevent the passage of said bill and be it further

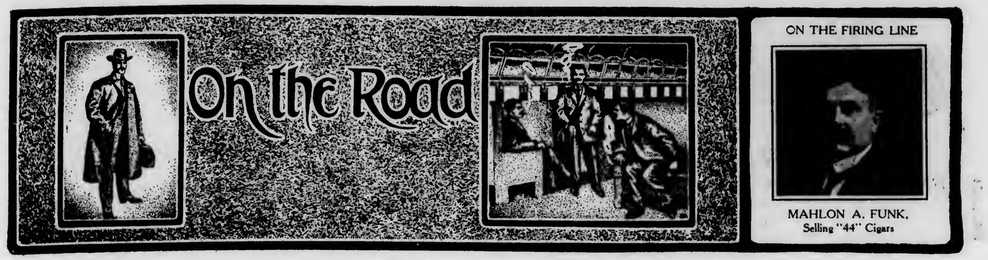
Resolved: That a copy of this resolution be mailed to our Congressman, Hon. W. W. Griest, whereby he shall be informed of our desires in the premises.

Representative Cantrill, of Kentucky, on April 25th, introduced a bill to Congress entitled "A bill Authorizing the Director of Census to collect and publish additional statistics."

The bill provides as follows:

"That in making said reports the Director of the Census must specify the exact type of tobacco and report separately by type the amount of tobacco owned or in the possession of said dealers, manufacturers, or persons."

"That any dealer, manufacturer, or person, other than the original grower of tobacco, failing to report by type of tobacco the amount of tobacco owned or held by him upon the written demand of the Director of the Census within thirty days from the receipt of said demand shall be fined not less than three hundred dollars nor more than one thousand dollars. Any dealer, manufacturer, or person, other than the original grower of tobacco, failing to report by type of tobacco the amount of tobacco owned by him upon the second written demand of the Director of the Census shall be imprisoned for not less than thirty days nor more than six months."



Funk's Fourteen Years in "44" Service.

MAHLON A. FUNK has rounded up fourteen years of active service with the "44" Cigar Co., Philadelphia, and during the same length of time he has been persistently and consistently exploiting the merits of the "44" cigar. He was the first salesman who ever presented the "44" cigar to the trade and continued in that capacity until a year or more ago when he was made sales manager. More recently, and in further recognition of his diligent efforts, he was also elected secretary of the "44" Cigar Company.

During his connection with this firm Mr. Funk not only made the acquaintance of the trade generally in Philadelphia, but a diversified territory covering many States, where he is intimately acquainted with all the principal dealers, and his name has been inscribed in the book of successful men.

Richard W. Edwards, who is making things hum on the "Roig" lines in the Northwest, reports that W. S. Conrad Co., who are distributors for these cigars in Minneapolis, St. Paul and the Northwest territory, have taken hold of the proposition in good shape. Samples of the entire "Roig" line are in the hands of the entire Conrad organization, and from now on Mr. Edwards looks for big doings.

P. S. Lorie, representing A. S. Valentine & Son, of Philadelphia, recently returned to his headquarters at Kansas City from a trip through the North and West, and is now off on a short vacation.

The "Pastora" cigar of the San Telmo Cigar Mfg. Co. was given a substantial boost in Milwaukee recently, when the trade there was visited by Fred C. Mitchel, representing the factory.

Sol. S. Jacobs, with the Shields-Wertheim Co., of Cleveland, recently visited the Pacific Coast and is now touring through the Northwest in the interest of the "La Samarita" cigar.

Theo. Jax, an active salesman with Wiggenhorn Bros., of Watertown, Wis., has returned from a short vacation spent with relatives in the State.

E. T. Theobald, representing the Coraza Co., of Milwaukee, was in St. Paul this week calling on the trade with excellent results.

A. Updyke, with M. Melachrino & Co., New York cigarette manufacturers, made a flying trip through New York State last week.

Sig. Mayer, representing F. Lozano, Son & Co., was a recent visitor in Milwaukee.

R. Pattison, representing Rohde & Co., of Cincinnati, who covers the Northwestern territory, has placed the firm's "Lygia" cigar with the Yabr & Lange Drug Co., of Milwaukee.

J. P. Given, with M. Melachrino & Co., of New York, has been installing some very attractive window displays on the "Non Plus Ultra" cigarettes in Washington, D. C.

Irving Halpern was recently making the rounds of the trade in Cincinnati in behalf of Carlos, Fernandez & Co., Manila cigar importers, of New York.

Ed. L. Hall, formerly representing the Eitel & Cassebohm Co., Louisville, has joined the sales force of the Shields-Wertheim Co., of Cleveland.

Henry Loverich, of the road force of S. Bachman & Co., San Francisco, has been spending a well earned vacation at Los Angeles.

Julius Weiss has been showing a new line of briar pipes to the New England trade for the factory of Kauffman Bros. & Bondy.

E. R. Singleton, with the Cayey-Caguas Tobacco Co., who is now on a Western trip, last week visited the trade at St. Louis.

H. S. Michael, with the Cayey-Caguas Tobacco Co., of New York, spent several days in Pittsburgh last week.

M. B. Jacobs, representing John J. Bagley & Co, of Detroit, recently visited the Boston trade.

O. L. Myers, of the "44" Cigar Co., Philadelphia, recently visited the Buffalo trade.

R. V. Morrison was a recent visitor in Milwaukee in the interest of the Cayey-Caguas Tobacco Co.

Henry Reisenberg, with the S. R. Moss Cigar Co., of Lancaster, Pa., is now touring the Northwest.

C. L. Weaver, member of the selling staff of Deisel-Wemmer Co., of Lima, O., recently visited Cleveland.

Bill Musselman, representing Luckett, Luchs & Lipscomb, of Philadelphia, was recently in Denver, Colo.

W. P. Bushell, representing E. M. Schwarz & Jose Lovera Co., has been covering New York State.

I. Hess, with A. Santaella y Ca., recently reached Portland, Ore., on a tour through the Northwest.

Eugene Stoltz, traveling for A. L. & M. L. Kauffman, of New York, was a late Milwaukee visitor.

PROBLEMS of the RETAILER

The Value of Window Trimming.

THE properly used show window is the best advertising medium within the reach of the retailer and yet, curiously enough, it seems to be the least appreciated of all the means he uses. His show window is the best medium, because it will sell goods for him at a less percentage of cost than any other means at his command. It is the least appreciated because of the fact that it is so very generally neglected. Many merchants engaged in the retail business have not yet learned its value. Many think it is merely a space which must be filled up with something—it does not matter what or how. That is all wrong.

You have never yet seen a successful department store that did not appreciate the window space at its command, and which is not making constant effort to increase it. If you doubt the belief in window space by the department store proprietor and try to rent from him some window space, you will certainly soon get a larger idea of its value. The big store even goes to the length of employing an artist who spends all his time and thought in getting up and executing attractive window displays. And these windows sell goods enough to make the window and his big salary a good investment.

The advertising agent of any local opera house knows the value of show windows, for he is willing to exchange seats worth money for the privilege of hanging his lithographs in your window, and it could hardly be conceived that he would be willing to do so unless your window had a real value to him—and if to him, why not to you?

The real potential value of a show window lies in the number of people who will pass it within a given space of time. Its value may be computed on the same basis as that used for the computation of the value of any other means of publicity. Magazines charge so much a line per thousand circulation. If you buy space in the pages of a magazine you pay for the privilege of exhibiting your announcement in a place where a given number of people will pass. It is up to you to make good your announcement in such a manner that these people, or a goodly number of them, will stop to see what you have to say. It is just the same with your show window. No matter what your location, there will be about so many people pass your window each day, and it is your task to make that window catch and hold their attention to such an extent that some of them will feel a want for what you have to offer.

A glaring case of the wanton waste of a show window came to my notice a few days since. A very prominent building was torn down to make room for a larger and more modern structure. The location was a corner easily one of the most prominent in the city, which was one of some 400,000 inhabitants. Thousands of people passed the place every hour. The daily papers had given a vast amount of publicity to the fact that the building was to come down, and to the fact that all the merchants doing business therein would be compelled to move. The fact that some of them—mentioned by name—would sell off their stocks and retire was also commented upon. One of the retiring merchants was a dealer in men's furnishings, and having a big stock he made very material reductions in his prices to effect a quick sale. His windows were a magnificent means for effecting his purpose, and yet he deliberately threw away the chance.

This man actually covered his windows with a large canvas monstrosity of a sign done in black and red, announcing the fact that he was closing out—a fact that everybody knew. So deserted and bare did the thing make the store appear that he had to put signs on the door announcing that the place was still open for business, for many people glanced at the place and took it for granted that the place was already closed. By a proper use of his windows, this merchant could have sold three stocks the size of the one he had, yet he wasted the chance through his lack of appreciation of the show window as a sales maker.

There is one more point. Do not expect a window display to sell goods indefinitely. Those who pass your place will get tired of seeing the same thing day after day. Give them something new to look at once in a while. Let them get into the habit of looking to see what you are going to offer them next. Sooner or later you will catch the fancy of the regular gazer, and sell him something. If your offerings are made on the basis of attractive prices, make the price a part of the display. In most cases it is well to do this anyway, as the combination of the article and the price together sometimes makes an irresistible combination to the vagrant fancy of the window gazer.

Window Bulletin Suggestions

We suggest an idea to our readers for a display card for a window something similar to those previously mentioned, and which ought to stagger, figuratively, every passer by—but only for a moment, though, as he will certainly "come to" in order to read the rest of the card, which follows:

YOU LIE

Down after you have had your dinner and smoke one of our celebrated "TENCENTIA" CIGARS and you will be a most contented and happy

MAN!

9c. each. 3 for 25c.

Of course, the wording can be changed to conform to your ideas and brands, but please be careful to not make it too strong—you can undoubtedly make it fit your wants. However, it will be well to follow the general idea and display closely.

THIS

IS 5c. STRAIGHT

SMOKE ONE AND THEN YOU'LL KNOW WHY WE CANNOT SELL THEM

6 FOR 25c.

$5 A HUNDRED

John Cochrane has purchased the Regal Cigar Store, at 1507 11th avenue, Altoona, Pa., from R. E. Welsh.

What Makes a Store Succeed.

THERE is but one meaning to a successful store, and that is, satisfied customers. But what makes a store succeed is a problem which hundreds of dealers have battled with for years. They have probably read of numerous plans on such subjects as "How to Improve a Retail Business, Making Larger Profits, Increasing Sales, Cutting Expenses and Other Details Applicable to Business Life," and yet a large proportion of the very ones who need such information either turn a deaf ear and decide that it does not apply to them, or are so deep in the rut that they cannot see from any other point of view than their own, and keep plodding along in the same old way, year after year; or, if they do attempt to adopt an idea suggested they forget the very important and necessary feature of importing their own ginger, their own enthusiasm and their own application in working out the idea.

There never was a time when a merchant had the present day advantages in literature covering any and all branches of merchandising. Today, trade journals impart information and ideas of the most valuable sort, and most of which is known to have been successful with some other concern. It is certainly self-evident and necessary that one should keep in touch with things going on around them, but this is not all. Too many are in the habit of just copying mechanically the ideas of others.

The live dealer must be able to exercise some judgment as to how much and what to copy after and endeavor to improve upon. If it were not for originality the fellows who only copy would soon be out of business. That a store is made prosperous by satisfied customers does not mean that it must sell or buy goods at a less price than its competitor. The first important point to consider is keeping a stock of reliable merchandise desired by the customers of the store. Let it be a byword of your customers that they can always find what they want in your store. This does not mean that you must have a great quantity of each item in stock, for you will be excused in the minds of your customers if you do not have a large quantity of any article they may want to purchase, but you will not be excused if you do not have it at all.

The second important point is to handle reliable goods. Let it be a household word among your customers that you handle merchandise which has merit back of it, and whatever you do, never get it into your head that people don't know. You might fool them once, but you would pay a high price for your joke.

What about your sales people? Do they treat your customers with the same courtesy when they buy little as when they buy much? Do your clerks give short or snappy answers to a poor person, and are their actions generally somewhat like a slot machine? Surely such a condition would not exist with your knowledge. But you should make it your business to find out.

Your advertisement is next in line for your attention. It should consist of a plain statement of facts and is far better when conducted with persistent regularity and care taken not to use exaggerated statements, and by all means using the truth and truth only.

Bright, catchy and often changed window displays retain the interest of your regular customers and bring you new ones. Prompt and neat delivery of goods to your customers will also afford them a pleasing and lasting remembrance of your store.

With all these borne well in mind, with proper financial management, there is no reasonable excuse why a retailer should not be a prosperous merchant no matter where the store is located, nor how big or small.

C. C. Snider, a widely known tobacconist, of Birmingham, Ala., recently purchased a beautiful home at 909 S. 21st street.

Late Retail Bulletins

J. H. Whitley, of Walla Walla, recently purchased the cigar store of Ed. White, at Freewater, Ore., which was sold by the sheriff.

The Bull City Cigar Co., with a capital of $500 has been started at Durham, N. C., by J. H. Stone, Jr., B. W. Harris, W. J. Berry and others.

G. F. Cushman, Fred. B. Ricker, A. B. Ricker and F. C. McLaughlin, all of Portland, Me., recently incorporated the Ricker Cigar Co., with a capital of $10,000.

P. Buchanan's cigar store, at 952 Twenty-fourth street, Oakland, Cal., was recently robbed of a quantity of cigars, cigarettes, etc., amounting to about $16.00.

The stock of the retail cigar store of W. F. Johnson, at Peoria, Ill., was recently destroyed by fire. The blaze started from an unknown cause in a pile of empty boxes.

John Kula, who had been operating the cigar stand in the Hotel Nigey, at Mandan, N. D., recently sold the premises and left unceremoniously for parts unknown to his creditors.

Joseph I. Lang, a veteran cigar man, has, after several months' retirement from the business again entered the trade, and recently opened a store at 30 West State street, Olean, N. Y.

The cigar store of Lewis Clark, on Main street, New Britain, Conn., has been attached by his mother for $600.00 and by Rudolph Simons, another relative for $300.00.

James C. Terrett, who has for twenty years been engaged in the cigar business is opening a new store at 138 State street, Springfield, Mass. Fixtures of an up-to-date style have been installed.

P. S. Schultz, manager of the cigar stand in the St. Charles Hotel, New Orleans, La., has gone on an extended vacation trip through Texas and Mexico, it being his first good outing in several years.

The Saratoga Cigar Stores Co., of Peoria, Ill., has been incorporated with a capital of $10,000 to do a general cigar and tobacco business. The incorporators were A. B. McGill, Jean White McGill and B. Frank Brown.

The "Smokery" is the name of a new store opened on July 3rd, on Eleventh street, Altoona, Pa., under the management of W. G. Anderson. The store, which is at 1321 Eleventh street, is one of the finest in that city.

The Rex Cigar Co., of Des Monies, Ia., is in litigation with the Federal Electric Co., as the result of installing some electrical sign work. In the original trial of the case a verdict was rendered in favor of the Electro Co., but the Rex Co., has asked for a retrial.

Burglars recently forced an entrance through the front door to the store of Block & Co., at 780 Broad street, Newark, N. J., and removed the contents of the cash drawer. They did their work quickly and effectively and made good their escape without leaving a tangible clue to their possible identity.

The cigar dealers of Springfield, Mo., have been planning to close their stores on Sunday afternoons by a mutual agreement, but it has been found that the movement was not as mutual as was hoped for, because some of the south side dealers declined to join in the movement and the project has been abandoned.

all that's new with JOBBERS and DISTRIBUTORS

Activities With Rothenberg & Schloss.

ROTHENBERG & SCHLOSS, Kansas City, Mo., have lately been more than ordinarily active. After returning from a visit to the Southwest Cigar Co. at Dallas, Texas, a short time ago, Al. Rothenberg, of the firm, left at once to visit the Denver branch house. He is contemplating to leave almost any time now for Charlevoix, Mich., where he will spend some time with his family.

In the pipe department business has also been pushed progressively. Manager Julius Moch recently covered Oklahoma, and Julius Stern, also of that department, has just completed a four weeks' tour among the trade.

A few minor changes have been made in their local stores. Otto Aronstein, formerly at the Eighth and Grand streets store in Kansas City, has been transferred to their St. Joseph store, and Frank Gehring was brought from St. Joseph to the Kansas City store.

Minneapolis Jobbers Abandon Their Association.

THE Cigar and Tobacco Jobbers' Association of Minneapolis has decided to dissolve, after having distributed pro rata to the members the cash remaining in the hands of the treasurer. The association has been in existence two years and for a comparatively short time had conducted a credit department which promised to be quite helpful. But dissension arose among the members and it was decided to let the association die.

In order to maintain a credit system, the various firms who had been interested in the association, agreed to place the affairs in the hands of a competent lawyer. Those participating in this movement will share the expense of maintaining the bureau.

Good Business Reported in Seattle.

ACCORDING to C. W. Scheuch, manager of the cigar department of Schwabacher Bros. & Co., of Seattle, Wash., the cigar and tobacco business during the first six months of this year is considerably ahead of the corresponding period of 1910. In addition to the general staple lines carried by this firm they have also been specializing in several instances, noticeably on the "Lovera Miniatures." These goods are put up in packages of five, retailing at twenty-five cents, and Manager Scheuch declares that 25,000 packages have been sold without soliciting an order.

Wm. A. Stickney, the prominent St. Louis cigar jobber, is leaving this week to spend the summer months with his family at Lake Placid, N. Y. Before leaving he had a conference with Emmet O'Maley, manager of the Kansas City branch of the Stickney house, who spent a few days at the St. Louis headquarters en route to the East to attend the Elks Convention at Atlantic City. Jack Ryan has joined the city sales force of the Stickney Company.

An Order for a Million "El Roi Tans".

ONE of the biggest orders recently placed in jobbing circles was that which the Stone-Ordean-Wells Co. filed with David H. Cargill, district salesman for Seidenberg & Co., for 1,000,000 "El Roi Tan" cigars. Although this brand was taken on only a little more than a year ago by this jobbing house, its sale has proven phenomenal in the Northwest territory. The Stone-Ordean-Wells Co. have an excellent organization for the distribution of their cigar products, having six branch houses, extending from Minnesota to Montana.

Louis Deschler's Store Burglarized.

THE cigar establishment of Louis G. Deschler, 101 North Pennsylvania street, Indianapolis, Ind., was mysteriously robbed on July 1st, when $465 were obtained.

The street door to the store was opened with a key, and even the safe in the store was no serious obstacle to the work of the burglar, who also opened a strong box on the inside of the safe without breaking it. $415 in cash and $50 in checks were extracted. Upon leaving the premises, the burglar again locked the street door. The matter has been reported to the police who are very reticent about the case, but they expect to solve the mystery.

Parker-Gordon Company Progressing.

SUBSTANTIAL progress is being made by the Parker-Gordon Cigar Co. of St. Louis. Pawhatan G. Gordon, vice-president of the company, recently visited St. Joseph and other places, at which points the firm is building up quite a nice business. They have just secured the services of Oscar A. Engelhardt, as a city salesman. Mr. Engelhardt was formerly with W. A. Stickney Cigar Co. They have also engaged Conrad Meisel on their city sales staff. Mr. Meisel was for more than thirty years with the Peter Hauptmann Tobacco Co.

Good Business With Baltimore Jobbing House.

ACCORDING to a statement made by E. S. Rouse, who is in charge of the cigar department of Hopper, McGaw & Co., of Baltimore, that house is this season smashing all previous records. Their trade during May and June was larger than ever before. They are strongly featuring the product of Carl Upmann, New York, "La Verdad," Simon Batt & Co., New York, "Webster" of Y. Pendas & Alvarez, and "La Sinceridad" of Gonzales, Fisher & Co., Chicago, Ill.

Selling "Prefect" Cigars in St. Louis.

THE "Prefect" cigar, which is among the newest creations of the S. R. Moss Cigar Co., of Lancaster, Pa., is now being actively sold in St. Louis. The Apte Cigar Co., has the distributing agency there and are placing them generally with the retail dealers of that city. The "Prefect" is a nickel cigar put up in tin cans and boxes.

Change in Kansas City Jobbing House.

QUITE an important change was recently made in the jobbing firm of Hershberger & Rosenthal, when J. H. Rosenthal sold his interest in the business to Harry B. Sloan.

Mr. Sloan was formerly engaged in the wholesale grocery business in Cleveland, O., previous to which he had been manager of the Western Grocery Co., in Kansas City.

Mr. Rosenthal is now visiting relatives in his old home, Memphis, Tenn.

Distributing Nolan Goods in Washington.

G. W. COCHRANE & CO., wholesale dealers and jobbers, at Washington, D. C., have taken the distributing agency for that territory on the "Waldorf" cigar, made by H. C. Nolan & Co., of Philadelphia. The brand has just been placed in stock and not sufficient time has yet elapsed to make any predictions, but its rapid sale in other sections presage equally good results at the Capital.

As an impetus to introduce their new five-cent cigar, the "Bank Note," Clarence Hirschhorn & Co., the Chicago distributors, are offering to retailers a fine humidor, gratis, with each 1000 cigars. Another advertising scheme which is being worked successfully is the distribution of certificates entitling the holder to one "Bank Note" cigar upon presentation to any dealer. The "Bank Notes" are made by the United Cigar Manufacturers' Co., who believe that they have an excellent proposition in this brand.

The Geo. A. Voige Cigar Co., of Cincinnati, have been dispensing a novel package of cigars, which was made up for them by the Rigby-Scheafer Cigar Co., of Dayton, O., in the form of a stein. Although made entirely of wood the package is artistically decorated in a variety of styles. The goods are retailed at five cents each and are proving quite an attraction.

There seems to be a dearth of Rosenthal Bros. (New York) "R. B." cigars at Portland, Ore., where the Hart Cigar Co. recently received a consignment of 150,000, and within a short time had made shipment of them all. It is said that they were unable to get them fast enough.

W. B. Schollian has leased a store at the corner of Park avenue and Bluff street, Waterloo, Ia., and will vacate his former premises in the Irving House Block. The new premises will be used for wholesale business only. No new location has yet been procured for a retail stand.

The large shipments of Hilbronner & Jacobs' "El Gonzalez" and H. C. Nolan & Co.'s "Generalidad" to Portland, Ore., is an evidence of growing popularity there of these brands. The Campbell-Lakin Segar Co. are the distributors of both brands.

E. F. Malone, with the Capital City Tobacco Co. of Atlanta, Ga., is the author of a new catalogue and price list gotten out for that firm, which contains a large amount of information that cannot fail of being interesting to retailers and others.



MR. ARTHUR SHIPTON

Progressive Philadelphia Jobbing House.

ONE of the most widely known jobbing houses in Northeast Philadelphia is the Shipton & Payne Company, at 2854 North Fifth street. This firm was organized in 1900 by Arthur Shipton and Charles H. Payne, and business was commenced at 2966 Kensington avenue. After only a few years their volume of trade had outgrown their facilities and they were obliged to seek larger quarters, which they found at their present Fifth street address, some eight years ago. In 1909 the firm was changed to Shipton & Payne Company by the admission to an interest in the firm of H. J. Payne. They are jobbers in cigars, tobaccos, pipes, etc., and form a trio of very active workers and now occupy a very prominent position in the trade.

A large volume of business is being done on the "Smokecraft" cigars, made by A. L. & M. L. Kaufmann, of New York, and distributed by the Rosenfeld-Smith Co., of Portland, Ore.

Pringle & Kullmeyer have opened a cigar establishment at Santa Rosa, Cal., where they will do a jobbing trade as well as retail business. Mr. Kullmeyer was formerly a cigar manufacturer at St. Helena.

Charles Straus, a well-known cigarist of Cincinnati, is now sojourning at Bad Nauheim, Germany, where he will probably remain until late in August.

Harold Lipinsky, a son of S. H. Lipinsky, wholesale liquor and tobacco house, at Huntington, Ind., has recently joined his father in business.

"Smokecraft" cigars, made by A. L. & M. L. Kauffman, of New York, are proving strong leaders at the Geo. B. Skinner establishment in Baltimore, Md.

Luther H. Farrington, manager of the cigar department of the Winston-Harper, Fisher Co., of Minneapolis, sailed from New York last week on a European trip.



Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Amsterdam's Last Inscription.

THE last of the spring and summer inscriptions of Sumatra tobacco was held at Amsterdam on July 7th, when about fifteen hundred bales were procured for the American market. A much coveted parcel, know as the H. D. Langkat, was sold to the Austrian Regie at a figure which American buyers would not stand for, and as a result of the high price paid by the Austrian Regie, prices all around were a trifle in advance of previous inscriptions.

The more important purchases made at this inscription were as follows: A. Cohn & Co., 650 bales; H. Duys & Co., 350 bales; S. Rossin & Son, 275 bales; L. P. Sutter & Bros., 225 bales; and several small lots.

Since the close of the Sumatra inscriptions it has been ascertained that the total purchases this year for the American market amount to a little more than 27,000 bales and, although this is 5,000 bales in excess of last year's purchases it is still far below the average of former years.

As has been the case in previous years German manufacturers, actuated presumably by urgent needs, entered into a stiff competition with the American buyers, and procured considerable quantities of leaf, which would have been fairly suitable to the American market.

Five or six more inscriptions will be held during the fall and American houses will be represented as usual.

A strike among steamship employes in Amsterdam is retarding the progress of shipping Sumatra tobacco, and unless the difficulty is quickly adjusted it may cause serious annoyance, if not actual injury to the Sumatra trade.

New Seidenberg Company Plant.

A NEW factory has been secured by Seidenberg & Co., who have taken over the old plant of the Havana-American Co., at 1510 Avenue A. The building, which has a capacity for seating 500 cigarmakers, has been thoroughly renovated and modernized and is one of the best equipped factories in the city.

Under the direction of President R. M. C. Glenn, the Seidenberg Co. has made remarkable strides, and their business was growing at so rapid a rate that this additional factory had become imperative. S. J. Campbell will be in charge of this branch.

Since the full equippage of machinery, etc., has been installed in the new lithographic plant of Kauffman, Pasbach & Voice, at Greenwich and Morton streets, they are now fully prepared to show specimens of the cigar label and band work produced by them. They are offering to submit sketches and estimates. Business is reported to be coming in nicely and quite a few cigar manufacturers are already being supplied by them.

Louis W. Coon, Retailer, Bankrupt.

A PETITION in bankruptcy has been filed against Louis W. Coon, cigar dealer, at 32 Broadway, 320 Broadway and 29 Whitehall street, by Clifford G. Ludvigh for these creditors: John S. Sorenson, $1000; Annie D. Coon, $1600, and Emil Kuebler, $5, all for money loaned. It was alleged that he is insolvent and made preferential payments $248. He has had a stand at 320 Broadway for thirteen years, at 32 Broadway for eight years, and a store at 29 Whitehall street for six years. Mr. Ludvigh said that trade has been very dull for some time past, people were not buying as many cigars as formerly, and Mr. Coon often had to sell cigarettes at a loss to meet the competition of the United Cigar Stores when that concern made a cut price. Liabilities are $8000 and assets $3000. Judge Hand appointed John L. Lyttle receiver, with a bond of $1500, and was authorized to continue the business for ten days.

Edmund H. Smith Sells Tobacco Land.

EDMUND H. SMITH, of the leaf firm of Hinsdale Smith & Co., of this city, and B. C. Bailey, of Agawan, Mass., have sold fourteen tracts of land in Agawan and Southwick to the Cuba-Connecticut Tobacco Co., of Agawan, comprising one of the largest recent transactions of tobacco lands in that section. The Smith firm is engaged in tobacco cultivation as well as packing, and will this year have quite a large crop under shade. The transaction covers 574 acres.

Surbrug Company Removes.

POSSESSION is now being taken of the new factory quarters of the Surbrug Company, at Hoboken, N. J., and their former premises at Washington and Dey streets, will be discontinued. They will however, maintain an office and mail address at 204 W. Broadway. The new factory building affords them greatly increased facilities, and is well calculated to take care of the rapid expansion of their business.

W. H. Lee, cigar dealer, 2762 Broadway, has filed a petition in bankruptcy with liabilities of $7650 and assets of $48. Among the creditors are G. W. Faber, Inc., $3772; Park & Tilford, $2006, and G. S. Nicholas & Co., $1164. There was a Wm. H. Lee, cigar dealer, who filed a petition on October 5, 1908, and received a discharge on January 11, 1909.

Manuel Lopez, of Fernandez, Lopez y Ca., Key West, was a visitor in New York last week.

Late New York Notes

A. Santaella, of A. Santaella y Ca., returned to New York this week from Havana.

Beno Neuberger sailed for home on the "Lusitania" last week. He had attended most of the Sumatra inscriptions.

D. Emil Klein, of E. M. Schwarz & Co., left last week for a trip through Europe.

Louis Hirsch, of Jos. Hirsch & Son, is now en route to New York from Havana.

Among the recent purchases of Sumatra tobacco, made by H. Duys & Co., are some very desirable light colors.

Emil Wedeles, of Wedeles Bros., Chicago, sailed from New York last week for Havana, Cuba.

John W. Merriam, of John W. Merriam & Co., returned last week from a trip through the Middle West.

S. Ruppin, Havana importer, sailed on Saturday last for Havana, Cuba. He was accompanied by his wife.

Norberto Cueva, of F. Mirando & Co., Havana importers, returned to New York last week after quite a sojourn in Cuba.

Vice-President Thompson, of the Ruy Lopez Ca., has been on a flying business trip through the Middle West, including Chicago, St. Louis and other points.

The American Cigarette Company, of Manhattan, has been incorporated to manufacture and deal in cigarettes, tobaccos, etc., with a capital of $50,000. Among the incorporators were C. M. Baker, J. T. Wilson and H. E. Herman, all of New York City.

Frederick Sulzbacher, a tobacco salesman, committed suicide at the home of his cousin, Mrs. Bertha Freisloben, 443 Sixteenth street, New York. Mrs. Freisloben was also shot by Sulzbacher whose mind is believed to have become deranged from the excessive heat.

A regular quarterly dividend of one per cent. has been declared by the United Cigar Manufacturers Co. on the common stock of the company, payable August 1st to stockholders of record July 26th. This dividend is on the same basis as the last previous one.

The "Flor De Valentine," made by A. S. Valentine & Son, of Philadelphia, is a special feature among the extensive stocks of Knell & Prengle Co., of Milwaukee, who are the distributors of the brands in that territory.

A fine record is being made on sales of the "Havana Sticks," made by the Eitel & Cassebohm Co., of Louisville, Ky., and distributed at Milwaukee by John Hoffman & Sons Co. A steady and decided improvement is being noted.

New Retail Firm S.arts in Cleveland.

Company Headed by Fred C. Gollmer Gets One of Stranahan's Stores.

Cleveland, Ohio, July 13.

FRED C. GOLLMER, who has been the manager of The Stranahan Company's stores in the Arcade, has formed a new company of which he is president and treasurer, and G. W. Owen, formerly with The Louis Klein Cigar Co., vice-president. They have bought these stores from The Stranahan Co. Both are young men with large followings, and as the stores are very well located, there is every reason to expect that they will be successful. Some of their brands are: The "Fan Ros" and "La Samarita," made by the Shields-Wertheim Co.; "Henry the Fourth," made by Andrez Diaz & Co., and the "Yokinas," by Webster, Solace & Co.

Joseph T. Snyder has opened a new store at 742 Euclid avenue, his second stand in this city. For many weeks previous to the opening, bill posters were stuck up all over the city advertising the new place. This novel way of announcing the new store was more than successful, as Mr. Heaney, the manager, can testify, for not only were people talking about the new store, but many were eagerly awaiting the first glimpse.

The fixtures were made by J. W. Storandt & Co., of Rochester, and are worthy of notice. Wall cases and show cases are of clamped glass, and the other fixtures are of cherry, as well as the decorative woodwork.

This is Mr. Snyder's sixteenth store in the country, none of which is better fixed for success. Besides Mr. Snyder, some of the visitors here for the opening were Wm. Mathias, manager of the Snyder store in Buffalo; Clyde Burrit, manager of Rochester store; Val. Keogh, of J. W. Merriam & Co.; T. Lysett, of Pittsburgh; Edward Scherman, of Alvarez & Garcia; Chas. B. Rowely, of Havancia Cigar Co., and F. R. Blaslee.

Mr. Reid, formerly of The Wilks-Reid Co., now connected with Mr. Snyder, will act as manager of the old store.

The warm wave that has been causing so much suffering throughout the country, has not spared Cleveland. In fact, the heat has been so great that it has materially affected business.

E. A. Kline, of the E. A. Kline Co., manufacturers of the "El Symphonie," "Rigoletto" and "Lettergram" cigars, is at present in New York, and good orders from him show that he is not idle. Mr. Lamont is at present in Milwaukee, Mr. Duddlesohn is in Kansas City, and Mr. Lineweaver is in Minneapolis, and all the men report favorably. Mr. M. Kline, the factory man, leaves next week for a trip up the lakes on a vacation.

The Shields-Wertheim Co., builders of the famous "La Samarita" cigars, are putting on a whirlwind campaign in the city this week. Besides their three city men they have five men in from the road. They are putting out new sizes "Admirals," ten-cent straight; "Commanders," three for a quarter, and "Panatello Finos," three for a quarter, and they are also putting in a large number of window displays. The dealers are giving their goods prominent places in the show cases and sales have been enormous.

J. B. Shields, president of the company, states that they have had the largest business this week in the city that they have ever had during their eighteen years of activity on "La Samaritas." The shipping and office forces have been working at their fullest capacity.

I. Rorheimer reports that considering the weather conditions business has been very good.

Samuel I. Klein, of The Louis Klein Cigar Company, left on a freighter for a trip up the lakes. He will be gone about two weeks. The city men of the firm, George Kichler and E. R. Hopkins, are sending large orders in regularly.

Because of the heat or some other good reason, few salesmen have called on the trade during the last week. Those who were here are J. M. Easton, of the Falk Tobacco Company, of New York; Mr. Hammer, of The Phillip Morris Company; J. Miller, of I. Lewis Company, New York, and John W. Merriam, of John W. Merriam & Co., of New York.

Weil.

Kline's "Lettergram" Cigars.

ONE of the most novel labels that have been recently put on the market is a "Lettergram" brand of E. A. Kline & Co., of Cleveland. The label is done in two colors, and the red contrasting sharply with the yellow background makes a most striking display. When this brand was first conceived by Mr. Kline, an official of the Postal Telegraph Co. wrote to him protesting that the label was an imitation of the night letters used by that company, but Mr. Kline sent him several of the labels and showed him that, although the design was very similar, no one could possibly mistake the cigar label for a bona fide telegram, the telegraph company was satisfied and passed up their objections. "Lettergram" is a splendid nickel cigar, and one of the best evidences that it is making good is the fact that every distributor that has put it in stock has been duplicating liberally in the last three months.

PHILADELPHIA.



Trade Favors Wrapper Duty Reduction.

ALTHOUGH only a small portion of the nearly fifteen thousand letters which the legislative committee of the Philadelphia Tobacco Board of Trade is sending to the trade have thus far been mailed, a large number of responses have already been received and an overwhelming proportion of them are in favor of making every effort to have the duty on imported wrapper reduced.

John R. Young, secretary of the committee, reports that 90 per cent. of the responses received are for a lower duty. In all, twenty-six States have already been heard from, with twenty-one States yet to be heard from. A few States cut no ice at all in the cigar trade and would, therefore, not be interested in the project.

Some of the letters received are highly interesting from the fact that they offer the committee every possible assistance financially and otherwise. The committee is highly encouraged with the results thus far obtained and proposed to complete their campaign as now laid out, feeling confident of good results.

Crown Company Discontinues Cigar Coupons.

OWING to the rapid growth of the other branches of their business, which has taxed their organization to the utmost, the Crown Stamp Co., of Philadelphia, plans to discontinue the distribution of their coupons among the cigar trade. The Crown Coupons were redeemable jointly with the Crown Trading Stamps, and hundreds of retail cigar dealers in Philadelphia and vicinity have been using these stamps for the last year with much success. Whether the Crown Co. will reopen this branch of their business later is as yet undecided.

Mr. Torre Visits Philadelphia.

F. A. TORRE, vice-president of the Sanchez, Haya & Co., Tampa, Fla., in company with D. Harry Moulsdale, his head salesman, made his first visit to Philadelphia recently While here Mr. Torre called upon the leading jobbers and distributors and expressed himself as very well pleased with the way the Sanchez & Haya goods are selling in this market. He also visited Atlantic City for the first time enjoying every minute of his stay at that resort.

Jeitles & Blumenthal, Ltd., are making steady shipments of their "Masterpiece" five-cent cigar to Fay Lewis & Bros. Co., at Milwaukee. Through this well known distributing house the "Masterpiece" has become a byword in that section.

Elmer Bodie, who has for the past twenty-five years been engaged in the cigar manufacturing trade, has taken a position as general superintendent of the factory of the Blu-J Tobacco Co. in this city. This company is specializing on a new line of stogies, which they are now successfully placing on the market, and they have been the recipients of many inquiries from the jobbing trade for prices and other particulars.

John Van Miller, one of the star salesmen of A. S. Valentine & Sons, Philadelphia, has recently been turning up big business through New York State and Ohio. He returned to Philadelphia last week very much pleased with his trip. The Pearson Cigar Co., of Indianapolis, are now featuring Valentine's "1848." Stark & Harkins, Toledo, are just taking on the "Rosaleo"; and Joseph A. Stern & Bro., Erie, have recently added the "Flor de Valentine."

Godfrey S. Mahn, the Philadelphia and New York cigar distributor, has just received the first shipment of "As You Like It" cigars, made with the 1911 crop of wrappers. After a thorough test, Mr. Mahn states that the new wrappers are decidedly the best used for this brand in many years. The first installment comprised chiefly the light colors, and included a new size, "Sir Edward," which Mr. Mahn recently added to this line.

B. E. Merine, manager of the cigar department of J. H. Fitch & Co., Youngstown, O., was a recent visitor in this city, and while here called on Luckett, Luchs & Lipscomb, whose "Vandalia" brand they are handling as well as upon Bayuk Bros. makers of the "Havana Ribbon," which is a good seller in Youngstown, O.

Morris D. Neumann, of the Neumann-Mayer Co., recently visiting the Northwest trade, found a very healthy condition of things in Milwaukee. Their "White Knight" brand being distributed by John Hoffman & Sons Co.; "Bella Mundo" by Knell & Prengel Co.; and the "Elisha Gray" recently taken on by the Pollak-Crombie Co., are all meeting with a very satisfactory sale.

W. H. Bullock, manager of the cigar department of Mitchell, Fletcher & Co., is spending his vacation with the Shriners, at Rochester, N. Y., and will visit Buffalo, Niagara Falls and other points of interest in New York State before returning home. Mr. Bullock is accompanied by Mr. Smythe, a salesman for the same firm.

Quaker City Items

The store of T. H. Hart & Co., 12th and Walnut streets, is undergoing alterations which when completed will give an entrance on 12th street and one on Walnut street. This firm is about ready to distribute a new 5c. cigar the "Five of Harts" a long Havana filler, which the makers predict will take the same place among the nickel cigars that the "Leda" now holds among the 10c. goods.

Charles Wolf, of S. Wolf's Sons, cigar manufacturers, Key West, has been in Philadelphia several days this week calling on the distributing trade. Mr. Wolf, as usual, booked a nice lot of orders—particularly on the "Lukos" brand. The Wolf factory is coming fast to the front, and it has been kept steadily employed for the last twelve months.

P. S. Lorie, Western representative of A. S. Valentine & Sons, who makes his headquarters at Kansas City, Mo., has been in Philadelphia the past week enjoying a visit at the factory, and also the hospitality of Roy Valentine, who motored him to Atlantic City to see the big Elks' parade. Mr. Lorie brings not only optimism, but fat order books with him.

Leaf Broker Louis Bythiner narrowly escaped an attack of pneumonia last week when, owing to the extreme heat, he sought a cool spot and was sitting directly in a draft he was suddenly taken with severe chills. Prompt action on the part of his physician has restored him to his usual good health.

Max Lipschutz, recently took charge of the 44 Cigar Company store at 44 N. Twelfth street, and proposes to remain there until the business is built up to extensive proportions, after which he will again take up the extensive advertising work for the 44 Company.

Among the interesting visitors to Philadelphia last week was Emmett O'Malley, of William A. Stickney Cigar Co., Kansas City, Mo. He stopped off here on his way to Atlantic City on his vacation. On his stop here he visited the factory of Jeitles & Blumenthal, Ltd.

J. G. Atherholt, of 111 S. Broad street., Philadelphia, is enjoying a few days vacation in the country.

Jacob Labe, of B. Labe & Sons, is now on his way home, having attended the last inscription of Sumatra tobacco at Amsterdam.

The office and salesrooms of E. A. Calves & Co., Havana importers, are this week being removed from 125 N. Third street to new quarters at 131 N. Second street.

Stephen Herz visited the Philadelphia trade recently selling "Henry the IV" cigars made by Bustillo Bros. & Diaz.

The M. J. Dalton Co. are featuring the "Philip V" clear Havana cigar, made by Rey, Straus & Co. at Tampa.

William Connors was a Philadelphia visitor recently looking after the interest of F. Garcia & Co., Key West.

"Benny" Strauss, recently did a good business in Philadelphia on the "Mi Rey" cigars made by the Rey, Strauss & Co., of Tampa.

"Jack" Fowler, general representative of The United States Tobacco Co., recently returned to his headquarters in this city after a trip through the West.

W. S. Luckett, of Luckett, Luchs & Lipscomb, was almost overcome this week by the excessive heat.

M. R. Hoffman, of M. R. Hoffman Leaf Tobacco Co., was a recent visitor here.



SHIPTON & PAYNE'S MOTOR DELIVERY WAGON.

Philadelphia Jobbers Adopt Modern Delivery Service.

THE above is an illustration of a new motor delivery wagon recently installed by the Shipton & Payne Company, Fifth and Cambria streets, distributors of cigars, tobaccos, pipes, etc. In adopting the motor delivery service the firm was prompted only by a desire to install a system of quicker delivery. Their business, they inform us, has grown very rapidly, necessitating greater dispatch in the delivery of goods to handle the immense output which they now have in all parts of Philadelphia and New Jersey.

Beware of This Subscription Fakir.

THE TOBACCO WORLD has just learned that a man who signs himself C. D. Lewis, 520 Monroe street, Chicago, Ill., has been going through Ohio representing himself as a subscription agent of THE TOBACCO WORLD, and offering with each cash subscription of THE TOBACCO WORLD a bonus of 250 advertising lead pencils. The publishers of this paper hereby notify the public that no man of this name is connected with this publication, and no one is authorized to take subscriptions on this basis.

The first intimation of this scheme reached the office of THE TOBACCO WORLD July 11th, in a letter from C. C. Snyder, of Lima, Ohio, who had given this man "Lewis" an order for THE TOBACCO WORLD and the premium of lead pencils on June 23d. Not having heard from the matter, Mr. Snyder addressed THE TOBACCO WORLD to learn if the offer was bona fide. Mr. Snyder writes as follows:

"THE TOBACCO WORLD.

Gentlemen:

I send you herewith an order which I have given, and as I have not heard from you I think that the man who took it is a fakir. I send you the bill so that you can catch him if you like. Very truly yours,

(Signed) C. C. Snyder."



HOW THE FAKIR SIGNS ORDERS



TAMPA, FLA., July 10.

SHIPMENTS of cigars from this city the past week showed a slight decrease over previous weeks, some 4,500,000 going forward. This little shortage can hardly be traced to the dullness of summer as from the way the factories have been working, summer dullness will not be known here this year. The taking of stock in the factories, a matter of semi-annual routine, from June 30th to July 5th, accounted for the decrease.

The receipts in the Internal Revenue Office, derived from the sale of Internal Revenue stamps for cigars, for the month of June totalled $85,772.14, an increase over the same month last year of $8,671.01. The receipts of customs also showed a big increase over the June of last year. Receipts of tobacco from Cuba during the month reached a total of 7000 bales. The importations of Spanish cedar by local cigar box manufacturers totalled 252,140 feet of sawed slats; 76,300 feet of logs.

New Cuban leaf is coming into the factories now. There is a good deal of light colors noticed in the receipts of wrappers, while the tobacco works well.

The factory of F. Garcia & Brothers was discovered to be on fire the other night. Prompt action on the part of the fire department promptly stopped the incipient blaze. It was evident that the factory was set on fire by some malicious person, as evidences of incendiarism were not lacking. A package containing several hundred cigars was also found lying near a window which had been pried open. In the opinion of H. D. King, the office manager, the factory was probably set on fire by some one who was stealing cigars. No arrests have been made.

José de la Campa, "Britt" Russell and J. F. Bartlum, convicted strike leaders, in connection with the cigarmakers' strike last winter, who are now serving time in convict camps of this State, have made application for pardon before the pardoning board, which is presided over by Governor Albert W. Gilchrist, as chairman. The application will come up at the July meeting of the board, in Tallahassee.

President Enrique Pendas, of the Clear Havana Cigar Manufacturers' Association, and head of the old house of Y. Pendas & Alvarez, left last evening for New York, where he will join his partner who is in charge of the New York branch, and discuss plans for a busy fall and winter season. The house is doing a magnificent business now, working perhaps at least as large a force, if not the largest, of the old line big factories in this city.

J. J. French, manager of the Havana-American Company, has left this city for Summit, N. J., in search of health. Mr. French, who is accompanied by his family, will later go on to Canada, not returning to Tampa until late in the fall.

D. C. Gillett, a well-known business man of this city, has left here for Havana, where he will watch demonstrations of the Electric Sterilizing Company, of Philadelphia, who claim to have discovered a system whereby the tobacco beetle can be exterminated by an X-ray treatment. Mr. Gillett has secured the Cuban rights to the process, and the outcome of the demonstrations which he will personally supervise is awaited with keen interest by cigar manufacturers. The damage done by the tobacco beetle is so well known that it need not be enlarged upon here. Suffice it to say that the success of the treatment noted will mean much to the trade.

E. R. MACBRYDE.

Allentown Jottings.

ALLENTOWN, PA., July 12, 1911.

JULIUS ALVAREZ & CO., of Allentown, Pa., who at one time did a very large mail order cigar business, are in financial difficulty. The business was established some years ago by Alfred A. Eyer, now deceased, and a petition was recently filed against Clara Leidenroth, executrix of the estate of Alfred A. Eyer. Among the creditors shown in the list are Jacob Mendelsohn & Bro., $2478.60; Louis P. Sutter & Bro., Inc., $589.23; Joseph S. Gans & Co., $733.50, and Max Gans & Sons, $181.49; all of New York.

Charles E. Burger has succeeded to the retail cigar business of his father, H. E. Burger, at Fourth and Washington streets. Mr. Burger, Sr., will now devote his time entirely to the manufacturing business.

Factory Notes

The cigar factory, of Chris. Kohn, on South Iroquois streets, Laurium, Mich., was recently badly damaged by a fire.

J. H. Jessen has moved his cigar factory into a building adjoining the Germania Hotel, at Clinton, Iowa.

The cigar factory, of J. V. Kachelhoffer, at Conrad, Montana, has been newly equipped and goods are now being shipped to various sections of the State.

The Ohio Tobacco Warehouse Co., Georgetown, Ohio, has been incorporated by Samuel Kautz and others, with a capital of $20,000.00.

The cigar factory, of Romoser & Schaaf, at Marion, Ohio, suffered some loss by fire recently. The prompt aid by the local fire department saved the premises from complete destruction.

The Cigar Box Factory, at Urbana, Ohio, conducted by William Helps, was recently sold to Festus Steinbarger. The business has been established eleven years and a good trade has been done.

The International Tobacco Stemmer Co., has been incorporated under the laws of the State of Delaware, with a capital of $500,000. The incorporators were W. J. Maloney, M. C. Taylor and W. N. Akers, Wilmington, Del.

G. Rockwell Youngs, proprietor of the Bangor Cigar Manufacturing Co., at Bangor, Maine, has purchased a piece of ground at 26 State street upon which he proposes to erect a modern four-story building, the first floor of which will be used for retail and jobbing business in cigars, tobacco, pipes, etc.

The Universal Tobacco Machine Sales Corporation has been incorporated in New York with a capital of $100,000.00 by Harry G. Holman, 101 W. 72d St., Theodore F. Sanders, 49 Wall street, New York, and Valo A. Bradbury, 513 Holcomb street, Watertown, N. Y.

A partnership was recently formed between James Clossy and H. P. Huffnagle to manufacture cigars at North Adams, Mass., and will occupy a building at 46 Eagle street, which is being equipped for retail business as well. Mr. Clossy was formerly employed, by J. F. Collins & Co. for some years, and about one year ago commenced business on his own account in the Dowlin Block. Mr. Huffnagle has been in Mr. Clossy's employ for the last year or more.

Obituary

Francis Jiroch, former Mayor of Muskegon, Mich., and one of that city's pioneer wholesale and retail dealers in cigars and tobacco, died at his home in that city, June 27th, at the age of 68. Born in Austria, Mr. Jiroch came to America when he was only ten years old. He began his first business enterprise in Muskegon in 1866, when he opened a cigar store at Pine street and Western avenue. His business grew rapidly, and later he was compelled to seek larger quarters. In 1869 he first began to make the celebrated "F. J." cigar, which proved his business as cigar manufacturer and wholesaler, and accumulated a comfortable fortune. His death has caused sincere regret among the citizens of Muskegon, by whom he was loved and revered.

Herbert J. Moore, of the Hoffman-Moore Co., cigar distributors, San Francisco, died at his home in that city on July 2d after a prolonged siege of throat trouble. Mr. Moore was forty-one years of age. He was born in South Carolina and during a number of years was resident of the Hawaiian Islands and was at one time a State Senator in the Hawaiian Legislature.

Mark Blaskower, of the cigar jobbing firm of E. M. Blaskower & Co. at San Francisco, died recently. He was reputed to be among the wealthiest tobacco men on the Pacific Coast.

Review of the Cincinnati Trade.

Noticeable Increase Shown During Six Months. Special Pipe Offer.

CINCINNATI, OHIO, July 12.

SUMMED up, the cigar business for the first half of the year, according to the jobbers and retail cigar dealers of the Queen City, has shown a rather remarkable increase, several of the jobbers giving out the statement that their business showed an increase of as high as 25 per cent. over the corresponding period of a year ago.

Henry Strauss, one of the biggest jobbers of Cincinnati, said: "Our business during January 1st to June 30th showed the remarkable increase of 15 per cent. The new size of the "General Arthur" cigar, which retails at five cents, which we placed on the market a few months ago, has made a hit, and it was the business in this cigar that helped to boost our business during the first six months of the year 1911."

Mr. Dickerson, of the J. B. Moos Company, said: "The month of June closed in a very great fashion. Totaled up business increased fully 15 per cent. over the month of May. We are now working hard on a new smoking mixture gotten out by the Monopol Tobacco Works, of Covington, Ky., called 'Belwood Smoking Mixture.' It is retailing at 10 cents a box."

Mr. Hirshburg, manager of the Newburger Cigar Company, said: "Our business during the month of June showed an increase of 15 per cent. over the month of May. Our two representatives, Mr. Helmick, who is covering the Western section, and Mr. Hazen, who is canvassing the Eastern district, have been sending to us a nice lot of orders of our two brands, the 'Sylvania Import' and the 'Picadura Import,' which we placed on the market recently. Our 'London Laundres,' the five-cent Havana filled cigar, is doing very nicely."

George Rothert, member of the firm of Lambert-Rothert Sons Tobacco Company, made a flying trip to Dayton, Ohio, recently and placed the famous "A. B. C." smoking tobacco in every jobbing house of Dayton.

The American Tobacco Company has placed on the market the "Polo" burley chewing tobacco, without any wrapper. It retails at 5 cents a package. The J. B. Moos Company, of Cincinnati, is featuring this chewing tobacco in Cincinnati and all of its branches throughout the State of Ohio.

The J. B. Moos Company is giving to every buyer of three dozen of the assorted "No. A 99." 25-cent pipes, a Humidor free. They are selling the three dozen pipes to the trade at $4.50.

George Rothert fell one flight through the elevator shaft at his factory and struck his head on the beam and was unable to be at his office for several days.

Gerson J. Brown, president of the J. B. Moos Company, left early last week to visit their branches throughout the State of Ohio.

The receipts of tobacco in the Cincinnati market during the past two weeks aggregated 3,898,000 pounds. The shipments amounted to 2,985,000 pounds.

RICHARD SEVING.

Items of Interest

The "Havana Ribbon" cigar of Bayuk Bros., Philadelphia, is making a continuous hit at Denver, Col., where the goods are being distributed by the Niles & Moser Cigar Co. H. I. Lau & Co., of Lincoln, Neb., are also doing a fine business on them.

Two new retail cigar stores have been opened in Minneapolis recently; one by Sherman Smith in the New Plymouth Building at Hennepin avenue and Sixth street, and the other by T. R. Stafford in the Century Building, on First avenue. Mr. Stafford has formerly been an employee of the Cox & Harris Co.

P. Lass, of the firm of Lass & Philler, retailers at Beloit, Wis., has purchased the interest of Mr. Philler in the business, and the business will hereafter be conducted under the name of Lass & Son.

The Schiller Cigar Store for two years located at 6th and Washington streets, Portland, Ore., is now located on the northeast corner, directly opposite its former location. The Schiller Store has become a well known place for smokers of that city, and with its new fixtures snugly installed it has become one of Portland's best stores.

George H. Martin, an enterprising cigar dealer of Davenport, Iowa, who has been operating a chain of stores, has just procured another one at Third and Harrison streets in that city, of which possession will not be taken until about August 1st. Extensive alterations will be made, and the store is to be made one of the finest of the four which constitute his chain.

Anti-Smokers Strike a Snag.

Incorporation of National League Halted, But Promoters Will Renew Efforts.

THE gentlemen who have banded themselves together under the high sounding title of the Non-Smokers' Protective League of America, struck a snag when they attempted to take out incorporation papers in New York last week. Justice Giegerich refused to sign the articles of incorporation because the incorporators, in their eagerness to down the Demon Nicotine, forgot to comply with the law. First, because the incorporators forgot to state that no previous application had been made to another justice; and second, because the notary failed to put his date on the affidavit. But these legal barriers will not deter the anti-smokers, as they are already preparing to meet the requirements of the law and proceed with their "fiendish" work.

The movement is headed by Dr. Charles G. Pease, who pulls the teeth of New York's suffering populace. Among the other incorporators are such well-known men as Dr. Burt G. Wilder, of Cornell University; Dr. Harvey W. Wiley, president of the American Therapeutical Society; the Rev. Dr. Jenkin Lloyd Jones, pastor of All Souls' Church, Chicago; Dr. David Starr Jordan, president of Leland Stanford University; Chancellor James R. Day, of Syracuse University; Professor Thomas B. Stowell, of the University of Southern California, and Professor Winfield S. Hall, of Northwestern University.

Here is the Platform.

Speaking of the proposed crusade, Dr. Pease said: "We have united to make not only a national, but an international campaign against the use of tobacco in public and private on the basis that its use is hurtful to the general health not only of smokers, but of non-smokers, who are forced to inhale the poisonous fumes.

"We shall encourage and insist on the enforcement of all public laws, ordinances, rules, and regulations prohibiting or restricting the use of tobacco in public or semi-public places, and we will obtain the co-operation of all persons in control of buildings, halls, hotels, restaurants, theatres, street cars, sleeping cars, and steamboats for the purpose, at least, of restricting the use of tobacco so that only smokers shall be obliged to inhale its deadly fumes.

"The vile habit of smoking is an absolute invasion of the rights of the people to breathe pure, wholesome air," went on Dr. Pease. "People must wake up from their nicotine slumbers or from their indifference to the public good and abate, if not abolish, this hurtful habit.

"The man who pollutes our drinking water is prosecuted under the law. The man who adulterates our food is proceeded against under the federal laws of the land. Why should not the air we breathe be kept pure by law as well?

Slain by Father's Cigars.

"Smoking is on the increase, especially among the young. This is due to the indifference of the old generation. You may not believe it, but recently a young woman of my acquaintance died of tobacco heart, caused by the constant inhaling of the smoke of her father's cigars and pipes in her home.

"Our fight will be first aimed against the smoking car hogs who refuse to obey the rules of the street car companies relegating the smokers to the four rear seats of all open cars.

"I have made seventeen arrests of smokers in subway stations. All but a very few of my prisoners have been fined in the police courts.

"If our present laws against smokers are not drastic enough the league will go to the State Legislatures and have stronger ones enacted."

DETROIT DEPARTMENT

LATE LIVE NEWS
OF THE HUSTLING
MICHIGAN
METROPOLIS

S. F. Heavenrich, in charge of The Tobacco World Bureau

DETROIT, July 11.

DETROIT, like other cities, has suffered from the unusually protracted and extreme hot spell. There have been many prostrations and several with fatal results. One of the most tragic was the case of J. D. McKenna, who, while bathing with his young son at Bois Blanc Island, Sunday, was overcome with the heat and died within a few minutes, notwithstanding immediate efforts to relieve him. Mr. McKenna is a veteran of the retail drug trade. He has been for many years at 692 Granby avenue, where he likewise had built up a fine retail cigar trade.

At least one of the big cigar factories suspended operations during the height of the heated weather and all were more or less slack for a few days, particularly just after July 4th. Those individuals in the trade who are sufficiently wise, or able, are getting their summer outing in some cool, delightful sport (maybe). The house-guard are doggedly struggling along. Nobody seems to have much energy or enthusiasm. Yet here and there some inveterate optimist will solemnly avow that "our business never was better; our sales for the month, way ahead of last year; way behind on our 'Whoop-la' brand," and all that sort of bunk.

The friends of Mr. Chauncey Damon, general manager of the Harry W. Watson stands, were greatly concerned recently and still are somewhat worried about his health. Mr. Damon was removed from Hotel Charlevoix to Grace Hospital about two weeks ago, apparently suffering with typhoid. He is reported as improving, but not yet able to leave the hospital.

Miss Frances Graham, whose agreeable personality draws trade to the Hotel Charlevoix cigar counter, was one of the victims of the recent hot weather, being overcome about a week ago. After an absence of several days Miss Graham was able to resume her duties.

Probably no recent transaction in the local retail field has occasioned more comment than the opening of a retail stand in Detroit by the Best & Russell Co., of Chicago. The stand in question is the Lagora Fee Company store, corner Woodward and Jefferson avenues. It has been in the market for some time. Negotiations with other parties failed owing to their unwillingness to accept merchandise of the character which the owner wished to unload on them. The location is an excellent one. The Best & Russell Co. took possession July 1st and are now figuring on plans for new fixtures and extensive improvements. It is believed by some individuals in the trade that this store will mark the first of a number of retail stands which the Best & Russell Co. plan to open here. When questioned on this point, William Charles, local representative of the company, disclaimed any such intention, declaring that the store was started altogether as an adjunct to their wholesale business, to relieve him of the necessity of frequent calls on trivial matters and to facilitate the delivery of small orders. The company operates seventeen retail stands in Chicago. Fred J. Harris, at present in charge of the store, has for two years past held the management of the Palmer House stand, prior to which he worked for the company five years, directly under the supervision of Mr. Paulson, their general retail manager.

Acquaintances of Frank Beckhold will be surprised to see him behind the showcases of the Hotel Pontchartrain stand. For four years Mr. Beckhold worked under Frank T. Nichols, manager of the wholesale and retail cigar department of the G. & R. McMillan Co., where he was enabled to familiarize himself with both ends of the business.

Frank Smith now has full shipments from the José Escalante & Co. factory, Tampa, of the new "Wolverine Automobile Club," "Quality De Luxe" cigars, and is showing them in the Pontchartrain wares in the following nine sizes: "Pistons," "Spark Plugs," Landaulettes," "Baby Tonneau," "Runabout,' "Torpedoes," "Roadster," "Tourists" and "Limousine." Prices ten cents to twenty-five cents. They are fine Havana goods and will undoubtedly win great popularity in Detroit, the centre of the motor industry. The label is a reproduction of the W. A. C. design.

A practical and timely advertisement, distributed at the ball park by the Northwest Cigar Manufacturing Company, was a fan in the semblance of a catcher's mitt. A neat score card was printed across the palm. Above this appeared an ad for the "De Vasto" ten-cent cigars. The Northwest have been quite successful with this cigar, which has much merit. Considerable effort has been put into billboard and other publicity. Some one has suggested a course in THE TOBACCO WORLD for results.

The sales of "Answer" and "Poster" cigars of the Surety Cigar Company show a most gratifying increase from week to week. This new firm is sure to become a most important factor. The "Poster" label has been vastly improved. Originally it was but a printed label, but the Calvert Lithographing Company is now working on lithograph plates from which the labels will be run hereafter. A vigorous campaign is in preparation now which will bring forth some strikingly beautiful and effective displays.



NEW FACTORY OF THE HEMMETER CIGAR CO.

New Factory for the Hemmeter Cigar Company.

THIS splendid Detroit structure will embody all that science and progress has developed in factory safety, comfort and convenience. Located on southeast corner of Grand River avenue and Center street, facing a beautiful park, it rises seven stories. The first story will be granite, and all above white enamel brick with terra cotta trimmings. Including the basement, 60,000 square feet of floor space are available. Electric freight and passenger elevator service, fireproof floors, sprinkler system and special interior fire escape stairway, modern lunch rooms, toilets and offices are some of the features. The entire interior will be of white brick.

The architect, Mr. R. E. Raseman, who is also supervising the construction, promises completion October 1st.

As practically all Detroit cigar factories are in out-laying districts where labor is supposed to be more available, the Hemmeter Cigar Company, in locating in the downtown business center have taken an original view. Mr. J. P. Hemmeter, however, feels that no mistake has been made, as almost all car lines pass within a square of this site making it easily accessible from every part of the city.

Lee & Cady recently discovered that they have been losers for an indefinite period through the dishonesty of a trusted employe, their night engineer, who has been with them seventeen years. It is alleged that Martin Loose sneaked goods from the firm's cigar department, which he delivered to a party named Welch, who, it developed, has a police record. The latter disposed of them through a well-known cigar salesman. The latter declares he had no knowledge the cigars were stolen and wants to make good any loss the firm suffered through his connection with the deal. An inventory is being taken from January 1st in an endeavor to ascertain what goods are missing. Mr. Lee, of the firm, was not disposed to prosecute Loose criminally. An arrangement was entered into whereby he was released by the police practically on parole. Lee & Cady have given him his position again and have shown a fine spirit in encouraging the man to better ways.

Henry Payette reports good sales of "Tom Keene" cigars as the result of the extensive coupon and window campaign carried on here. The makers, Bondy & Lederer, are still working here with salesmen and advertising force.

The factory recently vacated by Ollesheimer Bros., 840 Hastings street, is now occupied by another cigar plant operated by Rochnil Raych.

Joseph Muer is the happy father of a baby girl. She was born June 27th and her name is Rosemary.

Sydney Rothschild, popular Havana tobacco broker, is home for a couple of weeks' visit. Although Sydney lives on the Island, Detroit is "home" to him, for here he was born and reared and has his boyhood friends.

Fred Rothschild, of New York City, is also on a visit to his family and old home.

The Hollister Pharmacy have just opened a fine new store in the building erected by Pierce Brothers on the "Jim" Scott property, south of Peterborough street, on Woodward avenue. A full line of representative cigars and tobaccos is carried.

There have been few traveling representatives of outside houses here since July 1st.

S. F. HEAVENRICH.



Boston Trade Hit by the Heat.

Retail Cigar Business Suffers—Late Trade Reports.

BOSTON, MASS., July 10.

AS a little joke on the coupon habit, one of the local scribes inserts the following warm weather killer in his daily column: The man lay dying. The doctor, note-book in hand, stooped over him to record his last words. Feebly the man drew a packet of green slips out of his pocket. "Here are 250 coupons," he gasped. "It takes just that number to get a safety razor. I wanted to save 50 more, and get a cut glass string bean platter, but I got smokers' heart before I could get that far. Get the safety razor and give it to my wife. When she sees it, she will know that I died happy." And turning his face to the wall, the man died smiling.

Boston has just experienced the greatest hot spell ever known with five days of 100 to 104 degrees climate. The cigar and cigarette retail sales have been tremendous (?) and it is the first time in THE WORLD man's travels that he did not hear a word of dissension anent business. (?)

Charles H. Tilton, 59 years of age, and owner of the Marlboro Cigar Co., died recently following a slight illness of about two years' duration. Mr. Tilton was well known in the tobacco field and had hosts of friends. He was at one time connected with Stevens, Tilton & Co., who were agents for Mayo's tobacco.

Cobb, Bates & Yerxa have a splendid window display of "El Pro" cigars in their big Summer street window. They are big wholesale and retail sellers of tobacco.

I. Dane has bought the retail store of J. Altshuler, Dock Square.

Walter A. Kaffenburgh, of I. Kaffenburgh & Sons, importers of "Quality Havana" tobacco, has returned from a six weeks' stay at Cuba, but only remained here a short time before departing on a business trip.

Frank Swick, the newly appointed New England representative of Philip Morris & Co., Ltd., New York, was calling on the trade here recently.

"Nat" Ives, manager of the United States Tobacco Co.'s offices and warerooms, attests an abundance of business with their many brands of tobacco. In fact, things are so busy he will have to pass up the summer vacation.

They are still keeping it up—paying 6c. for cigars at wholesale and retailing them for 5c. Loss on each cigar, 1c. plus selling expense. The foregoing applies to most of the so-termed "popular" brands of local manufacturers and the cleaving is being done by drug stores more than anyone else.

"Rock Castle," "Qboid" and "Edgeworth" are leading brands which Larus & Bros., Inc., are pushing in this market. E. U. Harrington, manager, is optimistic over conditions.

A peculiar condition created by the extreme hot weather of the past few days—104 degrees official—is that the retail sale is retarded. Men do not seem to care to smoke and this even applies to cigar and tobacco dealers. "I generally smoke half a dozen cigars before noon and nowadays it is only one. My sales show that customers are doing the same," says a prominent dealer.

Leo J. Lyons, one of our popular Boston scribes and who also represents "The Tobacco Leaf," was left $2,000 by a late rich relative. Congratulations are coming in by the score.

Arthur Taylor, of Erlich & Kopf, returned from his Cape Cod vacation in time to run into the hot wave. Mr. Taylor reports a fine trade with their "E. & K.," "El Consuelo" line of cigars.

The Annex Cigar Co., at 6 Milk street, has been purchased by Sam. Bernard, a cigar retailer of Hanover street. Mr. Bernard has been in business for a number of years and it is pleasing to his friends to see him branching out successfully.

Creditors of Camden Manufacturer Get Nothing.

A FINAL report of S. Conrad Ott, referee in bankruptcy at Camden, N. J., who is in charge of the bankrupt estate of William Fox, a Camden manufacturer, announced at a meeting of the creditors a few days ago that they would not receive a cent on their claims, because the trustee reported that there was nothing left for them because funds received by him were barely sufficient to pay the actual expenses.

H. & S. Bercovich have purchased the sub-jobbing business of C. C. Lamkin. Mr. Lamkin, however, continues in their service at Berkeley, Cal.

The Editor's Letter-Box

July 3, 1911.

Editor, THE TOBACCO WORLD:

Will you kindly let me know (if possible) where I can purchase some "Fruits and Flowers" Tobacco.

Some 17 years ago I came across this tobacco, but have never been able to get any since.

Thanking you for this favor, I remain,

Very respectfully,
Charles F. Kahlert,
90-92 W. Broadway,
New York City.

Wilkes-Barre, Pa., July 8, 1911.

The Editor of THE TOBACCO WORLD,
Dear Sir.

Being a subscriber to your paper and a wholesale dealer in cigars would ask you to kindly give me the names and addresses of a few match factories, as we are desirous of putting in a line of matches.

Very truly yours,
Wilkes-Barre Cigar Co.

Answer: V. E. Cuthbert, 224 Arch street, Philadelphia, and J. Harvey McHenry, 247 N. 3rd St., Philadelphia.

Chicago, Ill., June 26, 1911.

Editor THE TOBACCO WORLD.
Dear Sir:—

I am interested in a machine that can cut about 20,000 stogies per day—both ends at one time—an automatic machine. Will you please advise me if such a machine is manufactured?

Trusting I may obtain the desired information, I am,

Yours respectfully,
F. D. Lobravico,
706 W. Taylor St., Chicago, Ill.

World's Progress Pleases these Distributors.

La Garon Cigar Company,
Importers & Distributors of
Cigars, Cigarettes and Tobaccos.,
Baltimore, Md., June 30, 1911.

THE TOBACCO WORLD,
Phila., Pa.

Gentlemen:

Enclosed within check of $1.00 for one year's subscription for your TOBACCO WORLD. We must congratulate you on the headway your paper has made in late years, twelve years ago when we ordered the TOBACCO WORLD from you, and what the WORLD is at present the management deserves great credit.

Wishing you further success, we remain,

Respectfully yours,
La Garon Cigar Co.,
Per M. P. Garonzik.

D. W. Glover,
Mifflinburg, Pa.
Cigars at Wholesale.

July 1st, 1911.

TOBACCO WORLD CORP.,
Philada., Penna.

Dear Sirs:

Enclose you check covering subscription for the coming year. I do not wish to miss an issue.

Very truly,
D. W. Glover.

Winston-Salem Output 42,434,869 Pounds.

AT the close of the fiscal year at the Internal Revenue Office at Winston-Salem, N. C., it was found that 42,434,869 pounds of tobacco had been shipped by local manufacturers during that period, from which the Government obtained $3,394,788.76 in revenue, which was a handsome increase over the previous year.

The Hochfeld Bros. Cigar Co., of Portland, Ore., recently received a consignment of 30,000 "Bingo," a five cent Porto Rico cigar, made by the American-West Indies Trading Co.



Key West Factories Prepare for Fall Rush.

Work Resumed With Full Forces After Brief Holiday Shut-Down.

KEY WEST, July 10.

MANUFACTURERS are beginning to shape up for the fall rush and many of them are receiving shipments of the new crop of tobacco. Several shops were closed for a short period in order to take the semi-annual inventory, but most of them reopened today with a full force.

S. & F. Fleitas have a large force of men at work in enlarging their factory. The building will be extended twenty feet on all three floors, which will afford accommodations for about 200 cigarmakers, all told. This firm has shown remarkable growth in the last year and for several months they were crowded in their present quarters. They have lately added several large customers to their list and the demand for "Homerica" brands continues to grow stronger every month. Francisco Fleitas has just returned from Cuba, where he purchased a large lot of the new crop and made arrangements for a supply to last the firm for the remainder of this year.

The rebuilding of the Havana-American factory on the County Road is progressing satisfactorily. The concrete in the new additions has been laid to a height of several feet and all of the floor beams and framing on the first floor have been placed. The contractors experienced a slight delay on account of receiving material, but it is not thought that this will prevent the opening up of operations in October as planned.

The Martinez-Havana factory has opened with a full force, after having been closed down for a short period waiting for wrapper. They have a large amount of orders on hand, but they expect to catch up in a few days.

Ramon Fernandez, of the Fernandez, Lopez Ca., reports an increasing demand for the products of the firm, and he states that several new customers have been secured during the last few weeks. They are working a full force.

J. F. Navarro, who will be the manager of the Lovera factory here, is in the city and making active preparations to open the shop. They will employ about 200 cigarmakers and expect to start within a very short time. It is the intention to make the finer sizes in Key West, and as a consequence will employ thoroughly skilled workmen. Mr. Navarro is a thoroughly experienced manufacturer and is well known and liked in Key West, this having been his former home.

Norberg Thompson, who is building the box factory here, accompanied by Mrs. Thompson, left today on the Mallory steamer for New York, where he will spend some time in looking after the shipment of machinery for the factory and other matters pertaining to the business. The work on the building is progressing rapidly. Mr. Thompson hopes to have the building completed and the machinery installed in time to furnish boxes for the fall rush.

At S. Wolf's Sons, the orders continue to come in satisfactorily, and Charles Wolf, of the firm, who is in the North, reports by letter to his partners that the outlook is good for a brisk trade.

F. B. Guito left this morning for the North, where he will spend several days in the interests of his factory.

A. Aurelio Torres will leave in a few days for Cuba to purchase tobacco. Mr. Torres is very optimistic for the results this year of the "El Principe de Golfo" factory, and he is preparing for a greater business than ever before.

The Key West Cigar Factory is working full force and has not had an off day. They are growing by leaps and bounds and it will not be long before this shop takes its place in the front ranks of the big manufacturers of the country. Their brands have become very popular and the demand is increasing.

N. B. RHOADS.

Changes in Milwaukee Stores.

New Wholesale Pipe Department to be Opened by Fay Lewis & Bro. Co. August 1st.

MILWAUKEE, July 11.

BUSINESS in this city has been quiet owing to the excessive heat.

Surman Company are doing fairly well, a display of pipes being made on which they are conducting a sale.

Pollack Crombie Company make no complaint. The "La Vada" is being featured in the window as are also smokers' articles.

The Plankinton Block of this city has been leased by Charles Somers, the Cleveland baseball magnate. The terms of the lease call for extensive improvements to be made, which will consist of a twelve-story hotel, a fifteen-story office building and a five-story commercial and theatre building. The improvements will affect the Spiegel Drug Company, who operate a National cigar stand and enjoy a very large patronage, the Dadd Drug Company, who are also large retail dealers, and Allanson Cigar Company, who operate a large store and also a stand in the lobby of the hotel. It is not known yet, however, just how soon building operations will commence, though it is stated that all leases expire April 30th next, and will not be renewed.

Allanson's are featuring the following cigars just at present: "Webster," "Charles the Great," "Jose Villa" and the "LaVenga" in various sizes.

Fay Lewis & Bro. Co. are doing a good business both in their retail stores and the wholesale department. The Pabst Building stand is displaying "Savarona" and the "El Sidelo."

Floyd Byron, who has for some time past been connected with Leo Abraham in the Caswell Block store, has accepted a position with the Fay Lewis & Bro. Co. and will be located at the Pabst Building.

Fay Lewis & Bro. Co. have completed arrangements to job pipes, opening this department about August 1st. The Frank line will be handled at the start. The new department will be under the management of E. T. McGuire, who for many years conducted a retail cigar store in the Loan and Trust Building here. Mr. Fay Lewis, president of the company, visited here for a few days, coming from Rockford in his Marmon car.

Leo Abraham & Co. report a fairly good business in all stores. For the present, Mr. Abraham's brother is assisting in the Caswell Block store until a successor is named for Floyd Byron.

Mr. and Mrs. John Hoffmann celebrated their fiftieth wedding anniversary July 7th. Mr. Hoffmann is a pioneer merchant of this city, being head of the John Hoffmann & Sons Co., wholesale grocers, who are one of the biggest cigar jobbers in the city. Although seventy-two years old, he is hale and hearty.

The Milwaukee Merchants Supply Company, incorporated about a year ago to wholesale groceries, cigars, tobacco, etc., have filed notice of dissolution.

George Leising, the Oneida street cigarist, is having a slump in business owing to the fact that the bridge crossing the river near his place is closed, which takes away considerable transient trade.

The village of West Salem, Wis., was recently destroyed by fire, among those who burned out being Thomas Pouzer, who operated a cigar factory, and James Morris, who conducted a retail store.

Lass & Philler, who a few months ago purchased the cigar store and billiard room of R. Hascall at Beloit, Wis., have dissolved partnership, Philler selling out to P. Lass. The new firm is known as Lass & Son.

At Arcadia, Wis., L. J. Michalski sold his cigar factory to E. Siegler.

The well-known leaf firm of Culton & Weil at Edgerton, Wis., will dissolve partnership January 1st next, Weil & Son, of New York, taking over one warehouse and Culton the other.

C. D. Wiggenhorn, for many years traveling salesman for Wiggenhorn Brothers, of Watertown, Wis., has departed for Spokane, Wash., where he will engage in the cigar business on his own account. He will handle the Wiggenhorn line, making his traveling headquarters at Billings, Mont.

O. A. KROMPAS.

Milwaukee June Revenue Report.

THE report of the Collector of Internal Revenue at Milwaukee for the month of June shows receipts from the sale of tobacco stamps amounting to $44,079, and for cigars $20,715.88.

'Frisco Business Brighter.

SAN FRANCISCO, CAL., July 5, 1911.

CIGAR wholesalers have been more actively engaged in filling orders during the past two weeks than for some time previous.

Many of the local traveling men have been getting some good orders in the interior of the State where they find weather conditions much more favorable to business than for some years at this season, as the hot weather has held off much longer than usual. At present a large number of traveling men are in San Francisco, having come to town over the Fourth, but most of these will be on the road again by the end of the week. Some new distributing agencies have been established in the valleys where business conditions point to a very good coming season.

The cigar department of Goldberg, Bowen & Co., under Henry Batt, an old San Francisco cigar dealer, has been getting in some good work in the jobbing way, especially with many of the high-class clubs and restaurants in and out of the city. Los Angeles, Sacramento, Stockton, Portland, Fresno and other cities are among places with clubs and cafes which are being supplied with the company's lines. The old line, "Flor Del Mundo," Key West goods and other staples are featured by this house, which is building up a steadily increasing business under the management of Mr. Batt. City retail business is improving, in spite of the general summer conditions which are said to be prevailing. The company plans to add one or two more Key West or Tampa lines in the near future, to be carried along with its already large line which includes the "Partagas," "Natividads," "Henry Clay," "Hunch" and many others.

Bier, Saalburg & Co. are pushing the "Cortez" and "Samson" brands with good results this summer. The house reports a general improvement in business conditions and expects a marked revival when the Fair site is announced.

Senator H. T. Moore, secretary and treasurer of the Hoffman-Moore Company, died early this week.

David Rinaldo, of H. Rinaldo & Co., agents for Celestino Vega & Co., is again in this city after a trip to the Sacramento Valley. He says that the heat has not been great in the valley up to the last few days and business has consequently kept up for a longer period this year than usual. "La Vengas" and "Smokecraft" cigars are among the lines that he has done the best business with this spring. He leaves soon for Lake County where he will combine pleasure with business. Other traveling men representing this house will start on the road shortly to cover California and other Coast States.

Frankel, Gerdts & Co. have been running their factory at full force for some time in their attempt to keep abreast of orders for their own make, "La Natividad," the daily output of which is between 25,000 and 30,000, Mr. Frankel says. The company is unable to supply the retailers handling these goods with desired shipments. John Gerdts is now on a three weeks' vacation which he is spending with his family at Bartlett Springs. David Frankel is planning to leave late this month for Cuba where he will spend about six weeks. Advices from the company's Cuba broker show that a shortage of Vuelta filler is bound to be felt this year, only about 30 per cent. of the usual crop showing signs of being harvested.

M. A. Gunst & Co. are completing the changes which have been going on in the California street store and will soon have considerably more floor space for display and storage purposes. The Van Dyck room will be finished in a few days and will be given over to a fine display of these goods. The company has just taken its annual inventory, but has not yet figured out its increase which is expected to be a larger one than for some years past.

Ehrman Bros., & Co. report a picking up of business with the "Havana Ribbons", a much more marked demand for which is now felt than for a time this spring. O. J. Brunoni, the company's Nevada traveling man, is spending his honeymoon at a California resort. I. I. Hess, the factory man for the "Optimo," who has been in Los Angeles for two weeks handling the "Optimo" with great success, is now in the Northwest.

Mark Brummer, a Regensburg factory man, is expected to arrive in town in a few days.

David Erdrich, local representative of Samuel I. Davis & Co., has returned from the Southern part of the State, and reports an excellent business.

Arthur Meyer, Pacific Cost representative of Bustillo Bros. & Diaz, handling the "Humboldt," "Henry IV" and other brands, is again in San Francisco after a six weeks' trip in the Northwest. He spent some time in Denver and other inland cities, where he found some excellent business.

Teddy Cohn, who represents the American West Indies Sales Company, recently spent some days in Los Angeles, and speaks of his trip as the best one he ever had in that section. He placed the "Gobbo" cigar with the Hoffman & Robinson store, the first house in Los Angeles to handle this brand, and says that they are doing well with the line.

Mr. Batterton, of Ferdinand Hirsch Company, is expected in town soon.

Sig Meyer, representing Lozano Sons & Co., will make his initial appearance on the Coast in a few days.

Charles Knubel, Coast representative of the Salvador Rodriguez line has just left for New York.

H. L. Judell, of H. L. Judell & Co., has returned from a trip to Bakersfield and other San Joaquin Valley cities, where he established distributing bureaus for the "Watt" five-cent cigar in Bakersfield, Fresno and Modesto. J. C. Lesher now handles the "Watt" in Modesto, Jacob Eluningdale in Fresno and Max Fleischmann in Bakersfield. Mr. Fleischmann is also featuring M. A. Gunst & Company's "Van Dyck" and "Owls." Mr. Judell says the "Elisardo" is being well handled by George Coleman in Eureka, Cal., where it is growing in popularity. H. L. Judell will leave in a few days for Humboldt County to combine business with pleasure.

Harry Dalton, Pacific Coast representative of Bondy & Lederer, is making his headquarters for a time at Portland, during his tour of the Northwest.

Carl Koenig, the well known "big man" traveling for Frankel, Gerdts & Co., spent the Fourth in San Francisco, after a successful trip through the southern part of the State.

Messrs. Stowell and Adams, representing the Surbrug Company, are expected in town in a few days from Los Angeles.

Chicago Leaf Men Win Insurance Fight.

Reduction Granted Association and Further Concession Promised.

CHICAGO, ILL., July 11.

THE Chicago Leaf Tobacco Merchants' Association have felt for several years that they have been discriminated against in regard to insurance rates in comparison to the rates of other cities in the Middle West. Repeated appeals to the Board of Underwriters failed to bring results, until about five months ago when a committee was appointed by the Association to meet with a committee from the Board of Underwriters.

After much discussion, in which the grievances of the tobacco men were explained by the secretary, Mr. A. S. Brown, the Board of Underwriters last week agreed to a reduction of twenty-five cents on the hundred with the promise of another reduction of twenty-five cents on the hundred in the very near future.

Leaf tobacco men of this city for several years have felt that an injustice has been worked on them by the insurance companies in regard to rates, and the recent concessions by the Underwriters' Association is hailed with much satisfaction, even though it may be some time before the underwriters make good on their promise for a further reduction in rates. They feel that the fact that they got any concession at all is a step toward a more equal adjustment of rates.

Thirty-six dealers are benefited by the reduction of insurance rates.

Increase in Philippine Cigar Exportations.

LATE advices are to the effect that exportations of Philippine cigars are beginning to show a rapid increase. This stimulation is not due particularly to the free entry provision of the United States, as it is shown that larger quantities were also shipped to other countries.

Total exports increased from 151,457,000 in 1909 to 18,407,000 in 1910, which quantity during the latter year found an American market. The value of the year's total exports of cigars was $2,759,661. Under the former tariff restrictions it had been about $1,800,000.

Successful Syracuse (N. Y.) Factory.

THE cigar manufacturing establishment of Frank E. Greis, at 1418 Lodi street, Syracuse, N. Y., is among the most prosperous establishments of that city. Mr. Greis started in the manufacturing business only about a year ago with a half dozen cigarmakers, and now employs a force of nearly fifty men.

Recently a downtown salesroom was opened at 224 James street, which is being used in the exploitation of his "Elevatus" high-grade ten-cent cigars and "Town Talk" as his nickel leader.

A new cigar store was recently opened at 459 Stratford avenue, Bridgeport, Conn., by Mr. Zeitlin, who hails from New Jersey.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

Havana, July 6th, 1911.

THE packing season is now in full blast all over the country, and the escojidas in the Santa Clara Province have also commenced their work and some 500 bales have come to our market.

Notwithstanding all the drawbacks in the Vuelta Abajo district, the two cyclones in the beginning, and later on the prolonged drought, some very fine vegas have arrived and good judges pronounce the quality as excellent, far better than they ever dreamed the same to turn out. It is a pity that the crop is so small and that prices naturally will be high this year.

Regarding Partido nothing can be added to what has been previously stated already. This class of tobacco is a good yielder, sound, and fair in colors, with a perfect burn and of a fine quality.

The few vegas of Remedios which have reached our city have created a very favorable impression, as they are of a good body, and of a ripe brown color, without any of the hateful yellow leaves. If the bulk of the crop should turn out in a like manner, it is bound to find ready takers later on, particularly if the yield of the packing should be favorable, so that sellers would not have to ask exorbitant prices.

While high prices have been paid to the farmers it is possible nevertheless that the average cost of the bundled tobacco may be lower than has been stated before.

Of course it is impossible to guess, how prices may rule later on this fall, but if the majority of the escojidas and vegas should be fine in quality, then it would be easier to find buyers, as surely the stocks of old tobacco cannot be large in the North. Manufacturers evidently have been working from hand to mouth, and as long as they carry no stocks the time is bound to come, when they will have to look around to supply themselves upon a larger scale again.

Our local market has remained in about the same position, the demand for new Partidos and Vuelta Abajo has been restricted by the incompleteness of most vegas, which have arrived so far from the country, and which makes it impossible for the sellers to figure out their cost price, consequently they cannot offer the lots on hand to a prospective buyer. There are some of our packers and dealers who act, however, independently of the future cost of their packings, and are willing to run chances by naming figures for particular grades, which the clear Havana cigar manufacturers are looking for, and they have no trouble to effect sales. One large house claimed to have received already 3500 bales of this year's crop and it stated that they had sold all of the light styles, keeping only the heavier ones for curing purposes at present.

Old Vuelta Abajo fillers are selling fairly well, and there have been made some shipments of new Remedios of the lowest grades (as a trial) to Germany.

Sales during the past fortnight total 4003 bales, consisting of 2000 Vuelta Abajo, 1775 Partido and 228 bales of Remedios.

Buyers were: Americans 2610, exporters for Europe (Bremen) 111, shippers for Buenos Aires and Montevideo 112, and our local cigar and cigarette factories 1170 bales.

Exports of leaf tobacco from the Port of Havana for the two weeks ending July 1st, were:

To all ports of the United States	6,241 bales
" Bremen	111 "
" Buenos Aires and Montevideo	112 "
Total,	6,464 bales

Principal Buyers of Leaf Tobacco That Come and Go.

Arrivals.—E. Shutan, of Shutan & Co., Chicago; José Arango, of Julius Fernbach & Co., Chicago; Manuel Lopez, Calixto Lopez, of Calixto Lopez & Co., New York; F. Vidal Cruz, Voneiff & Vidal Cruz, Baltimore; Domingo Granda, of Granda & Co., Montreal; A. Santaella, of Santaella & Co., Tampa; Fred Davis, of Samuel I. Davis & Co., Tampa and New York; Vicente Planco, of Ruy Suarez & Co., New York; Luis Martinez, of Luis Martinez Havana Co., Key West.

Returned.—T. T. Anderson, Manager Director of the Henry Clay and Bock & Co., Ltd., Havana

Departures.—Colonel Alvaro Garcia, for New York; Dionisio Hevia, for New York; Peter Mackam, for New York; Marcelino Perez, for New York; B. Spector, for Chicago; Walter C. Sutter, for Chicago; Albert W. Kattenburg, for Boston; Francisco Fleitas, for Tampa; P. San Martin, for Tampa; Manuel Garcia, for Tampa; Faustino Lozano, for Tampa; Philip Boland, for Germany, via New York.

While the exports of cigars during the second half of May showed an increase of over 2,700,000 cigars, the shipments during the first half of June, according to our official Custom House returns, indicate a decrease of over four million cigars, as compared with last year, and this has been a dolorous surprise to the trade. As the figures for the 2nd half of June have not been published yet, it is possible, that they may give us a better result again. Leaving aside this uncertainty, it demonstrates however, that our industry is working under a great handicap, and that something must be done in the shape of reciprocity treaties to increase our exports materially.

Our Congress has passed a law to authorize our Executive to obtain better conditions of an increase in the reciprocity percentage allowed by the United States to Cuba on its cigars, and as an equivalent the latter country would make a reduction in the duties on all American goods imported here and which do not enjoy special privileges yet. All European and South American countries, which handicap our cigar exports by high duties, and export considerably more to us, than they import from us, shall be countervailed within six months by raising the tariff 30 per cent. on their merchandise. This may hasten the pending "modus vivendi" with Spain and bring it to a speedy conclusion, as well as create activity amongst our diplomats in the above mentioned foreign countries. Our President is also authorized to make a special treaty with the United States for a mutual protection of trade-marks and patents, and which undoubtedly will help to stop the fraudulent practice of falsification of our renowned brands of cigars.

The statistical figures of our exports are as follows:

	1911 Cigars	1910 Cigars	1911 Decrease in Cigars
From June 1 to June 15th, 1911	4,096,583	8,181,224	4,084,641
			Increase in 1911
" Jan'y 1st to May 31st, 1911	76,429,398	67,655,896	8,773,502
Totals	80,525,981	75,837,120	4,688,861

H. Upmann & Co. has orders on the way for 4—5 million cigars from Germany and are working well. Don Teodor Garbade since his return is devoting his attention to the buying of further vegas from the best districts of Vuelta Abajo, so that with the large stock of old goods on hand, this factory will be in prime condition to fill all calls for choice tasting cigars from everywhere.

Partagas is fully occupied and the nomination of G. A. Padro, as representative for Europe, (except France and Spain) by Don Eustaquio Alonso has been a masterstroke of good judgment and shows the aggressive policy of this factory in extending its relations. Mr. Robert E. Lane's management of the American market has been a success from the start.

Henry Clay and Bock & Co. show by their large weekly shipments of cigars that their principal brands must be finding favor with the smokers of imported cigars all over the world.

La Diligencia continues its even tenor, working steadily upon calls from the chief consuming countries.

Sol is noting already an improvement in orders, as the same are calling for larger quantities.

La Belinda, the reported sale to Don Saturnino Alvarez has proved premature, as there was a disagreement in the price on the stocks on hand, therefore Lopez & Co. continue as owners.

Flor de P. A. Estanillo is filling some orders for fancy sizes and which run from $500 to $3000 per thousand. These cigars are made from the very choicest vegas of Vuelta Abajo, and the largest Vitola is fully 10 inches in length. In fact, F. Rodriguez & Co. are very fortunate in having calls for high priced cigars, on account of its pronounced high aroma and perfect workmanship, therefore the average selling cost of its output shows a gratifying result to the owners.

Castañeda, the new owners are hard at work in preparing for the coming fall campaign, and as they have a large stock of the best kinds of tobacco they are bound to be successful in extending their well established relations. Don Fernando Cardenas intends to go to New York on July 22nd, while upon his return Don Nicolas Cardenas will take a trip to Europe.

La Flor de Posé Otero has a good many orders from Canada and the United States.

Buying, Selling and Other Notes of Interest.

H. Upmann & Co. as per circular, dated June 30th, 1911, state that Don Teodoro Garbade has been admitted as full partner. In place of F. Boland, who signed a power of attorney, but who has returned to Germany, Mr. F. Tiedemann has been appointed.

Cuesta, Rey & Co. are reported to have purchased already 1000 bales of leaf tobacco.

Cardenas & Co. sold 713 bales of Vuelta Abajo and Partido during the past two weeks to their customers.

August Kuttnauer, of the sterling house of Rothschild, Sons & Co., Chicago, is still in town and from good sources, it is learned that his purchases so far may exceed 1000 bales of selected vegas. Muñiz Hnos & Co. were sellers of 600 bales of Vuelta Abajo, thus closing out all their choice holdings of old goods. They will soon be in a position to offer the new Vuelta Abajo and Remedios, of which they are receiving lots weekly, but as they cannot figure out the cost price until the vegas are completed, they have had to abstain from making sales. The buyers who have seen the new Vuelta Abajo were evidently pleased with the quality and looks, as they were ready enough to enter into transactions.

B. Spector was a buyer of 500 bales of Vuelta Abajo and Partido for his firm of Spector Bros., Chicago.

A. M. Calzada & Co. closed several deals during the past fortnight amounting to close on to 300 bales of Vuelta Abajo and Partido.

Matt Wengler made quite a number of purchases for his Chicago firm of Wengler & Mandell and still is actively on the lookout.

José F. Rocha disposed of 700 bales of Vuelta Abajo and Partido to his customers.

Walter C. Sutter has been one of the buyers, who could be seen in nearly every warehouse where fine tobacco could be had and has secured a good stock of leaf for Jacob Sutter & Sons, Chicago, 750 bales in all.

Gonzalez y Benitez closed out 175 bales of Remedios during the past two weeks.

Leslie Pantin has been, as usual, the commission merchant, with his customers in town and also upon direct cable orders has been doing a big business, as from a trustworthy authority, his purchases have aggregated 1700 bales during the past fortnight, although a small part may be subject to registration yet.

Sylvester & Stern have been buyers and sellers to a large extent, as through their valuable connections they are playing the first role in our market.

Sobrinos de A. Gonzalez have had a resting spell, as far as selling is concerned, although they are actively in the field as far as country buying is concerned attending to their various escojidas.

Perez y Obeso sold their famous escojida "El Corojo" of San Luis and which is the crackerjack vega of the Vuelta Abajo to the Romeo y Julieta factory. This vega when completed will give about 1000 bales.

S. Ruppin is scheduled to leave New York on July 8th for Havana.

H. Slavinsky, of the Havana Importing Co., Chicago, is expected to arrive here about July 15th.

The most important shippers during the past fortnight were, Sylvester & Stern, 836 bales; I. Bernheim & Sons, 664 bales; Leslie Pantin, 643 bales, and below 500 bales each, Rodriguez Menendez & Co., Suarez Hnos, Manuel Suarez, Garcia & Co., Ernest Ellinger & Co., H. Upmann & Co., Heinrich Neuberger, J. F. Berndes & Co., Luis Font.

Receipts of Tobacco From the Country.

For two weeks ending July 1st, 1911		Since Jan'y 1st, 1911
5,549 bales	Vuelta Abajo	49,117 bales
214 "	Semi Vuelta	2,640 "
1,986 "	Partido	5,088 "
513 "	Remedios	9,078 "
0 "	Mayari	479 "
8,256 bales		66,402 bales

ORETANIV.

Charles Pabst, who has been a cigar manufacturer, at Negaunee, Mich., since 1866 was recently found dead in his bed. Mr. Pabst was a veteran of the civil war and widely known.

Tobacco Association Condemns Loose Leaf Bill.

THE Tobacco Association of the United States, which last week held its 11th annual meeting, went on record in opposition to the present free loose leaf tobacco bill pending before the United States Congress.

The Association this year held its sessions at Hotel Chamberlin, Newport News, Va., and its session was largely taken with discussions of matters of legislation now pending before Congress, after the usual routine business had been accomplished.

New officers were also elected for the ensuing year, and they are as follows: President, T. M. Carrington, of Richmond, Va.; vice-presidents, W. L. Petty, of Lexington, Va.; R. B. Watson, of Wilson, N. C.; T. E. Robinson, of Chase City, Va.; board of directors, W. T. Reid, J. L. Wingo, of Richmond, Va.; Stiff Bowling, Petersburg, Va.; E. B. Clarke, Bedford City, Va.; B. P. Eggleston, Drakes Branch, Va.; E. B. Ficklen, Greenville, Ky.; C. E. Lewis, of Henderson, N. C.; G. S. Norfleet, of Winstonsale, N. C.; E. B. Carrington, Danville, Va.; J. B. Williamson, Danville, Va.; W. F. Axon, Cincinnati, Ohio; G. Patton, Darlington, S. C., and E. Edwards, Oxford, N. C.

Cheap Cigarettes in Malta.

CONSUL JAMES OLIVER LAING, at Malta, writes as follows concerning the cigarette trade:

"While expensive cigarettes are sold in the clubs and to certain individuals in the Island of Malta, the greatest trade is done in cheap cigarettes, which are smoked by Maltese workmen and countrymen and by British soldiers and sailors.

"Of the two best sellers, one costs at wholesale $1.60 per 1000, and a case of 50,000 weighs 121 pounds. This kind sells at retail in shops for 4 cents per package of 10, and in soldiers' and sailors' canteens at 3 cents. The wholesale price of the other best seller is $1.39 per 1000, and the weight of a case of 50,000 is 113 pounds. This cigarette retails in shops at 3 cents per package of 10, and in the soldiers' and sailors' canteens at 2½ cents.

"To the wholesale price must be added a duty of $0.24 per pound. Samples of the two best sellers have been forwarded to the Bureau of Manufactures and will be loaned to interested parties. They are British-made cigarettes of the type known as 'Virginia' in England."

Seattle Dealer Would Oust Competitor.

HENRY J. LEINDECKER, a retail cigarrist, at the corner of Jefferson street and Third avenue, Seattle, Washington, has brought action against J. B. Hummel, a competitor, who conducts a cigar stand in the Municipal Building, in Seattle, claiming that Hummel has interfered with his business, and is asking the Superior Court to restrain the City of Seattle from allowing Hummel to conduct his cigar stand in the City Building. Leindecker recites in his complaint that the city is renting high priced quarters in the Prefontaine Building for city departments, and yet has found room for Hummel's cigar stand in the Municipal Building, and alleged that it allowed him to use the quarters without money or price. Leindecker stated that Hummel had taken away $300 worth of business every month.

Final Winding Up of Cincinnati Company.

Referee in Bankruptcy Greve has filed in the District Court at Cincinnati his final report in the bankruptcy case of the Union Maid Tobacco Co., of that city. Dividends aggregating nearly 20 per cent. have been paid.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Hot Weather Hits Reading.

Factory Operations Retarded---Mid-Summer Business Fair.

READING, PA., July 14, 1911.

THE cigar manufacturers were seriously handicapped during the past week or more by the hot weather which had materially reduced their working forces. At several of the cigar box factories in this city the heat was also so intense that operations had to be suspended during the afternoons of several days.

The output of Reading factories during the month of June was very good and promises to continue very well during this month considering that it is usually the dullest period of the year.

George W. Lehr considers himself fortunate in a continuous demand for his "Potentate" high grade ten-cent cigar and "Lehr's Smokers" in nickel goods. He is employing the usual force of cigar makers and orders have been received for his goods about as rapidly as he could put them up.

H. G. Burky continues to devote his energies to extending the sale of his "Royal Judge" and "La Reposa" in five-cent goods, and the "Lord Ormont" as his ten-cent leader.

Isaac F. Haller, 1050 Greenwich street, who recently succeeded the firm of Haller & Whitecraft, is doing a very satisfactory business. Mr. Haller will market a new brand early this fall, and is now planning for a widespread publicity campaign on this new line of goods.

D. F. Fleck is now in operation at 818 Court street, but is retarded in making shipment of goods, awaiting a supply of labels and printings. He recently visited a number of his Western jobbers and received a number of complimentary orders, which he feels confident will readily duplicate after his new line of goods has been tried out.

Henry Heyman's Sons have found their Bowmansville factory a very valuable adjunct, and declare that the workmanship of the Bowmansville cigar makers is exceptionally fine and that it has exceeded their most sanguine expectations. Their main factory, at Reading, is also employing a full complement of hands.

John G. Spatz, of J. G. Spatz & Co., has about completed his road work for this summer. Mail orders continue to arrive steadily, and the factory will be able to maintain its quota of men for an indefinite period.

Yocum Brothers are moderately busy, and they notice an increase for their "Y-B" Havana Cigars during the past few weeks.

There is probably not another factory in Reading that have made a more substantial progress than have Eline & Kutz during the several years they have been engaged in the business.

W. W. Stewart & Sons report they have about as much business as they can comfortably handle. Mail order business has been good with them and duplications are coming in steadily.

Ninth Penna. District Output for June.

Large Factories Running Strong; Smaller Factories Slow---A New One Started

LANCASTER, PA., July 14, 1911.

S. R. MOSS, of the S. R. Moss Cigar Co., informs the writer that so far as his firm is concerned the cigar business was this year holding its own very well, and his statement seems to be fully substantiated by the report of the sale of Internal Revenue Stamps, which shows that during June the output of cigars amounted to 64,000,000. This is a substantial gain over the production during May as well as over June of 1910, and the figures are not far from those of 1906 which was regarded a banner year.

There are a number of manufacturers throughout the county who declare that business is very dull, and their factories are in operation on very short time and with minimum forces.

H. H. Mayer, of Ephrata, has been in charge of the business of A. P. Snader & Co., Inc., for the past year or more, and since his incumbency the business has progressed quite steadily.

Things are not so pushing just now at the Ephrata factory of Sig. C. Mayer & Co., although it is reported here that their several other factories are turning out tremendous quantities of goods.

R. Cauldwell, of Ephrata, is about to remove his cigar factory to Mohnton, where he will also engage in poultry raising as a side line.

At the union factory of C. Ruppin Akron a good force of cigarmakers were found at work, and, all in all, it seems to be a very busy season for this time of the year.

The tobacco jobbers of Lancaster are not complaining so much of the volume of business as they are of the kind of goods in demand and which they declare are of the source upon which little or no profit is available. J. G. Shirk, one of the best known jobbers in Lancaster, makes the statement that if the volume of business could be had in good cigars a fair profit could be earned, but the demand was running strongly upon tobacco products upon which the margin is very narrow.

A new factory was recently opened, at Wrightsville, by E. A. Waltman. Mr. Waltman was, for a number of years, a salesman and identified with such houses as Oblinger Bros. & Co., etc.

Charles J. Lederman, erstwhile leaf dealer of this city, has removed to New York. He is said to be now engaged in the cigar business as a representative of Levy Bros., manufacturers.

A new warehouse is being erected on North Queen street by Charles Tole, which will have a capacity for storing 3500 cases. It is to be ready for occupancy by September 1st.

Alex. Furst, with Jobst-Bethard Co., of Peoria, Ill., was a prominent visitor among our manufacturers recently.

Business Slow at York.

Heavy Rain Injures Several Factories---New Cigar Manufacturing Firm and New Leaf Houses Organized.

YORK, PA., July 14, 1911.

THE cigar manufacturing industry is still dull but prospects are a little better than they have been. A fair output is shown by the sale of stamps, but there are still many idle cigarmakers. The two-for industry which has been a very important factor in York for many years seems to be regaining its former importance very slowly, and in the opinion of some of the best informed it will never fully recover, although there is a very steady demand for good two-for cigars.

On Thursday, last, the stock, etc., of Smith & Co., leaf dealers, at McSherrystown, was sold as bankrupts.

The financial embarassment of Charles W. Snyder, at Yoe, was announced recently when an application in involuntary bankruptcy was made. Snyder's liabilities are placed at $18,000.00 and assets at $11,000.00. His heaviest creditors are York county leaf tobacco men.

C. W. Price, of York, is doing very well on a five-cent brand he calls "My New Judge." These goods have been on the market for a considerable time, but it seems that it has been only in the past year that a noticeably large sale has resulted. The goods sold almost entirely in York and are now on sale in the majority of the better stands and stores.

A new firm of cigar manufacturers were recently formed at Dallastown under the name Kauffman, Spatz & Co., who have taken over the building occupied by the Habille Cigar Factory. Mr. Samuel Kauffman is the head of the firm.

A heavy downpour of rain on Friday afternoon, last, caused some trouble to cigar manufacturers and leaf warehouses by flooding cellars. S. Kauffman Bro., of Dallastown, were obliged to move their stock from the basement of their building. Eugene P. Gillespie, of York, also found the basement of his building submerged in water, making it necessary for him to move a considerable quantity of leaf tobacco.

The "Gay Tom" brand heretofore manufactured by Ziegler Bros., Freysville, was recently purchased by Kauffman, Spatz & Co., Dallastown, who will continue to manufacture these goods.

A. F. Brillhart, of the Dallas Cigar Co., Dallastown, last week returned from a tour by automobile through New England, upon which occasion he combined business with pleasure. Mr. Brillhart drives a Hudson 30, and made the entire trip without a single mishap.

Since the dissolution of A. R. Reiff and Max Kalisch, trading as the City Leaf Tobacco Co., at York, Mr. Reiff has engaged in the packing business at York, while Mr. Kalisch continues the City Leaf Tobacco Co. at the old stand.

The City Leaf Tobacco Co., of York, are the local representatives of Sperry Bros., of Marbledale, Conn., who are packers of high repute. Mr. Kalisch, of the City Leaf Tobacco Co., is also handling an extensive line of Ohio tobacco.

Schlegel Representative Under Surgeon's Knife.

AT the York Hospital, York, Pa., A. E. Wallick, Pennsylvania representative of Geo. Schlegel, lithographer, of New York, was recently operated on for appendicitis. The operation, we are informed, was highly successful and that Mr. Wallick is recovering quite rapidly. It is expected that he will soon have recovered his full strength and will resume his former duties. Mr. Wallick has been ailing for a number of weeks and was urged some time ago by his physician to submit to an operation, but he still felt hopeful that a cure might be effected without the use of a knife, but it finally became imperative.



NEW YORK STATE.

NEW YORK CITY.

NEW YORK has been a quiet market in leaf tobacco during the past fortnight, but little else was expected by the leaf trade at this time of the year. The distressingly hot weather also had a desultory effect upon market conditions. As a result sales were few and unimportant.

The continued good output of cigars is looked upon as an encouraging feature to the leaf trade, and a revival of activities is expected in the near future. The prices have been well maintained because it is claimed that the stocks are not plentiful and that there will ultimately be need for available goods.

The vacation season has taken many away from their places of business and they went with full hopes of better conditions upon their return.

Some fair size sales are reported by Sumatra importers, and with the two thousand bales procured at the last inscription the stocks of American houses will be fairly replenished.

The Havana market is lacking animation in this city, but reports from Cuba indicate some little activity.

PENNSYLVANIA.

PHILADELPHIA.

WHILE our local houses have not been so aggressive during the past ten days or more leaf tobacco market conditions have remained firm in prices. There has been some demand for goods but buyers seem to be more than usually exacting in their requirements. The demand has been running largely on Pennsylvania, Wisconsin and Connecticut tobaccos.

Manufacturers allege that their stocks are still fairly good and that they are not, therefore, urgently in need of additional supplies, but appear willing to buy more if prices could be shaded, and this leafmen, at present, are refusing to do.

LANCASTER.

The intense hot weather and its long duration was seriously menacing the new tobacco crop, and the relief which came on Friday last by a heavy downpour of rain was most welcome. The young plants had been shrivelled up and some of the fields looked as though they would never recover. It is still doubtful if all the plants will be fully restored to a normal condition.

When the rain came the precipitation was so heavy as to inundate some of the fields, and washouts caused considerable damage.

In old goods the market has been quiet and leaf men are not expecting a noticeable renewal in activity before next September.

The country packings have been nearly all taken over by local houses who have a larger outlet for such goods.

Some few sales which have been made recently, of 1909 and 1910 goods, were consummated with western buyers.

A number of new tobacco sheds are still in the course of erection and will be completed in ample time to house this year's crops.

WISCONSIN.

EDGERTON.

THE tobacco crops have been almost scorched by the intense heat of the past two weeks. The effect of this was felt most severely in those sections of the State which have not recently been favored with any rainfall.

It is not unusual, under such conditions, for plants to bud early but it is far from desirable. Such a condition can only be averted by early and copious rains for which there is now more prospects than for some time past.

Market conditions for old goods have remained quiet, and yet the demand for good binder stock is apparently becoming more urgent but sales have, thus far, been confined to small lots only.

OHIO.

SUMMERFIELD.

IT is estimated that the tobacco crop in eastern Ohio will not exceed 60 per cent. of last year's crop, and some go so far as to say it will not equal 40 per cent. The dry, hot weather of May had seriously retarded the growth of plants and those which did mature and were transplanted have since almost parched from intense heat. Many of the farmers seem quite indifferent to raising tobacco this year in Noble, Monroe and Belmont counties.

NEW ENGLAND.

SPRINGFIELD, MASS.

POLISH help which has been the chief source of supply on tobacco plantations in this vicinity is gradually becoming scarcer because many of the Poles have engaged in tobacco raising on their own account, and a number of Connecticut Valley farms are owned by them. At Suffield, Conn., a $15,000.00 farm was recently purchased by Poles, and they are heavy land owners in West Suffield.

BROOKFIELD, CONN.

Tobacco plants have been scarce this season and the acreage has been materially reduced, in fact it is estimated that it will not exceed 50 per cent. of the crops of 1910. The low prices which have prevailed for the last few years are said to have caused the general reduction in acreage.

NORTHAMPTON, MASS.

The tobacco crop has started out well. Plant beds were a little slow in maturing plants of sufficient size, but they finally developed to goodly proportions and plants became fairly plentiful. The acreage will be about normal.

HARTFORD, CONN.

The damage caused by recent hail storms that passed through this section was not nearly so serious as was first believed, and very few farmers were obliged to reset their tobacco fields. The young plants are, at present, progressing very well.

Fendrich Asks Bids July 15th.

NOW that the many annoying hindrances to the erection of the new cigar factory of H. Fendrich, at Evansville, Ind., have been about all overcome, actual work is expected to begin at an early date. Bids have been called for July 15th.

The plans prepared by Architect Shopbell call for three large buildings, one of which will be a big warehouse and the other two will be devoted to the factory proper. They will all be practically under the same roof.

Fancy glazed bricks will be used in the construction of the two or main factory buildings and every modern improvement in the line of up-to-date factory building will be incorporated in their construction. Each of these buildings will be four stories high, of the dimensions of 62 x 141½ feet. Therefore, each building will provide 59,895 square feet of floor space in each building.

Patents of Interest to Tobacconists.

Flavoring compound for tobacco, Jesse A. Ashburn, Winston Salem, N. C.

Cigarette tipping machine, Barton S. Molyneux, Buffalo, N. Y.

Tobacco pipe, William H. Bray, Manchester, N. H.

Tobacco cartridge maker and tobacco pipe filler, Arthur Falk, New York, N. Y.

Tobacco can and receptacle, Friedrich Lewitz, Pittsburgh, Pa.

Machine for banding cigars, Edward P. Sheldon, Brooklyn, N. Y.

Match box attachment for headwear, Samuel T. Skeen, Sandoval, Ill.

Stem for tobacco pipes, William C. Bastian, New York, N. Y.

Attachment for match boxes, Walter H. Gamble, Los Angeles, Cal.

Cigar wrapper, Samuel Heineman, Baltimore, Md.

Device for obviating the generation of nicotin, John S. Hunter, Lamar, Col.

Match safe, James R. Layton, Paris, Ontario, Canada.

Tobacco pipe, Harry G. Noble, Dayton, Ohio.

Machine for stringing tobacco leaves, Alfred W. Olds, Windsor, Conn.

Smoking pipe, Thomas N. Wrenn, Cranford, N. J.

Smoking implement, James M. Eder, New York, N. Y.

Cigar ash protector, Edward Haller, Cleveland, Ohio.

Machine for manufacturing match boxes, Gustaf Olsson Jonkoping, Sweden.

Tobacco moistener, Rudolph Raabe, Tyrone, Pa.

Cigar cutter, James R. Pollock, Jersey City, N. J.

Match lighter, Ernest Zeschmar, Chicago, Ill.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

NEON SPECIAL:—22,563.
For stogies. June 28, 1911. McClinton & Sheckels, Summerfield, Ohio.

HONEST BUT CROOKED:—22,564.
For stogies. June 28, 1911. McClinton & Sheckels, Summerfield, Ohio.

EDELWEISS SPECIAL:—22,565.
For cigars, cigarettes. June 30, 1911. Moeller & Kolb, Chicago, Ill. Used since 1880.

EXPOSITO:—22,566.
For cigars, cigarettes, cheroots. June 28, 1911. Klingenberg Bros., New York.

No. 22,567 not issued.

BENCH FRESH:—22,568.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 28, 1911. Edwin A. Waltman, Wrightsville, Penna.

BROOKSIDE:—22,569.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 28, 1911. Edwin A. Waltman, Wrightsville, Penna.

LA BELLE SULTANA:—22,570.
For cigars. June 28, 1911. Quaker City Cigar Co., Philadelphia, Pa.

TOVEROS ANTI NERVOUS:—22,571.
For cigars, cigarettes and cheroots. June 29, 1911. Emery Bemis, Boston, Mass.

HARD TO BEAT:—22,572.
For cigars, cigarettes and cheroots. June 29, 1911. Emery Bemis, Boston, Mass.

O. M. A. (Six Pointed Star):—22,573.
For cigars, cigarettes and cheroots. June 29, 1911. Emery Bemis, Boston, Mass.

YACHT CLUB.—22,574.
For cigars, cigarettes and cheroots. June 29, 1911. Emery Bemis, Boston, Mass. Re-registration by transfer. Originally registered by D. T. Chard and transferred to E. Bemis, February 7, 1900.

C. B. & S.:—22,575.
For cigars, cigarettes and cheroots. June 29, 1911. Emery Bemis, Boston, Mass. Re-registration by transfer. Originally registered by D. T. Chard, and transferred to E. Bemis, Boston, Mass., February 7, 1900.

NORTH SHORE:—22,576.
For cigars, cigarettes and cheroots. June 29, 1911. Emery Bemis, Boston, Mass. Re-registration by transfer. Originally registered by D. T. Chard and transferred to E. Bemis, February 7, 1900.

FLASH LIGHT:—22,577.
For cigars, cigarettes and cheroots. June 29, 1911. Emery Bemis, Boston, Mass. Re-registration by transfer. Originally registered by D. T. Chard and transferred to E. Bemis, Boston, Mass., February 7, 1900.

AMPLEX:—22,578.
For cigars, little cigars and cheroots. June 29, 1911. Superia Cigar Mfg. Co., Detroit, Mich.

ROMAN TRIBUNE:—22,579.
For cigars, cigarettes and cheroots. June 29, 1911. Moeller & Kolb, Chicago, Ill.

SOSA:—22,580.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 29, 1911. R. Fernandez Havana Cigar Co., Key West, Fla.

LITTLE LORD:—22,581.
For cigars, cigarettes and cheroots. June 30, 1911. Schmidt & Co., New York.

SCIOTO CHIEF:—22,582.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 30, 1911. Kraus & Co., Baltimore, Md.

KUMA:—22,583.
For cigars. June 30, 1911. Quaker City Cigar Co., Philadelphia, Pa.

CURTELL:—22,584.
For cigars. June 30, 1911. Quaker City Cigar Co., Philadelphia, Pa.

R. C. W.:—22,585.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. June 30, 1911. E. M. Schwarz & Co., New York.

LEON DALY.—22,586.
For cigars, cigarettes and cheroots. July 1, 1911. Harry Witz, Burton Harbor, Mich.

LORD SHIRLEY:—22,587.
For cigars, cigarettes, chewing and smoking tobacco. July 1, 1911. Miss V. L. Shirley, Carrolton, Ill.

MARGARET BRENT:—22,588.
For cigars, cigarettes and cheroots. July 3, 1911. The Echsenfeld Cigar Co., Baltimore, Md.

LA LINDA:—22,589.
For cigars. July 6, 1911. Emery Bemis, Boston, Mass. Re-registration. Originally registered 1878.

ENOBIA:—22,590.
For cigars. July 6, 1911. Emery Bemis, Boston, Mass. Re-registration. Originally registered 1873.

VAN VALUES:—22,591.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. July 6, 1911. American Litho. Co., New York City, N. Y.

HATTIE J:—22,592.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 28, 1911. Chas. Specht Noonday Cigar Co, St. Louis, Mo.

ONORO:—22,593.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 6, 1911. S. Rose, Boston, Mass.

BRUM BEAR:—22,594.
For cigars, cigarettes and cheroots. July 6, 1911. Contesta Cigar Co., York, Pa.

RESERVE:—22,595.
For cigars. July 6, 1911. Henry Hoklas & Son, Peoria, Ill. Re-registration.

JURIST FULLER:—22,596.
For cigars, cigarettes and cheroots. July 6, 1911. Schmidt & Co., New York.

RINETA.—22,597.
For cigars. July 6, 1911. Ph. Margolies, Philadelphia, Pa.

TAMA HATKA:—22,598.
For cigars, cigarettes, chewing and smoking tobacco. July 6, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

LISANDRA:—22,599.
For cigars, cigarettes, chewing and smoking tobacco. July 6, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

ROYAL SIGNAL:—22,600.
For cigars, cigarettes, chewing and smoking tobacco. July 6, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

SIGNAL GLORY:—22,601.
For cigars, cigarettes, chewing and smoking tobacco. July 6, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

TOWN CALL:—22,602.
For cigars, cigarettes, chewing and smoking tobacco. July 6, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

CUBAN MARKET:—22,603.
For cigars, cigarettes, chewing and smoking tobacco. July 6, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

ROSE OF OHIO:—22,604.
For cigars, cigarettes, chewing and smoking tobacco. July 6, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

ROSE OF MICHIGAN:—22,605.
For cigars, cigarettes, chewing and smoking tobacco. July 6, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

ROSE OF ILLINOIS:—22,606.
For cigars, cigarettes, chewing and smoking tobacco. July 6, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

ROSE OF WISCONSIN:—22,607.
For cigars, cigarettes, chewing and smoking tobacco. July 6, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

TOBACCO FACTS.—22,608.
For cigars, cigarettes, chewing and smoking tobacco. July 6, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

LORD WAVERLY:—22,609.
For cigars, cigarettes, chewing and smoking tobacco. July 6, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

ROSETONE:—22,610.
For cigars, cigarettes, chewing and smoking tobacco. July 6, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

SURE SIGN:—22,611.
For cigars, cigarettes, chewing and smoking tobacco. July 6, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

IT:—22,612.
For cigars, cigarettes. July 7, 1911. Larsoon & Sanders, Galva, Ill. Re-registration. Originally registered March 7, 1887.

LA FLOR DE BENIDICT SPINASO:—22,613.
For cigars. July 7, 1911. S. Teplitz, Chicago, Ill.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

L. L. SCHLOSS,
CIGAR BROKER,
29 Randolph Street, Chicago, Ill.
Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

HARRY L. ROBY, Leaf Tobacco Broker
21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

N. D. ALEXANDER, Leaf Tobacco Broker
18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

PIPE FOR IRRIGATION PURPOSES.
We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
167 South St., New York City. 3-15-tf.

BROKERS AND JOBBERS wanted to handle our 5-inch "Perfecto" 5-cent cigar, guaranteed clear Havana filled. Connecticut shade grown wrappers, positive duplicators. Lorenzo P. Lopez Co., 353 E. 78th St., New York City. 7-1-r.

M. E. STERN & CO.
Leaf Tobacco Broker, Dayton, Ohio
FOR SALE—Special lots of Spanish, Gebhart, Dutch, Pennsylvania, Wisconsin and Connecticut first quality tobacco at attractive prices. Write today for quotations and samples.

For Sale.

FOR SALE—An old established cigar factory leaf warehouse and cigar box factory, with brands and registered labels including good will and all stock and fixtures. Building can either be purchased or leased. Address P. O. Box No. 110, York, Pa. 7-1-e.

FOR SALE—Pure Dutch, Gebhardt or Zimmer Spanish scrap filler tobacco. These scraps are from old resweat wrapper B tobaccos—high quality, clean, dry and ready to work. Write for samples and prices. Horner Tobacco Company, 208 S. Ludlow St., Dayton, O. 3-1-ch.

FOR SALE—Pure Havana scraps, guaranteed high aroma. Price, 45 cents any quantity.
ALONZO B. PANDOZ CO., 173-175 E. 87th St., New York 8-15-ch

FOR SALE—Complete set of second-hand cigar store fixtures, in good condition. Same was taken in trade on a new outfit. The Cleveland Store Fixture Co., 4059 St. Clair Ave., Cleveland, Ohio. 5-15-tf.

LA MANIDA:—22,614.
For cigars, cigarettes and chewing and smoking tobacco. July 7, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

EL MARCADOR:—22,615.
For cigars, cigarettes and chewing and smoking tobacco. July 7, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

LA JOYA DEL PAZ:—22,616.
For cigars, cigarettes, chewing and smoking tobacco. July 7, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

GAY TOM:—22,617.
For cigars. July 10, 1911. Kauffman, Spatz & Co., Dallastown, Pa. A re-registration.



HUBER BROS.' TWIN CITY: 22,618. (With special Design as Per Illustration.)
For cigars, cigarettes. July 10, 1911. Huber Bros., Sterling, Ill.

CUB FANS.—22,619.
For cigars, cigarettes. July 10, 1911. Moeller & Kolb, Chicago, Ill.

BROWN'S RUN:—22,620.
For cigars, cigarettes and cheroots. July 10, 1911. Brown & Co., Miamisburg, Ohio.

GOLDEN FLAX.—22,621.
For cigars, cigarettes and cheroots. July 10, 1911. Jacob Kraus, New York.

MEZURI:—22,622.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 10, 1911. The Louis Heitmann Co., Dayton, Ohio.

LA JUNQUENITA:—22,623.
For cigars, cigarettes and cheroots. July 10, 1911. Schwarzkopf & Rucket, New York.

TRENTON TIMES:—22,624.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 10, 1911. M. Diamond, Passaic, N. J.

NABOBS:—22,625.
For chewing and smoking tobacco. July 10, 1911. S. R. Kocher, Wrightsville, Pa.

SILVER ABBIE:—22,626.
For cigars, cigarettes, stogies, chewing and smoking tobacco. July 10, 1911. E. D. Jericho, New Berlin, Ill.

MISSOURI ROSE:—22,627.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 10, 1911. Lavello Cigar Mfg. Co., Chicago, Ill.

B. V. D.:—22,628.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 10, 1911. Lavello Cigar Co., Chicago, Ill.

LO BELLO:—22,629.
For cigars, cigarettes, chewing and smoking tobacco. July 10, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

EL QUINTADOR:—22,630.
For cigars, cigarettes, chewing and smoking tobacco. July 10, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

JOHN JACKSON:—22,631.
For cigars and stogies. July 11, 1911. Indianapolis Stogie Co., Indianapolis, Ind.

FOR THE WISE SMOKER:—22,632.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 11, 1911. S. S. Rice, Los Angeles, Cal.

LA RALLO:—22,633.
For cigars, cigarettes, chewing and smoking tobacco. July 11, 1911. Wm. Steiner, Sons & Co., New York.

PRINCE ORA:—22,634.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 11, 1911. P. A. Topper, Philadelphia, Pa.

PLANTER'S SMILE:—22,635.
For cigars, cigarettes, chewing and smoking tobacco. July 11, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

CONDE LUNA:—22,636.
For cigars, cigarettes, chewing and smoking tobacco. July 11, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

KING JUNIOR:—22,637.
For cigars, cigarettes and stogies. July 11, 1911. Leland O. Skinkle, Detroit, Mich.

TRANSFERS.

PANATELA SWEEPERS:—22,196.
For cigars. April 26, 1911. Merchants Cigar Box Co., Dallastown, Pa., and transferred June 8, 1911, to Samuel Kauffman, Dallastown, Pa., has been re-transferred on July 10, 1911, to Kauffman, Spatz & Co., Dallastown, Pa.

TWO ROVERS:—22,195.
For cigars. April 26, 1911. Merchants Cigar Box Co., Dallastown, Pa., and transferred June 8, 1911, to Samuel Kauffman, Dallastown, Pa., has been re-transferred on July 10, 1911, to Kauffman, Spatz & Co., Dallastown, Pa.

THE BEST OUT:—22,194.
For cigars. April 26, 1911. Merchants Cigar Box Co., Dallastown, Pa., and transferred June 8, 1911, to Samuel Kauffman, Dallastown, Pa., has been re-transferred on July 10, 1911, to Kauffman, Spatz & Co., Dallastown, Pa.

CORRECTION.

JUNIOR MEMBER:—22,503.
For cigars, cigarettes and cheroots. June 16, 1911. A. C. Henschel & Co., Chicago, Ill., should read L. C. Wagner & Co., New York City, N. Y.

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds



Fac Simile of the S. B. Label

Are the Cigars of the following Registered Brands

BRILLIANT STAR, Clear Havana 10c.
S. B. Seed and Havana . . . . 5c.
KATHLEEN O'NEIL . . . . . 5c.
VUELTA SPRIGS, The Mellow Cigar, 5c.

These brands sell on merit and constantly repeat. Try them and judge for yourself why this factory never shuts down

STAUFFER BROS. MFG. CO.
New Holland, Pa.

We are prepared to show specimens of the high grade cigar label and band work produced by us. Estimates and sketches guaranteed to please.
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Manufactured by
Consolidated Cigar Co., Pittsburg

Distributed by
MITCHELL, FLETCHER & CO.
Philadelphia

E. S. SECHRIST
Dallastown, Pa.

MAKER OF



AND OTHER BRANDS OF FINE

Domestic Cigars

Established 1890

Capacity 25,000 per day

The American Tobacco Co.

Boot Jack Plug
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Star Plug
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Planet Plug
Horse Shoe Plug
Spear Head Plug
Climax Plug
Old Kentucky Plug
Jolly Tar Plug
Newsboy Plug
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Battle Ax Plug

They Please All Tastes

Always Uniform and Reliable

RZ. BAUTISTA Y CA.

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Havana, Cuba.

Cable—"Rotista"

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A. M. CALZADA & CO.

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Havana Leaf Tobacco

Especialidad Tabacos Finos de Vuelta Abajo
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Growers, Packers and Dealers in **Leaf Tobacco**

Figuras 39-41, Cable "CUETARA" Havana, Cuba

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Leaf Tobacco & Cigars
Consulado 142, Havana, Cuba

CARDENAS y CIA — Cable Address, "Nasdecar"

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126 AMISTAD ST. — HABANA, CUBA

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Muniz Hermanos y Cia
S en C
Growers and Dealers of
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PEREZ & OBESO
S. en C.
(Sobrinos de G. Palacios)
LEAF TOBACCO
Vuelta Abajo Factory Vegas a Specialty
Proprietors of famous Lowland Vuelta Abajo Vegas
Prado 121, Entrance Dragones St.
HABANA, CUBA
Cable "SODECIO"

JOSÉ C. PUENTE
Leaf Tobacco Merchant
In Vuelta Abajo, Semi- Vuelta, Partido and Remedios
Principe Alfonso 166-170, HABANA, CUBA
Cable "Sepuente"

J. H. CAYRO & SON
Dealers in **LEAF TOBACCO**
Specialty: Vuelta Abajo and Partido
Warehouse and Office: 92 Dragones St., Havana, Cuba
Cable Address: "Josecayro" — *Correspondence Solicited in English*

SYLVESTER & STERN
Havana Tobacco
Monte 56, Havana, Cuba — 165 Front Street, New York

Michaelsen & Prasse
Commission Merchants
Leaf Tobacco & Cigars
18 Obrapia Street, Havana, Cuba
Cable Address: "UNICUM" — P. O. Box 28

SOBRINOS de A. GONZÁLEZ

Founded 1868

LEAF TOBACCO MERCHANTS

Packers of VUELTA ABAJO, SEMI VUELTA,
PARTIDO, and all varieties of Tobacco grown
in the Santa Clara Province

Cable Address "ANTERO"

WAREHOUSES and OFFICES

INDUSTRIA, 152, 154, 156, 158, HAVANA, CUBA

HEINRICH NEUBERGER

Leaf Tobacco Merchant

HAVANA, CUBA—Calzada del Monte No. 15

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And Importers of HAVANA

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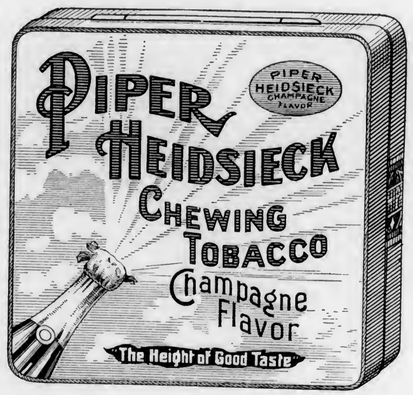
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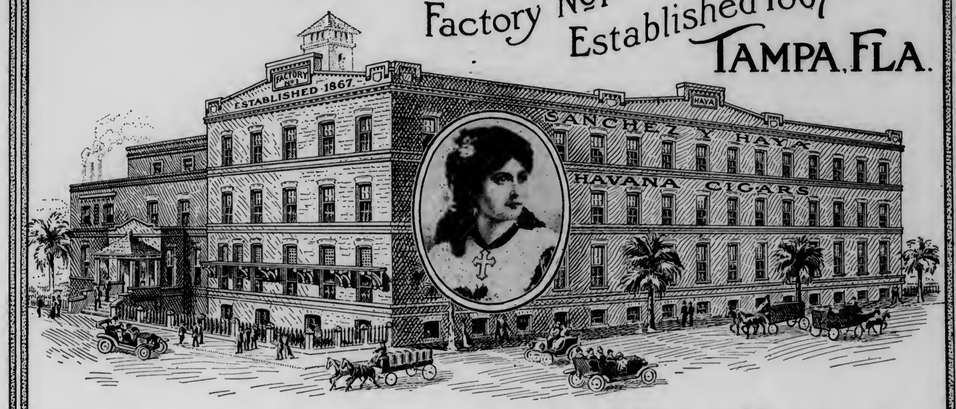
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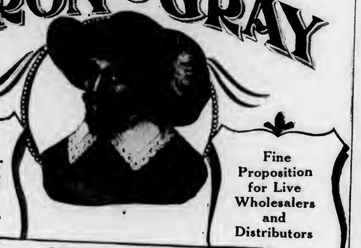
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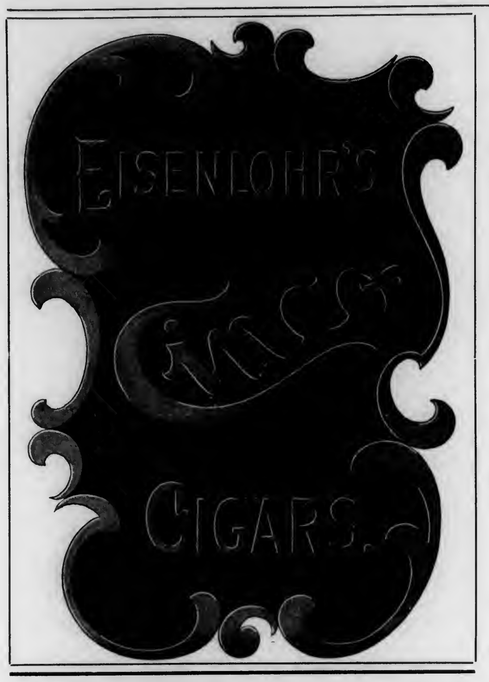
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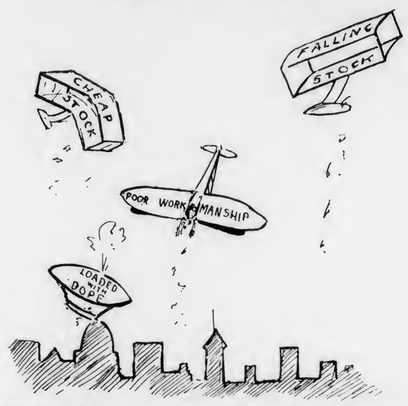
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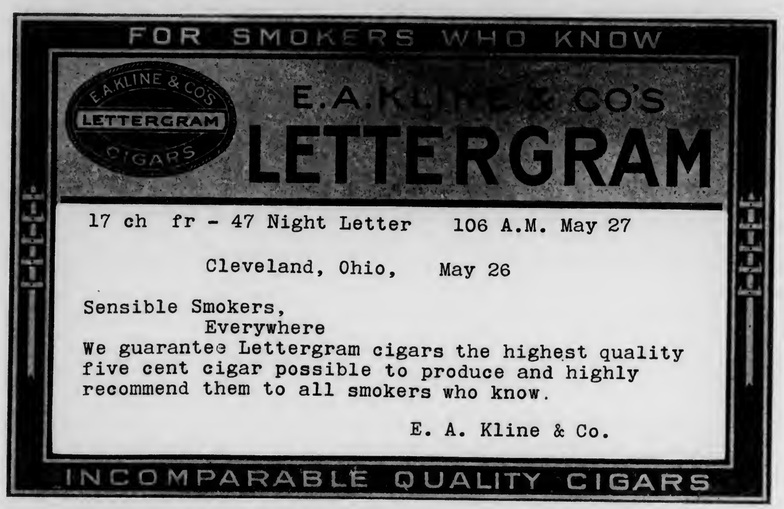
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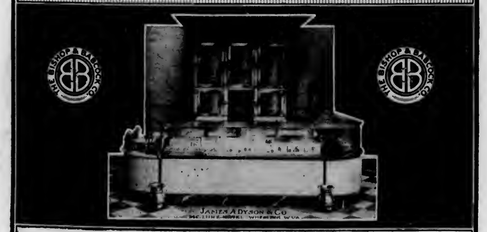
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Pittsburg, Pa.

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, AUGUST 1, 1911. No. 15.

A. T. Co. Security Holders Unite for Readjustment

Bondholders and Stockholders to Pool Their Interests with Committees in Effecting Reorganization of Big Corporation

TO facilitate concerted action and represent the security holders in the work of reorganization of the American Tobacco Co., three committees, comprised chiefly of prominent bankers, were appointed on July 27th.

This action was the first public step taken to comply with the Supreme Court's decision, and indicates that the plans for readjustment are well under way. What these embryonic plans are has not yet been revealed, and are not likely to be until the security holders have been welded together into a united body to consider and pass upon them. The company has until December 29th to readjust its business. Meantime, the holders of all classes of securities in the American Tobacco Co. have been requested by the committees to co-operate in a liberal compliance with the Court's directions, which require every individual shareholder to obey its mandates.

The fact that the three committees were chosen from some of the most prominent and influential bankers in this country indicates that the security holders regard the questions of reorganization as worthy of the most careful handling. None of the committee was a defendant in the suit brought by the Government.

At the head of the six per cent. bondholders' committee, representing $5,334,800 worth of bonds, is Alexander J. Hemphill, president of the Guaranty Trust Company of New York. Associated with him are T. De Witt Cuyler, of the Pennsylvania and New Haven Railroads; Howland Davis, a New York banker; J. Horace Harding, of C. D. Barney & Co., and Albert H. Wiggin, president of the Chase National Bank.

The four per cent. bondholders' committee, representing $51,354,100, consists of Charles H. Sabin, vice-president of the Guaranty Trust Company, chairman; Philip Lehman, of the banking house of Lehman Brothers; J. R. McAllister, president of the Franklin National Bank, Philadelphia; Samuel McRoberts, vice-president of the National City Bank, and Samuel Sloan, vice-president of the Farmers' Loan & Trust Company.

The interests of the preferred stockholders, representing $78,689,100, are in the hands of a committee of which James N. Wallace, president of the Central Trust Company, is chairman. Associated with him are Frederick Strauss, of J. & W. Seligman & Co.; Charles D. Norton, vice-president of the First National Bank; Harry Bonner, of the international banking house of Hallgarten & Co., and Ernest Iselin.

Following the announcement printed in the newspapers on the morning of July 28th, notifying the security holders to deposit their holdings with the committees, there was quite a liberal response, both at the Guaranty Trust Company, of New York, 28 Nassau street, where the bond issues are being deposited and at the Central Trust Company, 54 Wall street, New York, where the preferred stock certificates are being held. However, many holders have as yet failed to comply, as the time limit is fixed for August 28th.

Owners of the common stock, which is valued at $40,242,400, have not yet made a move.

(Continued on page 13.)

Key West Factories Plan Big Exhibition of Cigars

Committee Appointed to Exploit the Industry During Celebration of New Railroad Opening

Special Dispatch to the Tobacco World.

KEY WEST, FLA., July 28th.

CIGAR manufacturers are very much interested in the Over-Sea Railroad Celebration, which will be held here beginning on January 2, 1912, to commemorate the coming of the railroad to Key West.

The celebration will be international in scope and invitations will be extended to foreign countries to send representatives as well as ships of their respective navies to participate in the festivities. President Taft has signified his willingness to attend, and many other notables from Washington will probably arrive on the first train over the new road.

It is also proposed to have a great exhibition of the Key West cigar. The Key West Cigar Manufacturers' Association has decided to co-operate with the celebration committee, and elaborate plans are already being made to show the Key West product to the thousands of visitors in all forms of its manufacture.

The factories will be thrown open to visitors and they will be given an opportunity to see every detail of the manufacture of the weed. Competent guides will be stationed in the larger factories and visitors will have all questions cheerfully answered. The Key West manufacturers claim to have no secrets from the public, and they are not only willing, but anxious to have the people see just how the famous Key West cigar is made and what it is made of.

For this reason, among many others, they hail the coming of the celebration with pleasure, as many persons from all over the world are expected, and they will not leave here without knowing the value of the Key West product.

A committee, consisting of the following well-known cigar men, has been appointed by the Key West Cigar Manufacturers' Association to arrange for the exhibit of this industry: E. H. Gato, Jr., John Wardlow, Francisco Fleitas, Jose D. Silviera, H. E. Mahoney, A. W. Arnold, W. L. Lightbourn and George Robinson.

Plan Combine of Cigarette Factories in Argentina

A CABLEGRAM from Buenos Aires, Argentine Republic, states that an American corporation, capitalized at 15,000,000 pesos, is making a determined effort to buy out the sixteen big cigarette manufacturers of that city and combine them into one company. The purchasers offer half cash and half in stock shares. Of the sixteen manufacturers approached, eleven have signified their willingness to accept, but five have refused. Whether the holdouts will succeed in blocking the consolidation is problematical.

Habana Colonization Company Formed in Delaware.

A CERTIFICATE of incorporation was recently issued at Dover, Del., to the Habana Agricultural & Colonization Co. to acquire lands and develop the same in productiveness and to deal in tobacco, cigars and other products of the country. The incorporators were Edward Mejer, Pelegrin Caballero and Lucius Q. C. Lamar, all of Havana. The capital stock was placed at $1,000,000.00.

"SOME CIGAR FAKERS I HAVE KNOWN"

By the Editor of *The Tobacco World*

LEGITIMATE retailers in some of the large cities, particularly in the East, have been pestered very much of late by the inroads of fake cigar salesmen. The little game these fakers work is not new, and for that reason their success is all the more surprising. The bunco is worked under different guises in different cities, and each faker seems to have laid awake at nights to originate his little scheme.

Generally speaking, these fakers find their prey in the large office buildings, which they canvass from door to door, carrying their goods on their back and delivering them for cash.

In Philadelphia, recently, a well-known real estate dealer, occupying a suite of rooms in a central office building, confided to the retailer, who conducts a stand on the ground floor, that the reason he had not been buying more cigars recently from him was that he had found a soft snap and that he was able to get good cigars at considerably less than the retail price.

"You see," said the real estate man, "I know a cigar salesman who comes to this city each spring and fall and sells me all of his samples at actual factory cost." The retailer's eyes were opened, and he asked the victim whether he thought spring and fall cigars were any different and whether he really believed that any factory would allow its salesmen to go about peddling samples at cost price to consumers.

"I am glad you have bought them," said the dealer, "because I know you will never be caught again."

Needless to state, the real estate man now buys his cigars regularly at the legitimate stand.

The old Cuban peddler game is still being perpetrated in some cities. It is usually worked by some foreigner who has a smattering of Spanish and approaches the prospective customer with some very plausible story as to how he had smuggled the cigars from Havana or that the cigars were sent to him as a present from his brother or something of this sort.

One of these fakers unwittingly strolled into THE TOBACCO WORLD office within the past month. With him, was a porter who carried a large package of cigars. Selecting a box from his stock the pseudo Spaniard announced in "pidgeon English" that he had a very fine lot of Havana cigars, which he would sacrifice at the generous price of $6.00 per 100. He handed one to the Editor, being careful to select one of the "sweeteners" at the top.

The Editor smoked it calmly and deliberately asked: "Do these cigars come from Havana?"

"Oh, yes," replied the faker, quite blandly, "they are fine, real Havana, my brother makes them."

"Let me see the box," said the Editor, and just as he was raising it to see the factory mark the faker interjected: "I said they were real Havana tobacco, but they are made in New York."

True enough the box bore the factory mark of a New York district, and the cigars would have been costly at $4.00 a hundred.

The door was opened and the faker soon landed in the street, with his porter at his heels.

These are only a few instances of how the fake cigar game is being worked throughout the country. Instead of regarding this business a menace, the dealers will find it to be a blessing in disguise.

No discriminating smoker can be stung more than once by this game, and it is well that he has his eye teeth cut as early as possible.

Once he has been victimized, he becomes a steady patron of the legitimate dealer, from whom he knows he can obtain legitimate goods at the right price.

A. T. Co. Security Holders Unite for Readjustment

Concluded from page 12.

Committee Members Speak.

When interviewed, J. R. McAllister, president of the Franklin National Bank, Philadelphia, and a member of the four per cent. bondholders' committee, said that it was not the object of any of the committee to dictate the work of reorganization, but that the whole plan, as far as he regarded it, is one of combining the security holders for self-protection. "Once brought together," he said, "they will be in a better position to consider the plans of reorganization as submitted by the officers of the American Tobacco Co."

Another Philadelphia member of the bondholders' committee, Thomas DeWitt Cuyler, said:

"The committe, of which I am a member, has so far formulated no definite plan. We were just recently organized and our object was to devise some plan of reorganization, which would meet the approval of the courts. The time is very short; six months is not a very long while in which to handle a big subject like this, and we intend getting to work at once. Consultations will be held in a few days, and as soon as we have decided upon a scheme which will protect the interests of the bondholders and their investments, we shall make it public.

"I have no doubt but that we shall be able to hit upon some plan whereby the investors will be satisfied, and the decree of the Supreme Court be carried out."

Problems Differ From Standard Oil.

A member of one of the committees said yesterday that every one of them appreciated that they had a great deal of work before them. In the Standard Oil case the business of dissolution is routine. The court has ordered that company to dissolve into integral parts and the only question Standard Oil directors have had to consider is as to the number of parts into which the company must be divided in order to conform with the spirit as well as the letter of the decision. Having agreed, last week, to reorganize or dissolve into thirty-five units, Standard Oil directors have little more to do than to order subordinates to apportion stock of subsidiary companies, pro rata, among stockholders of the dominant company.

The decision in the tobacco case is of much broader import. Standard Oil has no outstanding bonds and only one class of stock. Stockholders own the company free and clear. In Tobacco there are both common and preferred stock and two classes of bonds. That involves tremendously greater difficulty in apportioning the assets.

Moreover, the decision in the Tobacco case is directed against not only the dominant company but against its principal subsidiaries and twenty-nine individual stockholders and officers. It is much more sweeping than the decision in the Standard Oil case. The Tobacco Company must not only dissolve, but dissolve its subsidiaries and disrupt business associations of its leading stockholders. It is probably in part on the latter account that the managers of the company, naturally desiring the promptest compliance with the decision, sought the co-operation of impartial men.

Prominent Factors in the Partagas Business



EUSTAQUIO ALONSO
of "Partagas" Factory, Habana, Cuba



ROBERT E. LANE
Representing Partaga Factory in United States and Canada

WE have the pleasure of presenting herewith pictures of Eustaquio Alonso and Robert E. Lane, of the Partagas cigar factory organization.

Mr. Alonso is the junior member of the firm of Cifuentes, Fernandez y Ca., Havana, Cuba, and is directly responsible for the management of the factory. He has been with the Partagas factories from boyhood, and knows only one standard of quality in the production of their output, that is, positively the best the market can afford.

Robert E. Lane was appointed general sales agent for the United States and Canada at the beginning of last year, although he had been for a number years a heavy distributor of Partagas cigars, while engaged in the retail cigar business in New York City.

Mr. Lane opened headquarters at 11 Broadway immediately upon accepting the account, organized a most efficient staff of roadmen and he says without hesitation that there are more Partagas cigars being smoked in the United States and Canada, five to one, than there were two years ago. Mr. Lane has had a free hand in the development of the American business, and this has been amply justified in the splendid results he has obtained.

Exportations of Turkish Tobacco

IN his annual statistical report, covering the year 1910, the American Consul General at Constantinople, Turkey, furnishes the following figures on the export of Turkish tobacco to the United States and other countries:

Countries.	1908-9 Pounds.	1909-10 Pounds.
America	6,113,342	8,633,570
Austria	25,933,391	34,619,017
Belgium	99,013	154,029
France	312,083	381,405
Germany	4,699,240	3,526,158
Italy	2,459,092	2,642,240
Netherlands	2,165,572	1,112,373
Roumania	.....	261,098
Russia	1,168,400	1,449,921
Servia	.....	57,946
Switzerland	30,439	20,218
United Kingdom	5,970,587	6,620,808
Other countries	457,802	698,630
Total duty free	49,408,961	60,177,433
Total duty paid	8,238,008	9,645,401
Grand total	57,646,969	69,822,834

These statistics do not cover the crop of 1910 or the 8,000,000 pounds which are annually exported to Egypt, and which appear under the internal statistics of the Turkish government.

In commenting on the present crop, the consul states that the report received from the various districts of Xanthi, Cavalla, Samsoun and Smyrna, shows that the exports of Turkish tobacco to the United States during the past year amounted to nearly $4,000,000, and this sum is growing annually.

The report goes on to state that the thirty year tobacco monopoly concession will expire in 1914, and it is anticipated that the Regie Compagnie, who operate this most valuable franchise in connection with the government, will have tremendous difficulty in obtaining a renewal of their arrangement.

The tobacco planters of the country are protesting most vigorously against the Regie policy of cutting down the production in all sections, and the present goverment is very likely to side with them in their views.

It is said that the very finest grade of tobacco grown in Turkey is that cultivated around in the Province of Xanthi, with that of Cavalla as next; but the Xanthi tobacco is not well known to American trade, as most of the leaves are utilized for imperial purposes.

WHAT'S THE MATTER WITH THE LEAF JOBBERS?

By Glad Henderson

IN many branches of different industries are so termed "middlemen," more properly called the "jobber." In these days of progress it is apparent that the jobber of many lines is being eliminated. This is also the trend in the tobacco field, not so much with the handler of boxed goods of cigars, tobacco and cigarettes, but more particularly so with the "jobber of tobacco" or, in other words, the leaf tobacco man.

It is admitted by all that owing to the fierce competition among cigar manufacturers, a man is either little or big—there are not many "half way" manufacturers. A little fellow must look to the leaf men for his stock; he must have their co-operation and their knowledge. But what percentage of the field is embraced in the "small fry" to-day as compared to conditions five years ago? And ten years ago? There has been a constant dwindling of this aggregate volume of business year after year, until to-day it is said that the leaf man has a smaller field than ever.

Why is this? Simply with the growth of larger cigar manufacturers, with adequate capital, organization and a knowledge of the leaf field, they have simply gone in on their own hook and bought at the market price with leaf men. With the addition of each factory, there is one less transaction for the leaf dealer, and when and how this problem will end is a matter of conjecture.

It is heard that what started this so termed "revolution" was that the leaf men were a little high in their figures; that as the larger cigar manufacturers learned of different prices, the more determined they became of doing their own buying. Of course, this is only hearsay, but it will be admitted that it costs a certain sum to purchase leaf tobacco, no matter who does it; and a dam against this stream of turbulent waters would be rational tobacco leaf prices or a familiarization of the tobacco leaf man's name and products with the cigar manufacturers of this country.

In following the career of commercial successes, the latter has proved to be the better course. And it doesn't mean simply a sentence like—"Jones-Smith, leaf tobacco, Oshkosh"—it means telling the trade of this country of the scope of your buying organization; it means impressing them that you rank as an expert when it is tobacco, and that your experience means more than they ever imagined. Forget price and talk "ability."

Your ability properly presented will create and hold business; there are no market fluctuations on ability as there is on price.

No matter how large a cigar manufacturer is, or who he is, tell him twice a month in a different language just what your ability and brains mean—the nucleus upon which the tobacco leaf men started, but which gradually shifted around to "price."

When this article was started the writer intended to simply convey a few facts about actual existing conditions in the tobacco leaf end as overheard about Boston, and which apply more or less to all sections of the country, and this was not intended as an advertising discourse. It seems a remedy should always be given in cases of disordered digestion, such as the leaf business is apparently suffering from, and here is a fine prescription: "One-half page in THE TOBACCO WORLD, repeat twice a month for a year." Improvement follows with the first dose. Have the prescription compounded by the WORLD'S ad-writing pharmacist, who will do it gratuitously.

Verplanck Takes Over Menendez Interests

Change in Prominent Tampa Firm—Shipments Keeping Up Well

TAMPA, FLA., July 27, 1911.

AN important change in the cigar trade of this city took place a few days ago, when P. Verplanck bought the interests of Menendez Bros., in the firm of Menendez Bros. & Verplanck. Mr. Verplanck had been a member of the firm for a number of years, prior to which it was known as Menendez Bros.

The factory, which is located at Fifteenth street and Eleventh avenue, will be continued as heretofore under the firm name of P. Verplanck & Co., who have succeeded to all the brands of the former firm, prominent among which is the "El Genio" cigar, which has an extended sale throughout the States.

Cigar shipments from Tampa during the past fortnight have kept well up to the 1,000,000 per day mark, which is a very good record for this time of the year. Custom house receipts for the past week totaled $44,408.91, as against $31,859.75 during the corresponding week of last year, showing a comparative gain of $12,549.16 for the week.

The Farmers' Loose Leaf Tobacco Warehouse Company has given a contract for the erection of a mammoth new building at Glasgow, Ky., and work will begin at once. It is hoped to have the building completed in time for the fall season. C. E. Zeigler & Co., of Louisville, are the lessees of the new building.

New Attorney for Tobacco Association

A COMMITTEE appointed some time ago by the Board of Directors of the Tobacco Association at Clarksville, Tenn., has reported that a contract had been entered into by it on behalf of the Association with Fort & Savage, to act as attorneys for the Association in all matters. This firm succeeds John Garner, Esq., of Springfield, who had resigned.

Tobacoo Fire Causes $100,000 Damage Suit

MORE than a score of insurance companies have joined with C. C. Bell, surviving partner of C. C. Bell & Son, of Springfield, Tenn., in a suit against the Louisville & Nashville Railroad Co., seeking damages of $100,000 on an allegation that a tobacco warehouse at Springfield, Tenn., was burned through the negligence of the railroad company. The action was filed on July 19th, in the Davidson Circuit Court at Nashville, Tenn.

They Make "Fruits and Flowers" Tobacco.

Philadelphia, Pa., July 20th, 1911.

Editor THE TOBACCO WORLD.

We note in your issue of the 15th instant that you have an inquiry for the name of the maker of "Fruits and Flowers" tobacco, and are pleased to say that we have for a number of years been making this brand.

Yours very truly,
LARUS & BRO. CO. (Richmond, Va.)
Per Victor R. Newman,
Philadelphia Representative.

How Cash Registers Have Helped Retailers.

Shipment of Millionth Machine Arouses Much Interest In the Trade.

RECENT newspaper reports tell of a celebration at Dayton, Ohio, in honor of the shipment of the Millionth National Cash Register.

To those interested in the retail cigar trade, this fact has special significance, because the progress of the cash register industry rests entirely upon the progress of merchants, in general.

Each year, more and more of the drudgery and detail work of the world is relegated to machines.

Manufacturing has been brought to a very high state of efficiency through improved machinery.

Much of the work of the field and kitchen has been turned over to the same agency.

Comforts and convenience which are a part of our life to-day were the luxuries of only the most wealthy a generation ago.

This situation has been made possible only because manufacturers have learned to make one machine do the work of many men.

The fact that one million merchants have bought cash registers indicates that the storekeepers of the country are learning that gears and cogs can be made to do more and better work than human hands and minds, after man has once found the way a task should be performed. The energy and nervous force of the coming generation will be devoted to creating bigger thoughts and planning larger enterprises in the industrial world, while the detail and drudgery will be left more than ever before for machinery to handle.

As the industrial situation stands to-day, the only real problem is that of selling and distributing. More products are manufactured than can be sold. This is an unfortunate situation and is due almost entirely to the fact that the merchant has not kept abreast of his brother in the workshop in utilizing improved machinery.

The thought and time of the merchant has been taken up too much with the details, while the warehouse was full of unsold goods.

This condition is changing.

Merchants are beginning to shoulder the drudgery work on to mechanical devices and spending their brain power working out the problems of selling.

It is said that within the past six years a half million cash registers have been bought, or as many as were bought in the 21 years previous.

The National Cash Register Company has the reputation of being a very progressive concern. Organization and progressive sales methods have no doubt been a factor in the sale of these machines, but the greatest reason for this record is that all merchants, and particularly cigar and tobacco merchants, are learning that the man power in business has a higher function to perform than that of routine.

Change in Cleveland Cigar Firm

THE Cleveland cigar manufacturing firm of M. E. Loeb & Co., whose factory is at 456-58-60 Woodland avenue, Cleveland, was dissolved on the 28th of July, by the retirement of M. E. Loeb. The firm had consisted of N. Isaacs and M. E. Loeb, who was formerly a salesman with the Shields-Wertheim Co. Business was begun by them about the first of this year. Mr. Loeb is now retiring from the firm, but the business will be continued by N. Isaacs, under the firm name of N. Isaacs & Co., who have taken over the brands of the former firm.

They have been manufacturing the "La Vinto," a 10 cent cigar, and "Rep," a nickel product.

New Tobacco Company in Virginia

THE State Incorporation Commission of Virginia, during the past fortnight, issued a charter to the Lea Tobacco Storage Company, with headquarters at Danville, Va. The firm will conduct a general tobacco business with an authorized capital of $20,000. Geo. A. Lea is named as president; C. W. Walters, vice-president, and W. T. Lea, secretary and treasurer. This new corporation succeeds to the old-established business of Geo. A. Lea Tobacco Company.

New Louisville Tobacco Warehouse

OWEN JORDAN, who organized the Main street (Louisville, Ky.,) warehouse in 1906, has sold the establishment to George Twyman, his former partner, and will himself again enter the warehousing business in the fall. He has been prominent in the tobacco trade for more than fifteen years, and was the organizer of the Owen Tobacco Warehousing Company about fifteen years ago.

James Schmidt, cigarmaker, of Rochester, N. Y., has filed a voluntary petition in bankruptcy, showing liabilities of $1,027.00 and assets of $325.00.



THE MILLIONTH NATIONAL CASH REGISTER LEAVING FACTORY AT DAYTON, O.



SOMEONE worked a flim-flam game on Miss Millie Stuber, when she bought the cigar stand in the main lobby of the Board of Trade Building, Chicago. Miss Millie thinks that Charles Stevenson, a real estate broker, through whom she acquired the stand, pulled off the trick, and has had him arrested on the charge of obtaining money by means of a confidence game.

It appears that Miss Stuber, having heard that much money was being made in the cigar business, looked around for a good stand, and Stevenson got her one for $375.00, which was represented to be the value of the stock of cigars and tobacco—the "good will" being thrown in. When she took charge of the stand, she noticed among the cigars a brand called "Lottie Lee," which had been very popular at 15 cts. each or 2 for 25 cts. She also noticed that when she handed out the "Lottie Lees" the customer would make a wry face, take the cigar from his mouth, look at it and then peered into the case to see from what box it came. The customer invariably never returned. She observed the same actions from customers of other brands, and finally she got wise to the fact that the cigars she was handing out as clear Havana were not made from tobacco.

Just what was hidden beneath the wrapper she could not tell, but she strongly suspected it was alfalfa or cabbage.

Then she went on the warpath and caused Stevenson's arrest. He denies the charge, and says that if any one substituted the cigars in the boxes he knows nothing about it. He will have an opportunity to defend himself in court. Meantime Miss Stuber has laid in a fresh stock of real cigars, made of real tobacco.

* * *

I notice that the ban has been lifted from the sale of tobacco at the good old camp meeting resort, Ocean Grove, N. J. A wave of reason seems to have swept from the briny Atlantic over the resort and cleared the befuddled brains of the anti-tobacconists. When this resort was founded years ago, it was intended only for camp meetings of the Methodist Church, and a number of rigid blue laws were passed, forbidding this and that. The sale of cigars and tobacco was rigidly prohibited. In recent years these contraband articles were sold secretly, but no one dared to offer them openly, fearing prosecution. Last week, however, when the Ocean Grove Association's new hotel was opened, it revealed a tobacco and cigar stand. Other hotel proprietors, taking the tip, immediately displayed their smoking articles openly, and the sale has been going on merrily ever since.

Verily, times do change!

* * *

I was standing in a Broadway cigar store the other day chatting with the proprietor, when the negro porter, whom I had seen frequently about the store, cleaning the windows and doing odd chores, walked in dressed like a plush horse. With a loud check suit, flaring red necktie, vari-colored socks and a very fancy smell, he looked like a real dude. I noticed something peculiar on the sleeve of his right arm. I had to look twice to get it. It was a black heart, sewed on to stay.

Calling Charlie over to me, I asked him, "Why do you wear that black heart on your sleeve?"

"Waal, you see, boss, my sweetheart is dead."

I left the store, wondering if his sweetheart were an Indian whether he would have worn a red heart.

* * *

The wily Oscar Hammerstein, who was known in the cigar trade long before he ventured into the temperamental realms of grand opera, was interviewed this week in London in regard to the rumor that he would marry Mlle. Alvarez. With a wave of his hand, the inventor of cigar suction tables and high finance opera, dismissed the interviewer. "People have been talking about me and Alvarez for two years past, simply because we happen to be good comrades. Of the various problems that are worrying me at present the chief is where I can find a decent 5-cent cigar in London."

Oscar will probably have a long and futile hunt, as others who have made this quest can testify.

* * *

That gentle romancer, the newspaper reporter, certainly goes the limit these summer days in writing against space. The latest effusion of the overheated brain of one of these writers appears in a Massachusetts paper, telling how the deer in the Connecticut Valley have taken to eating the tender leaves of the tobacco plant, and how they are acquiring the habit of chewing tobacco. The imaginative writer adds, "Illegal liquor sellers, who hide reserve stores in the woods, are said to be uneasy lest the keen-nostrilled deer also acquire the liquor habit."

THE ONLOOKER.

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EDITORIAL.

Blaming the Other Fellow for Failures.

Publication of news dispatches throughout the country a week or so ago, chronicling the failure of a New York tobacconist, who gave the decreasing demand for cigars and tobacco as the reason of his petition in bankruptcy, has aroused many a quiet smile among the trade. This bankrupt stated in court that the number of smokers was rapidly decreasing, and that in a few years the cigar business would be *passe*.

This false prophet should have been recommended for a position in the Weather Bureau, where prophecies usually go by opposites. His declarations are diametrically opposed to the statistics of the cigar trade, which show a gain in the production of cigars and little cigars every month this year, except one over the corresponding months of the previous year. The gains in cigars range from 31,000,000 per month up to as many as 55,000,000. Cigarettes have gained even more.

In the production of tobacco alone, there has been a falling off this year, but this decrease has been very slight, compared with the volume of business.

If the cigar business is doomed, as this New Yorker would have it, why should the factories be making more cigars each month? They are making them, not for display, but for actual use.

In the agonizing moments of his failure, the dealer was probably blind to the true situation. Many a man who fails in business is always ready to blame his downfall on the other fellow. Most of them owe their failure to ignorance of the fine points of the game, for in these days of discriminating smokers a successful retailer must be more than a mere peddler of smokes or a shaker of dice.

The selling of cigars is becoming a science, and the selection of stock suitable to local needs requires more than ordinary business intelligence. Without these qualifications no retailer can hope to succeed.

Is Tobacco Really a Luxury?

Congressman Warburton, of Washington, in his speech on the "Revision of the Wool Schedule," launched a remarkable lot of facts, fancies and figures relating to tobacco. Of this commodity Warburton said:

"A proper tax on tobacco would easily do this, *i. e.*, provide funds which would enable us to reduce the sugar duties). Tobacco is not a necessity of life, but it is clearly and indisputably a luxury. Nothing that man consumes is more so. All civilized countries tax luxuries and tax them heavily. In raising the revenue of the Government the luxuries should be first taxed heavily, etc., etc."

Tobacco, "this admitted luxury" as Mr. Warburton terms it, is taxed, he contends, less than almost any other commodity in comparison with its actual value when sold on the market. It bears, he says, but a slight tax when compared with other luxuries.

All of which sounds strangely to consumers half acquainted with the customs duties and the internal revenue taxes which are levied on the precious weed.

But taxes aside, is tobacco a luxury?

For one, we do not so assent.

Wines are often alluded to as luxuries and some wines are, but the wines of the common people are in many countries a dietary article and are almost essential to human life.

Congressman Warburton in his plea for tobacco taxes of one, two, three and even four hundred per cent. on first cost (*i. e.*, on the producer's price), shows himself tobacco mad. He so plainly hates the weed and doubtless esteems it a foe to human progress, mental and physical.

Ignoring the solace which in a thousand ways, tobacco imparts to mankind; its mysterious qualities and charm as a panacea for exile, sickness and even death Mr. Warburton takes the most astounding of attitudes and would fain make tobacco fight our battles, build our navies and keep the public chest plethoric for all sorts of appropriations.

We quite fancy that "Pat," paying two dollars a pound for his tobacco would say that he was robbed in the purchase of a necessity; a "necessity" moreover, which none can ever invent anything to take its place try he ever so hard, for no substitute for tobacco exists.

Really, Mr. Warburton, the most troublesome and costliest "luxury" which supremely vexes the American consumer is the Congressman who seizes on every product which pleases the palate, soothes the senses and smooths the knitted brow of care as a pernicious invention which must needs be embargoed by confiscatory legislation.

To tax a man viciously for what he naturally craves and yearns is to confiscate his earnings.

This prevails in tobaccodom the world over.

PROBLEMS of the RETAILER

Some Clerks We Know Of.

A WELL-KNOWN writer who is qualified by experience to discuss subjects in all branches of the retail trade, recently wrote a breezy paragraph under the caption "Some Clerks We Know Of," and in which he said:

"Clerks who know it all; who own their customers; who wear soiled linen; who misrepresent goods; who have nothing to do; who are too busy to learn; who flirt while in the store; who scatter business secrets; who 'play pranks' in the store; who wear the face off the clock; who never know where anything is; who chew gum during business hours; who 'play hands' during business hours; who do not keep up their departments; who drive customers across the street; who smoke while waiting on customers; who wear their hats while they are on duty; who try to buy customers with 'booze'; who think their store has too much business; who talk about the proprietor to strangers; who make fun of the people they are waiting on; who use the office telephone for social purposes; who think all customers are cranky and 'pin-headed'; who say 'we haven't got it' when they are not sure; who assume importance when the proprietor is away; who stand and gossip while customers walk away; who feel that they are the enemies of their customers; who patronize the 'flowing bowl' during leisure hours; who draw their salary and trade with their competitors; who don't give a continental whether the ship sinks or not; who come a few minutes late and leave a few minutes early; who find it easier to get rid of a customer than to make a sale; who talk over business affairs of their own while the customer stands and waits to be served.

In great cities and in small towns across the continent we have seen all these and more. If there be such connected with your business it will pay you to discharge them and recommend them to your competitor. This kind of help will draw its salary, smile a cynical, deceitful smile, and watch the rats gnaw your business down on your shoulders.

Get rid of them, or sooner or later they will pull you under the wave and you will be swept in with the tide. Of course, where the merchant is just like 'Some Clerks We Have Known" it makes no difference. He should fail anyway."

The Clerk with Inspiration.

TWO clerks are standing behind the same cigar counter. The one has learned that life is a serious matter. He conscientiously hands out a brand of cigars or tobacco that is called for and shows a customer just what he asks to see. With him, clerking is a mere mechanical work—a steady grind. To him there are so many hours for recreation and rest and so many hours for the store. The store hours become so monotonous that he almost wishes sometimes to change his lot for that of the wagon driver who brings new goods to the store. And although the life of the wagon driver is plainly no cinch, the weary clerk sees in it a bit of spice occasionally, even if it comes only in a possible runaway. He reasons to himself that the wagon driver can go a different road if he wishes and thus, at least, reverse the line of vision. To him it seems that surely there never was a dryer, more desolate task than that which he repeats hour after hour without variation.

Let us now turn to the views of his side partner, as clerk in the same store. This clerk finds variety in the advent of every patron. His cheerful greeting brings cheer in return. He hands out the cigars or tobacco from the same packages, and yet he appears to be always having a good time.

And the strange part of it is that while this clerk is no more prompt in his service, many of the regular customers of the store have a fashion of flocking to his end of the counter.

It isn't that the other man is not willing to serve them, for he is faithfulness personified, but his work, as we have already said, is mechanical. No suggestion of enthusiasm or life emanates from him. He does his duty and gets his salary out of it.

There is no vacation which does not carry with it some vestige of relaxation, if we can but get the right view-point. The keen-eyed clerk finds conversation with his regular patrons as interesting as many a social gathering. He learns to know who will take a joke, and incidently who will give one; and he speedily learns to become the victim with good grace. He forgets that his hands are mere machines; tries to serve politely and to have everyone else feel as happy as he.

Cleansing Shop Show Windows.

THE cleanest and brightest looking windows; those which show no streaks or smudgy appearance are in every sense of the word the best business pullers. Like almost everything else, there is a right and a wrong way to wash windows. It is best to do this work on a cloudy day, because a strong sunshine will cause them to look streaky, no matter how much they may be rubbed or polished.

Before attempting to clean a window, they should be dusted off well, inside and outside, and then wash all the inside woodwork before touching the glass. After that the windows should be washed carefully with warm water to which it is well to add a little household ammonia. Soap is never a good thing to use. A small cloth on the end of a pointed stick can be effectively used in getting dirt out of corners.

When windows have been washed thoroughly, they should be dried with a piece of cotton cloth—linen is not a good thing to use in drying windows, because it is apt to leave much lint on the glass. For a good polish tissue paper or even an old newspaper are very good.

When these simple instructions are followed better results can be obtained than by any other means.

Window Bulletin Suggestions

A CORKER
OUR KEY WEST
CLEAR HAVANA
5c. CIGAR

The Wise El Santo Cigar Company, of St. Louis, Mo., has been incorporated, with a capital of $40,000.00, by Rudolph L. Wise, Maurice M. Wise and Edwin Wise, to do a general cigar and tobacco business.

John G. Sander has purchased the interest of his former associate James J. Baylis, in the Morton House Cigar Stand and also the Monroe and Ottawa streets store, Grand Rapids. Mr. Baylis has been at the Morton for over thirty-one years.

Late Retail Bulletins

William Kerr, of Galena, Ill., is going to Lancaster, Wis., where he will open a cigar factory.

Daniel Hernley has opened an up-to-date cigar store at New Castle, Ind.

E. H. Eddington is proprietor of a new cigar store at 130½ Main street, Ottawa, Kansas.

Geo. Heiny has purchased the cigar store of Reed & Teter, at Noblesville, Ind.

A cigar and tobacco stock of Simpson Bros., Biddeford, Me., was recently damaged to the extent of $800.00 by fire.

A new cigar factory will be opened at Lehighton, Pa., by I. S. Coch, who was formerly engaged in this business.

Maurice E. Carey has opened a cigar store in the new Kelley Building, Derby, Conn.

William Class has opened a cigar factory at Watseka, Ill. His leading brand will be the "Iroquois Club."

George W. Pomeroy has opened a cigar stand in the Post Office Building, at West Newbury, Mass.

A petition in bankruptcy has been filed by Bernard Czillar, showing liabilities of $860.00 and assets of stock estimated at $200.00.

The cigar store of Walter F. Cook, Northfield, Minn., has been purchased by O. C. Thompson who will continue the business.

Captain John Britt has sold his interest in the cigar firm of Schuckrow & Britt, at Danville, Ill., and the firm name has now become Schuckrow & Drews.

Fire caused $3,000.00 damage in the cigar factory of Joseph Celucci, West Seneca street, Buffalo, N. Y.

Fitted with splendid new mission furnishing, and carrying a well assorted cigar stock, Earl Hunter has opened a cigar store at 328 Main street, Zanesville, O.

The store of C. C. Snider, at 2231 First avenue, Birmingham, Ala., was slightly damaged by fire some days ago. The prompt arrival of the fire department saved the premises from serious damage.

Max Kistler, who was formerly in the employ of the Geyer Cigar Manufacturing Co., Dubuque, Ia., has purchased that business from the estate of the late John Geyer, and will conduct it hereafter himself.

Belden Hill, a veteran cigar man of Cedar Rapids, Iowa, recently took possession of a store at 213 S. 3rd street, one of the features of which is the unique arrangement of the plate glass front and show windows which attract much attention. Mr. Hill carries many of the leading clear Havana goods among which may be found "Romeo y Julieta," "Jose Vila," "Henry the Fourth," and "El Genio."

Woman Refuses To Quit Cigar Stand.

MRS. JESSIE WYMORE, who conducts a cigar stand, at 1619 Stout street, Denver, Col., has made a vigorous complaint to the fire and police board of that city, which recently promulgated an order forbidding the employment of women in cigar stands at the entrances to saloons and pool and billard halls. Mrs. Wymore declares she had been in charge of the stand for eight months and considers it an injustice to be deprived of the right to operate it personally.

New Wisconsin Chain of Stores.

THE Jenkins Cigar & Tobacco Co. has been incorporated under the laws of Wisconsin with a capital of $30,000, by James P. Thompson, E. C. Jenkins, and W. C. Pinkerton. The company has taken in six cigar stores in various parts of the State, including the Nelson-Kirl Cigar Co., of Hartford; Reeves-Danna Co., of Fond du Lac; McNevins-Jenkins Co., of Green Bay; Jenkins-Nelson Cigar Co., of Antigo; H. C. Jenkins Cigar Co. and Havana Cigar Co., of Oshkosh.

Cigarette Famine Threatens Des Moines, Ia.

ON July 1st, the cigarette tax which is being imposed on dealers there was due for the months of July, August and September. There are thirty days of grace within which time to pay the special tax, and only one dealer, the Rex Cigar Company, had paid the tax up to a few days ago. There are twelve other stores which paid the tax for the first two quarters of the present year, but have not yet paid for the ensuing quarter, and consequently a cigarette famine is now threatening Des Moines.

Prescribing Cigars for Your Customers

T. R. STAFFORD, who recently opened a fine, new cigar store at First avenue, Minneapolis, was commenting, the other day, upon the changing of the cigar trade and the requirements for success under the new conditions. His remarks are well worth repeating.

"Selling cigars is getting to be a full sized science," he said. "The man behind the counter, if he watches closely, can tell just about what kind of a smoke a man wants as soon as he comes into the store. That is not due to any particular quality in the seller, but men are getting so particular about their choice that we can tell the kind they want from the way they look. A cigar man is something of a prescriptionist. We have cigars of all kinds and we fit them to our customers.

"When a man comes in we look at him and stamp him as 'Havana,' 'broad leaf' or 'domestic,' and we generally are right. There has been a general breaking away from the five cent brands. You don't see nearly as many advertised as you did a few years ago. The majority take the 10-cent and two for a quarter sizes. There are a lot of 50-cent cigar smokers in Minneapolis, too. The pipe is still popular, but the army of cigar smokers shows more recruits per month than the pipe brigade."

all that's new with JOBBERS and DISTRIBUTORS

Platter Company Opens Oklahoma Branch.

THE Platter Cigar Co., one of the largest distributing houses in Texas, whose headquarters are at present at Dallas, are opening a branch establishment at Oklahoma City, Okla. They have secured office and warehouse facilities in the Indiana Building at Robinson & First streets, and they propose to look after the trade of the State from the Oklahoma branch.

The Platter Cigar Co. already employs a large staff of salesmen and this force is being increased in order to cover the business of the new branch.

The opening of this branch was decided upon by the company upon getting a very favorable report from its representatives who visited Oklahoma during a recent trade excursion, originated by the Dallas Chamber of Commerce.

Tobacco Merchant Held As Incendiary.

ALECK BROMBERG, a wholesale tobacco dealer, 122 S. Halstead street, together with Bernard Stein, a clothing merchant at 2828 S. State street, Chicago, Ill., were arrested by local detectives charged with arson. The two men are alleged to have conspired to set fire to a tobacco store at 12 W. 18th street, Chicago, owned by Stein who is said to have collected $6500.00 from ipsurance companies. It is alleged that Stein owed Bromberg $800.00, and that the fire was decided on as a good means to get hold of some money. Detectives say that a large amount of stock had been removed from the store a short time before it caught fire. The police have information which leads them to believe that two insurance adjusters actually applied the torch.

The Klauber-Wangenheimer Co., of Los Angeles, Cal., are having an exceptionally fine run of business on the "Optimo" clear Havana cigars, made by A. Santaella & Co.; "La Saramita" broadleaf-wrapped product, made by the Shields-Wertheim Co., of Cleveland, and the "El Gonzales," a nickel cigar by Hilbronner & Jacobs, of Philadelphia. The matter of prompt delivery is exercising this house considerably, and they now contemplate purchasing an additional automobile, in order to facilitate city delivery.

The "Liederkranz Cabinet," made by the R. Steinecke Co., of New York, with Lilly-Duncan & Co., of Baltimore, as distributors, is making rapid progress in larger sales. The results being obtained are far in excess of last year's business, which is highly encouraging to both the manufacturers and distributors.

Ivers & Alshuler, of Seattle, Wash., are jobbing the "El Planco" cigar, made by Ruy Suarez & Co., of New York. They will handle this product in 14 sizes, and expect a large consignment of the goods to reach them early in August. It has been arranged that Fred Charles, a factory representative, will visit Seattle after the goods arrive and help in their introduction.

The "San Felice" cigar, of the Deisel-Wemmer Co., Lima, O., is being strongly featured by the Southern Cigar Co. at New Orleans. Quite a jobbing trade is being done on this brand as well as the "Savarona" Porto Rico cigar, made by Cayey-Caguas Tobacco Co., from their store at Camp and Gravier streets.

Donohue & Eaton, Indianapolis, distributors of Bayuk Bros.' "Havana Ribbon" cigars, are having the largest month's business in the history of the house. It is claimed for them that during June they distributed more "Havana Ribbon" cigars than any other jobber in the country, and they now hope to eclipse the good record of that month.

The "Saboroso" nickel cigar, made by Vetterlein Bros., of Philadelphia, is becoming a good leader in Los Angeles, where the goods are being distributed by Skinner & Knecht. This house contemplates opening new territory through Arizona.

W. A. Holescher, vice-president of the Spencer Cigar Co., of St. Louis, recently returned from a short trip to Philadelphia and New York. He was much pleased with the continuing good demand for "Havana Ribbon" cigars, of which they are the local distributors.

The "Tom Keene" and "Lawrence Barrett," made by Bondy & Lederer, have been given a substantial boost in Milwaukee, when the city was visited by Graham Davis, a factory representative, who was operating on behalf of C. B. Lidersford Co., local distributor.

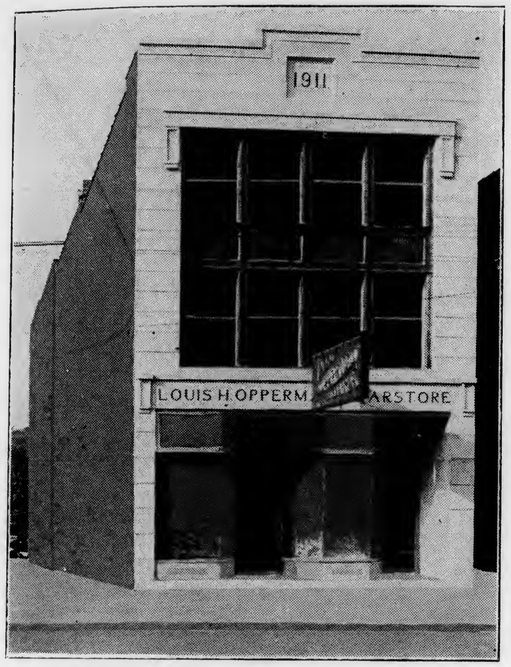
Eisenberger & Sons, of Dayton, Ohio, are conducting a campaign on the "New Bachelor" cigars, of T. J. Dunn & Co., of New York. Some handsome window displays have been installed in that city and the goods are said to be moving at a very steady rate.

Henry Doerr, of the Minneapolis cigar distributing house of Winecke & Doerr, accompanied by his family, is now travelling through Europe in an automobile which he shipped to the old country for that purpose. He will remain abroad several months.

A large consignment of "La Verdad" from the factory of Simon Batt & Co., New York, recently reached the Hochfeld Bros. Cigar Co. at Portland, Ore. The largely increased demand for this brand of clear Havana goods is showing its effect in the larger shipments, which are now required.

Joseph Miller, wholesale and retail tobacconist of La Crosse, Wis., has just returned from a visit to Austria, his native land. Mr. Miller, although 76 years old, stood the trip splendidly and enjoyed every minute of it.

The Meyers Bros. Drug Co., of St. Louis, recently took on the San Telmo Cigar Mfg. Co. line of goods in that city.



NEW JOHNSTOWN, PA., STORE OF LOUIS H. OPPERMAN



LOUIS H. OPPERMAN, Johnstown, Pa.

New Johnstown Store of Louis H. Opperman.

LOUIS H. OPPERMAN, who has been engaged in the cigar business during the past fourteen years, at Johnstown, Pa., recently opened an up-to-date cigar store at 411 Main street, that city. This is the third Opperman store for Johnstown and is said to be one of the finest in the State. The entire front of the building is constructed of marble, plate glass and copper, no woodwork at all being exposed. The retail department occupies the front portion of the first floor and is finely fitted. On either side and in the rear, are plate glass and mahogany cases of the most modern type—they are so constructed as to make every portion of the shelves visible from the outside.

One of the features in the fixtures is a specially arranged case for pipes, which was made after a design originated by Mr. Opperman. A large electric sign is suspended from the front of the building. The new store will be in charge of Carl Coleman, who has been transferred from one of the other Opperman stores.

Mr. Opperman started in the cigar business fourteen years ago in Clinton street, where he still maintains a place of business. Later he purchased the Haws Stand, at Franklin and Lincoln streets. Four years ago, he purchased the S. W. Hall store, in the Suppes Building, and has since conducted it.

During the opening days it was shown by the National Cash Register that 2317 cash sales were made between 2.30 P. M. and closing time. Mr. Opperman writes THE TOBACCO WORLD that business has been good ever since, and he feels confident that it will be the best retail store in the city.

Mr. Opperman attributes his success largely to his promptness in paying bills and strictly attending to the many details of his business himself. It is stated that during his fourteen years of business experience, he had never received a bill that he did not discount, a record of which he has good reason to feel proud.

The "Tadema" cigar, of Arguelles, Lopez & Bro., is being actively pushed by Charles Meyers & Co., in New Orleans. They contributed 200 "Tadema" cigars to the New Orleans Elks during their recent visit to Atlantic City.

Thomsen-Ahrensdorf Co. have been incorporated at Davenport, Ia., to engage in the wholesale cigar and tobacco business with $10,000.00 capital. Martin Thomsen is president and treasurer, and C. M. Ahrensdorf is vice-president and secretary.

Bustillo Bros. & Diaz' "Henry The Fourth" clear Havana cigar, are being strongly featured by the Yahr & Lang Drug Co., of Milwaukee.

A special drive on "Havana Ribbon" cigars was recently begun by the W. A. Harris Grocery Co., of Richmond, Va.

The Richard Rassfeld Cigar Co., who are distributing "44" cigars in St. Louis, find an increasing demand for this product, and they are expecting it to become one of the largest sellers in that city in a comparatively short time.

Hemenway & Moser Co. are meeting with great success in the distribution of the "Bank Note" cigar at Salt Lake City. They seem almost unable to supply the rapidly growing demand.

The Silas S. Pierce Co., of Tremont street, Boston, have been featuring the "La Amo" clear Havana cigars, made by Ortiz & Caras, of Tampa.

The Hookstraten Cigar Co., of Los Angeles, are installing numerous window displays on the "Spana-Cuba" cigar, made by Yocum Bros., of Reading, Pa.



Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Theocaridis Offers Cigarette for Ladies

THE reception which has been accorded their goods by the trade since opening in New York on May 29th, has prompted the firm of D. Theocaridis to place on the market a new grade of Egyptian cigarettes, especially adapted for consumption by the fairer sex.

In offering these goods D. Theocaridis harks back to earlier years, when he found much favor in the eyes of the Egyptian government by originating and manufacturing a special ladies cigarette for the harem of Khedivial Palace. The first order for these came to the maker from the daughter of the Khedive. The American cigarettes for ladies are made from exactly the same blend of the finest Turkish tobacco from the Cavalla, Samsoun and Smyrna provinces, and are finished in gold tips and plain.

Demetrius Theocaridis, the head of the house is probably the oldest maker of Egyptian cigarettes in the world and, although now past 75 years of age, he is still alert and interested in the marked success which has attended the establishment of a factory in New York City. The firm is located at 2786 Broadway, near 110th street, where they have a commodious, well lighted show room and manufacturing quarters.

Homer Theocaridis, son of the founder of the business, is in full charge of the offices and factory, and H. Economidy is the sales manager of the house. Both of these gentlemen are experienced cigarette men, know the American trade and their record for the first two months of business is an unprecedented one. They offer three sizes of goods under their own name, No. 1, the largest, retailing at 30 cents; No. 2, at 20 cents, and No. 3 at 15 cents; and guarantee that the quality of the goods is exactly as stated.

Piramides—A New "Castaneda" Shape.

DAVE ECHEMENDIA, United States sales agent for the Castaneda Havana Factories has been showing a new size in these standard goods during the past few days, which he says has much promise of popular favor. The "Piramides" are, as their name indicates, a blunt end cigar tapering down to a small tip and the goods look very well indeed when packed.

Mr. Echemendia had a great session down at Atlantic City during the Elks' Convention, and he passed out cigars to his hosts of friends, which were beautifully embellished with an Elk's head, and the number of his own lodge, No. 551, Key West, Florida, on the bands. Each cigar was specially wrapped in tin foil and fancy paper.

Kaufman, Pasbach & Voice, the new cigar label and band house, have engaged the services of Henry Harrison, long experienced in the lithographic line, who will represent them in Greater New York and vicinity.

Cuba Cigar Co's Steady Progress.

PERHAPS no other cigar business in New York City can boast the steady and healthful growth which has characterized the business of the Cuba Cigar Co. during their short existence. Starting out about a year ago with a definite idea and high-class policy, this firm commenced to market the "King's Club" cigar, clear Havana goods made in Tampa, and the cigars with which they have filled every order has brought the most notable results.

During the past week they have placed on the market two new shapes which will materially strengthen their line; these are known as "Boit Natura Coronas" and "Boit Natura Corona Chicas" and orders are already recorded on these new shapes.

Treasurer F. O. Rhoades, of the company, tells us that all their sizes are selling freely, which indicates a clear head at the manufacturing helm. The firm has now four roadmen placing its goods and only recently have added the services of A. G. Herrington, who is covering upper New York State for them, and H. C. Schultz, who is working in Long Island and West Chester County.

E. P. Oakes, president of the company, calls on the best trade in the Metropolitan districts, but this end has grown so much that a new man is shortly to assist him in the city work.

Garcia Pando & Co. Get Manrara Brands

AN announcement of considerable interest to the trade is made by Garcia Pando & Co., of Tampa, in stating that they have taken over the cigar brands of Manrara Brothers Co., who have discontinued their Tampa factory. The brands involved in the deal are the well-known "Infallible," "Mie Eleccion," "Rivoli" and "Malecon." Andrew W. Lenox, formerly vice-president of the Manrara firm, has joined the forces of Garcia Pando & Co., and will hereafter make his headquarters at 48 Franklin street, the New York offices of that firm.

Pushing Alvarez & Garcia's Brands

H. A. ZEAMANS, of Alvarez & Garcia, Porto Rican cigar manufacturers, has left New York on an extended trip of three months, covering the Pacific coast and the Southwest. E. C. Smering, another live traveler from this house, is turning up good business in the Middle West.

The lines of Alvarez & Garcia have been selling freely wherever introduced, and the manufacturers are much gratified with the number of new accounts that are being opened on the strength of quality alone.

Late New York Notes

H. N. Gitt, of the American-West Indies Cigar Co. returned last week from a trip to Porto Rico, where he made arrangements for increasing the export of cigars to this country.

John Haviland has succeeded John J. Harrigan, as manager of the cigar department of Macey & Jenkins. Mr. Haviland is an experienced cigarman, having been associated with the A. Schulte stores for a number of years.

The Port Morris Cigar Manufacturing Co., of New York City, has been incorporated under the laws of New York, with $2,000 capital. Otto Sartorius, of Brooklyn, is named as one of the directors.

F. S. Lucey, secretary of Phillip Morris & Co., known wherever cigarettes are smoked, sailed last week on the "Olympic" for a short visit to the London factory of that concern.

A steady gain is being made by the Porto Rico firm of Alvarez & Garcia, and their goods are now well distributed in the best localities. They have also done a large business in strip Porto Rico leaf, for which there is a good demand.

James Burns, who covers the Southern territory for F. Lozano & Co. and Tim Foley, of the Tampa Factory of the same house, have been in New York for several days now enjoying a summer vacation.

Charles Landau, general representative of the United States and Canada for the Upmann factories in Havana, will leave for Canada this week.

R. E. O'Malley, manager of the cigar department of Wm. A. Stickney Cigar Co., Kansas City, Mo., registered at the Plaza Hotel during the past week. Mr. O'Malley spent some time at Atlantic City before his arrival in the big town.

William Fielder, of Tampa, who has been a factor in the cigar business for a number of years, passed through New York last week en route to Canada. Mr. Fielder has had his auto shipped North and it is his intention to tour Canada for several weeks in company with his wife.

Robert E. Lane, the American selling agent for Partagas clear Havana goods, reports a steady influx of orders for his pets, and says that the American consumer is to-day calling for "Partagas" brands with a frequency never known heretofore.

J. Leiser, treasurer of the Old Indiana Snuff Mills, left New York last week with his family and auto to spend six weeks at his summer home in the Catskill Mountains. Mr. Leiser expressed himself as very optimistic on the future of their business and stated that their plans for the immediate future embraced a largely increased output.

The Cayey-Caguas Tobacco Co. are in better shape today to supply the demand on "Savaronas" than they have been since the first of the year. President Frank R. Hoisington is showing several new sizes and shapes which have met with big success in all the territory in which the company's salesmen have shown the goods.



"King's Club" Window Exhibit at Goldschlager Bros., 10 Cortlandt Street, New York

New York Trade Falling into Line.

ACCORDING to latest advices, the New York leaf tobacco trade may enter actively into the campaign for lower duty on imported wrapper tobacco, and may follow the footsteps of Philadelphia.

At the next meeting of the trustees of the New York Leaf Tobacco Board of Trade, matters of more than usual importance are to be brought up for discussion, one of which is the proposed Bureau of Complaint, which was brought up at the convention of the National Association, held in Lancaster last spring, and indorsed by that body.

It has been intimated that a special convention could be summoned to take up the tariff issue, although the Legislative Committee of the Philadelphia Leaf Tobacco Board of Trade has been unable to get conclusive and satisfactory responses from President Hess of the National Association, concerning a proposed effort for tariff reduction.

Diplomatic correspondence is said to have been passing between President Hess and Joseph F. Culman, Jr., chairman of the Legislative Committee of the National Association.

Good Sales of Krinsky Cigarettes

LEVIN, general manager for I. B. Krinsky, Egyptian cigarette manufacturer, of this city, returned from a very successful trip through the towns of the New England States, and said that it was the best trip he had ever had, with good orders coming from everywhere.

In Boston he was specializing on the "Fifth Avenue" brand of cork tip cigarettes. He also reported fine sales on "Egyptian Heroes," which are put up in Russian style with holders. Mr. Levin is so elated with his success that he contemplates putting in more time on the road.

Jacob Stall, Jr., Makes Important Change

The copartnership existing between Joseph Stall, Jr., and D. Clinton Whiting, trading as the Murias Campana and doing business in Key West, was dissolved on Thursday last. The business will be continued by Mr. Whiting, and about September 1st the New York headquarters will be removed to a more commodious building at 251-255 Front street. Mr. Stall will retain his identity with Key West cigar interests, and expects to leave for the South in the next week or two.

Eustaquio Alonso, of the Partagas factory of Havana, is expected to arrive in New York from Europe early this week, and will proceed immediately to his home at Havana.



Philadelphia Now an Open Jobbing Market

Withdrawal of Rebates Causes Fear of Secret Price-Cutting on Tobacco and Cigarettes

WITH the withdrawal of all rebates to jobbers by the American Tobacco Co., which took place several days ago, there is no longer a sustained price-list in Philadelphia, and the jobbing trade has been plunged into a state of turmoil, fear and uncertainty.

For several years there was a fairly effective "Gentlemen's Agreement" among jobbing houses in this city, but it seems the jobbers can no longer agree among themselves, and no further effort is being made to maintain uniform prices on manufactured products.

Diversified opinions are expressed by jobbers concerning the result of this action on the part of the American Tobacco Co., and some regard it with considerable alarm, lest there result a severe price-cutting war. But one instance of actual price-cutting openly done has thus far come to notice, and that was in making combination quantity offers of cigarettes and smoking tobaccos, at prices which would net the jobber only about 2 per cent. profit on the business. Nevertheless, it is believed that there will be inside prices secretly quoted with a view to getting certain business which has not been obtained by the price cutters heretofore.

According to a statement made by one of the largest jobbing houses in this city, jobbers in a spirit of self-preservation will be compelled to meet the prices by others, either openly or secretly, when confronted with the facts that a competing house has offered lower prices than have been in vogue.

That the situation has become rather acute is evidenced by the fact that two prominent jobbing house representatives proceeded to New York early last week for a conference with A. T. Co. officials, to ascertain, if possible, what the company's attitude would be in case its products were offered at prices that actually wiped out even the 2 per cent. discount for payment in ten days. While much reticence prevails, it was learned from a reliable source that little satisfaction was obtained, and that manufacturers disclaim all further assumption of responsibility in endeavoring to maintain a selling price for their product. Consequently, a jobber can sell goods at his own figures and need have no fear, for the present at least, of being cut off from further supplies.

In other cities, it has been found that a manufacturer's distributing depot is the most effective way of maintaining a price-list, and it is thought by some that this may be the ultimate outcome in this city as well.

An effort has been made, within the past 48 hours, to get the jobbing trade together in a conference, but thus far it has not been successful, and it is believed that within another week there will be some further developments of sensational interest.

United Gets Hotel Vendig Building

IT has just been learned that the United Cigar Stores Co. some months ago closed a lease for the Hotel Vendig Building, northwest corner Twelfth and Market streets, at an annual rental of about $40,000.

For several years the United have occupied a part of this corner (a section 15 feet x 20 feet on the first floor), for which it is reported they paid $15,000 per year to Charles H. Vendig, who had leased the entire building from the Liggett Estate.

Mr. Vendig's twenty year lease having expired, the United arranged to take over the entire building starting from August 1st. They have rented a portion of the first floor, heretofore used by the hotel, to the Childs Restaurant Co. The other parts of the building it is understood will be leased for office purposes.

Mr. Vendig has purchased from John Wanamaker a plot of ground 90 feet x 95 feet at Thirteenth and Filbert streets, on which he will erect a twelve-story fireproof commercial hotel.

Special Deal on "Epicure" Shredded Plug Tobacco.

THE United States Tobacco Co., of Richmond, Va., recently put out a special deal on its product which is the first time in the history of the house that special deals have ever been offered. Each carton of "Central Union" tobacco, containing 48-5c. packages (foil) has attached 2-10c. tin boxes of "Epicure" shredded plug tobacco, free. The plan has been adopted to exploit the merits of their "Epicure" brand. This tobacco is put up in 10c. tins and also in eight and sixteen ounce boxes. It already has an extensive sale, and is being generally handled by dealers throughout the city.

At the local salesroom, which is under the direction of A. Fowler, there have been many visitors since the new deal was put into operation.

Bidding For Stock Exchange Cigar Stand

THE erection of the new Philadelphia Stock Exchange Building, Walnut street near Broad, has caused considerable interest among the cigar trade of this city. It is learned that not less than six cigar dealers have spoken for the exclusive cigar privilege for this building, and one bidder has offered $3,000 for it. The bids are being considered by the Building Committee, and it will be some time before they announce their decision. Most of the bidders are local dealers, while several of them are from out of town.

Quaker City Items

Samuel C. Jeitle, of Jeitles & Bulmenthal, Ltd., has been taking a brief rest from business cares at Atlantic City. He expects to return to Philadelphia in about a week.

A charter was recently granted to the Marie Garden Cigar Co., of Philadelphia, with a capital of $15,000.00. The company will be located at 840 Wharton street.

J. G. Atherholt has been featuring this week a 6¾ inch Manila cigar called "La Badonia," which retails four for 25 cents or $1.50 per box of 25. "La Badonias" come from the house of Carlos Fernandez & Co., New York importers.

Albert Bejach, the well-known Cincinnati cigar distributor, stopped off in Philadelphia last week on his way to Atlantic City, where he is spending his vacation. While here he called at the factory of Jeitles & Blumenthal, Ltd., to pay his respects. Mr. Bejach handles the J. & B. line extensively in the Cincinnati market.

Terry & Duncan, wholesale and retail cigar dealers, have presented a beautiful silver loving cup, which will be offered as a prize to the owner of the fastest pacer at the Matinee Races, September 9th, on the Fairmount Park Speedway, when the Road Drivers' Association of Pennsylvania will entertain the 47-100 Club, a Masonic social organization. Wm. F. Deakyne has also presented a cup for the fastest trotting horse, and numerous medals will be awarded to prize winners.

Rapid Increase in Krull Family

THE family of Charles A. Krull, well-known tobacconist, of 1226 Arch street, is increasing at quite a rapid rate. Grandfather stork a few days ago brought a fine new baby to the home of Herman Krull, son of the head of the house, and when he related the story at the office the next morning he found that William Crawford, the firm's bookkeeper was able to go him one better, because his wife had just presented him with twins—a boy and girl. All hands are doing well, and everybody is happy!

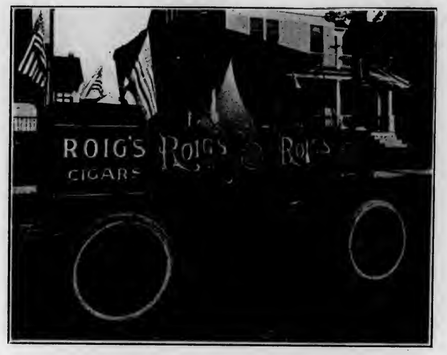
E. F. Wilgus, eastern representative of Boltz, Clymer & Co., was in Philadelphia last week, conferring with the factory management. Mr. Wilgus covers territory east of Pittsburgh, and has been sending in some fat orders for the firm's "El Palencia" and "El Merito."

Tuck Cigar Co. Incorporates

APPLICATION has been made to the Commonwealth of Pennsylvania for a charter for the Tuck Cigar Co., of this city, for the purpose of manufacturing and selling at wholesale and retail, cigars, tobacco, cigarettes, pipes, snuff, etc.

When interviewed J. E. Tuck, who had for a number of years conducted a wholesale and retail cigar business at No. 12 Market street, said he had been in contemplation for some time of certain expansions in the business and also to make its perpetuation more easy, but that it had not been until recently that the right people could be secured to assist him in carrying out his project.

Mr. Tuck will have associated with him James Graham, who has been in his employ for a number of years and is well acquainted with the trade, and Jesse E. Groves, a former West Philadelphia retailer, who is a thorough cigar man. The officers will be J. E. Tuck, president; James Graham, secretary, and Jesse E. Groves, treasurer.



Advertising Roig Cigars at Minneapolis

During the recent Old Home Week Celebration in Minneapolis, R. W. Edwards, the live wire representative of Antonio Roig & Langsdorf in the Northwest, brought the "Roig" lines to the front by entering an automobile in the Civic Celebration parade. The machine was trimmed by Al. G. Murphy, a brother of D. K. Murphy, manager of the W. S. Conard Company's Minneapolis Branch. The car was driven through the parade by Al. Murphy, who is a veteran cigar salesman, having been connected with the trade for more than twenty years constantly, with the exception of the time when he enlisted in the army during the Spanish-American War.

"El Wadora" Team a Winner

SIG. C. MAYER & CO. report business increasing on their different brands. Mr. Mayer is now at the factory, but is planning another trip into the marts of trade to further exploit their popular "El Wadora" five-cent and "Rey-Oma," a new ten-cent production of unusual merit. On Saturday, 22nd inst., the "House of Mayer" was challenged to a combat on the baseball field by an aggregation of "All Stars." Under the guiding hand of George I. Watson, treasurer of the house, the "El Wadora" team was finally victorious to the tune of 17 to 13, upholding the maxim of the house, "Quality Will Tell." A few of the shining lights on the field were the Messrs. Brecht, the battery; Mr. Eberbach, at first base; Mr. Russell Ellis, at shortstop; Mr. Vandegrift, at third base, and Messrs. Watson and Cochran in the field.

Sudden Spurt in Leaf Tobacco Market

AN unexpected spurt occurred in the leaf market here last week. Sales aggregating from 800 to 900 bales of Havana tobacco were consummated by importers to manufacturing houses. Five hundred boxes of 1910 Pennsylvania was another record sale for last week, while Sumatra tobaccos have been sold rather freely in moderate sized lots. The apparent scarcity of binder stock is becoming some troublesome, and this type of leaf steadily becoming more thoroughly cleaned up.

The distributing depot of Duff Bros. & Co., at 435 Market street, was badly damaged by smoke and water several days ago, when a fire occurred in the upper floors of the building. The damage is estimated at $3500, pretty well covered by insurance. There was little interruption to business, however, for more goods were dispatched from the factory at Lancaster, and on the following day deliveries were continued as usual. Temporary quarters have been obtained at 439 Market street.



Local Sales Manager of "Havana Ribbon" Cigars

FRANK B. STANTON, local sales manager for Bayuk Brothers, is entering his fourth year in the service of the firm, and on July 1st, last, was appointed to his present position of local sales manager. The immense increase on the sales of "Havana Ribbon" cigars testify in an eloquent manner to his fitness for the responsibility. He is a conscientious worker, who believes in "doing things," and is always on the job.

Ralph Kelly, who represents the American Tobacco Co., and who had been in a hospital at St. Paul, Minn., has returned to his home at Middletown, O. He is improving steadily, but it may yet be some time before he can actively resume his duties. He represents the company in the West.

W. F. Sharpless, traveling for the Geo. A. Voige Cigar Co., of Cincinnati, has been covering Cleveland and vicinity recently, in the interest of "Plantista" cigar made by the Compeer Cigar Co., of Indianapolis, which is being distributed by the Voige Co.

J. J. Penrose, representing the Khedival Co., of New York, was a recent visitor in Buffalo, introducing their new cigarette called "Demetrio" with good success. He spent considerable time with the Noah-Foster sales force.

Chas. R. Wolf, of S. Wolf's Sons, Key West, has been calling on the trade in Chicago, and vicinity recently. He met with a very cordial reception and much favor was shown toward their "Lukos" clear Havana cigars.

Nick King, one of the most popular of the several traveling representatives of the Deisel-Wemmer Co., Lima, O., has been calling on his old friends in Salt Lake City and vicinity lately.

L. Spicer has again entered the employ as salesman of the Turco-American Tobacco Co., of New York. He will cover his former territory which includes Philadelphia and vicinity.

Herbert W. Schloss has joined the selling staff of S. M. Frank & Co., New York pipe manufacturers. He has started on his initial trip which will include the Middle Western States.

W. C. Rose, a "Havana Ribbon" salesman was recently in Salt Lake City, and successfully placed the cigars with an increased number of establishments there.

Charles Landau, general representative in the United States and Canada for H. Upmann & Co., Havana, is now making a trip through Canada.

Victor Thorsch, veteran representative with T. J. Dunn & Co., of New York, has been making the rounds of the trade in Pacific Coast States with good results.

J. A. Brown, with Park & Tilford, of New York, is now covering summer resort points in Maine. He is specializing on the "Vafaidis" cigarettes.

H. J. Craig, representing Hetterman Bros. Co., of Louisville, Ky., has lately done an extensive business through Indiana on their "Bull Durham" cigars.

Wm. Lineaweaver, who covers the Northwest in the interest of E. A. Kline & Co., of Cleveland, has been doing a good business lately in Minneapolis and vicinity.

R. M. Ellis, with M. Melachrino & Co., New York cigarette manufacturer, stopped off at Philadelphia a few days last week, en route to Atlantic City, to enjoy a short vacation.

Fred. W. Linde, with F. H. Berning & Sons, of Cincinnati, has been covering the trade at Omaha, Neb., and booked several substantial orders for the product of his firm.

Preston Herbert, of the Havana-American Co., and Sol. Rosener, with Jose Lovera & Co., of New York, were among the recent visitors at St. Louis.

J. C. Leverance, a member, of the selling staff of the Shields-Wertheim Co., of Cleveland, O., is spreading "La Saramita" fame throughout the far West.

Ed Sickles, representing Kaufman, Bros. & Bondy, of New York,, pipe manufacturers, has been showing some new styles of "C. P. F." pipes to the trade at Memphis, Tenn.

Arthur Meyer, special representative with Bustillo Bros. & Diaz, has been sending in some good orders from the Pacific Coast. He is now in Southern California.

E. W. Klein, formerly with John W. Merriam & Co., is now establishing himself in the real estate business at Cleveland, Ohio.

Max. Joseph, with Sam. Joseph & Co., of Cincinnati, has returned from a trip to Indiana, where he met with good success.

M. B. Simon, road man with Austin, Nichols & Co., N. Y., has been a visitor in Syracuse lately.

Jose Oppenheimer has been making a very active campaign at Buffalo, N. Y., on the Philip Morris & Co., product.

Perry Bland with the Martinez Havana Co., has been a visitor recently at St. Louis and other cities in the Middle West.

Libel Suit Follows Ware-Kramer Fight

AS an aftermath of the Ware-Kramer Tobacco Company's suit against the American Tobacco Company, which was decided last month, W. M. Carter, who figured prominently in the proceedings and who was accused by the plaintiff as being an agent for the A. T. C., has entered suit in the Wilson County (N. C.) Superior Court for $10,000.00 damages each against the *Ashville Citizen* and the *Raleigh News and Observer*, alleging libel and false and defamatory statements concerning him and his business standing.

It was stated in the part of the bill of complaint that, although the Ware-Kramer Co. charged him in their original action to be a villian of the worst kind, absolutely no proof or testimony to the effect was given in the trial, and that the judge ordered a non-suit in so far as the action lay against Mr. Carter.

Harry Roberts, of the firm of J. W. Roberts & Son, the Tampa manufacturers who have specialized on the cigar mail order business for some years, has been in New York City for the past fortnight. Mr. Roberts is a "joiner" and came north to attend the Shriner's Conclave, at Rochester, N. Y., and the Elks' Convention, at Atlantic City. He reports a rousing big time in both places.

Arthur Nelson is now actively traveling for the Nelson Cigar Co., Denver.

Lewis Company Purchases Box Factory

THE I. Lewis Cigar Mfg. Co., of Newark, N. J., has purchased the old established cigar box factory of Joseph Unger & Co., of New York, and has removed the entire plant to the Lewis factory building, at 400 Bank street, Newark. This change was only made possible by the recent extensive addition to the Lewis factory, and it is expected that it will be fully utilized in taking care of the tremendous output of the Lewis factories, on the well-known "Cobbs," "Telonettes," "Josh Billings," "John Ruskin," "Golden Eagle" cigars, etc.

Heavy Storm Losses In Connecticut Valley

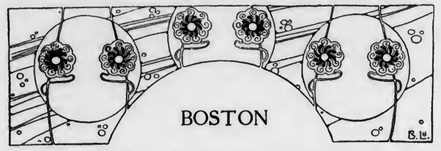
TOBACCO growers in the district of the Connecticut valley approximately estimate their loss by recent wind and hail storms at $100,000.00. Most of the tobacco was shade-grown, the cloth being ripped off the beds and the plants destroyed. Among the principal losers are Ketcham & Son, Adams & Holcomb, Griffin-Newberger and George Ariel Richardson.

St. Louis Box Company Incorporates

The Weidmann-St. Louis Cigar Box Co. has been incorporated in St. Louis with a capital stock of $90,000, fully paid. The company will succeed the J. J. Weidmann Cigar Box Co., which has been established for many years.



Exhibit of United States Tobacco Co.'s Products at Sioux City, Ia., June 12-17th, 1911, Under Auspices of C. Shenkberg Co., Jobbers



New Home for Boston Manufacturers

BOSTON, MASS., July 25.

THE "3-20-8" cigars, made by A. B. Smith & Co., of Boston, have obtained wide recognition from critical New England smokers, and their sale has attained such proportions that increased facilities have become necessary; and a contract has been made for the erection of a three-story concrete building on Massachusetts avenue, Cambridge, which will have a frontage of 160 feet.

This factory when completed will be one of the finest in the East, replete with the most modern appliances, and the building is to be ready for occupancy about November 1st. Ground has already been broken, and the work will be pushed forward with all possible speed.

The "3-20-8" were first introduced a little more than a year ago, and backed by merit and judicious advertising they have been coming strongly to the forefront.

Business conditions in Boston are fair plus. Some of the cigar manufacturers are busy; some are not. Activity with the retail trade is good. Jobbers are doing a good business, particularly with the summer spots. Leaf business is fair, while the cigarette field is brisk.

H. Stahl, manufacturer of the "Rangeley" 10 c. cigar, has started a small newspaper advertising campaign in the interests of this cigar. It is made in two shapes, perfectos and londres, and is a new product, so to speak.

Waitt & Bond, Inc., are considered by many to be doing the best work in the local advertising field. They are using large space and it is filled with "Blackstone" cigar chats that are interesting reading and worthy of consideration. The copy deals with facts for "Blackstone" smoking. Their huge factory is working to full capacity under a strong pressure of attempting to fill a demand that is in excess of their facilities.

Alles & Fisher, manufacturers of "J. A." cigars, report business as rather quiet.

Johnson & Co. recently started a street-car advertising campaign, in the interests of "Johnson's Private Stock" 5 cent cigar.

C. H. Greenwood & Co., prominent dealers in Boston's theatre district, attest a gratifying sale of their specialties, "Capitan Bravos" and "Fernandes" Havana cigars, manufactured by Solla Carcarba & Co.

Daniel Frank & Co., conducting one of our best known cigar houses, are enjoying some excellent business with "Barrister," "Celebridad" and "La Severna" cigars.

HENDERSON.

Two Coon Stores are Sold

H. G. ABBOTT, of Wall street, New York, has purchased the fixtures and lease of Louis W. Coon's cigar stand at 29 Whitehall street, and will conduct the business under his name at that stand. The other Coon stand at 32 Broadway has been sold to a candy house. The third Coon establishment at 320 Broadway was not put up at auction, but will be likely sold at private sale.

An interesting game of ball was recently indulged in by the teams made up of patrons of Krout's tobacco store vs. team made up from patrons of Fry's tobacco store, at Bloomsburg, Pa. The game was largely attended, and both sides were heartily cheered at every point made by them.

Cincinnati Has Fair Business

CINCINNATI, OHIO, July 28th.

The beginning of vacations has played an important part in making business with the retailer brisk. Box and counter trade has materially increased during the past two weeks. Jobbers report conditions fair, but considerable improvement is expected just as soon as the crops commence to move, and the money is released.

"In going over my records I find that my business has increased fully 50 per cent. during the month of July, when I compare figures with the same month a year ago," said George A. Voige, of G. A. Voige & Co., one of the Queen Cities large distributors.

The J. B. Moos Company has placed upon the market in Cincinnati the "Brodd-Vana," cigar, which is manufactured by the Federal Cigar Company, of New York City. They are put up in tin and wood. They wholesale in tin form to the trade at $1.00 a can, and all campers who seek refuge at a summer camp, should not miss taking a can or two along with him, for they are one of the greatest five cent smokes on the market.

A very neat little novelty, gotten out by the Rigby-Shaffer Company, of Dayton, O., called "Fabrica Cigarros," is being widely distributed by the George A. Voige & Co., of Cincinnati. It is a half lieter stein, which holds 50 cigars. "I, myself, have placed this novelty in over 100 retail stores of Cincinnati," said George A. Voige. "It has made a big hit here," said he.

A. E. Bodeen, manager of the pipe department of the J. B. Moos Company is making a special feature of the genuine South African Calabash pipe. They are wholesaling at $7.50 a dozen. They are imported from Australia.

A. Tietig & Sons, big cigar manufacturers, who are located at 12 East Sixth avenue, expect to move to their new quarters at Fifth avenue and McAllister street, about September 1st.

The J. B. Moos Company is giving to their trade a show case free. There are 100 pipes, 25, 35 and 50 cent pipes enclosed, which they sell at $18. It is a pretty little show case with three shelves, and is about one and one-half feet in height and one foot wide.

Gus Eichman, who was formerly connected with Max Rock, cigar dealers here, spent several days in Cincinnati in the interest of the J. F. Cheny & Co., cigar manufacturers of Newark, Ohio.

A. F. Silverstein, salesman for the Manhattan Briar Pipe Company, of Jersey City, was in town this week.

George A. Voige has added several new brands to his list, and has been kept busy supplying the local retail trade. He has the new special size of the "John Drew" five cent cigar, which is gotten up in a very neat style. The clear Havana "Coraza" 10 cent cigar is another one he has added. He has also added several new grades of stogies, which are "Wagner's" three for five cents, manufactured by Leonard Wagner, of Pittsburgh; and the J. W. Jenkinson three for five cents stogie.

L. C. Comoy, traveling representative for H. Comoy & Co., the big pipe manufacturers of London, England, was in town this week.

Oscar Gassman, well-known retail cigar dealer, at 405 Vine street, doing business as Oscar Gassman & Co., filed a deed of assignment in the insolvency court to Thomas A. Farrell, July 24th. He gave his assets as $8,000 and his liabilities at $10,000. Demands from creditors were given as the cause of the assignment.

The receipts of tobacco in the Cincinnati market during the past two weeks aggregated 2,900,000 pounds. The shipments amounted to 2,4000,000 pounds.

RICHARD SEVING.

Obituary

Augustus Aarons, who has been connected in the cigar manufacturing business in New Orleans for many years and is well known throughout the South, died July 22 at the age of fifty-two. At the funeral, which was held Monday, July 24, from his late residence, 7535 St. Charles Avenue, members of the Masonic Order, of which he was an active member, attended, as well as many of his old time acquaintances in the cigar trade.

J. N. Cullingsworth, a prominent tobacconist, of Richmond, Va., died last week at the age of seventy-two years. He died from heart trouble, with which he had suffered for thirteen years. Mr. Cullingsworth was a veteran of the civil war, at the close of which he engaged in the tobacco business with a brother-in-law under the firm name of Cullingsworth & Ellison, which continued until 1889 when Mr. Ellison died. After that Mr. Cullingsworth continued in business himself until compelled to retire in 1910 owing to poor health.

FACTORY SUPERINTENDENT WANTED

WANTED—Superintendent in cigar factory in Pennsylvania. Must be high class man of wide experience in all branches of cigar manufacturing. State age, experience and references. Address High Class, care Tobacco World.



Key West Production Leaps Forward

Factories in Full Swing Following Semi-Annual Inventories

KEY WEST, FLA., July 24th.

THE trade has taken a decided jump during the past few weeks. Practically all of the factories have completed their semi-annual inventories and have reopened with larger forces than were employed when they closed down.

Santos V. Villa, a prominent manufacturer of cigarettes, has returned to Key West after a short visit in various points in the State.

F. B. Guito, of the F. B. Guito Cigar Co., who has been spending several weeks in the North on business in connection with his firm, returned to-day. He reports a bright outlook for the Guito brands and expects a large business for the remainder of this year.

Fred. Artolozaga, of the George W. Nichols factory, who has been spending his vacation in New York, returned home to-day.

Remigio Lopez, superintendent of the local branch of the Havana-American branch here, left last night for a short business trip to Havana.

The Key West Cigar Factory has increased its force within the last few days, and they are rushed with orders.

The orders for the famous "Boston Grand," of the Cortez Cigar Co., are coming in such large quantities that it keeps all hands busy to care for them, in addition to the other brands made by the firm.

James J. Fernandez, of the Fernandez, Lopez Ca., who has been spending several days in Key West has returned to Tampa.

The Jose Lovera Company, has started operations in the temporary quarters on Fitzpatrick street. About 100 men were employed at the start, and this force will be gradually increased. As it is the intention of the company to make none but the finest sizes and to use nothing but clear Havana in all of their goods, the workmen will be selected accordingly. Only the best cigarmakers will be employed and they will be employed gradually. It is the intention of Mr. Lovera to occupy his present building but a short time, after which a large modern concrete shop, with capacity for 500 workmen, will be built. Plans and specifications are now being prepared and bids will be called for in the very near future.

N. B. RHOADS.

American Tobacco Co. to Buy in Open Market

FRANKFORD, KY., July 24.

THE change of policy in the purchasing methods of the American Tobacco Company have just become known here. It is announced that the big corporation will hereafter buy no tobacco in the field or in the country warehouses. It will buy in the open market, chiefly in the loose leaf warehouses. This information is announced by M. A. Forman, a member of the State Board of Agriculture, who states that he has been notified of this action by an agent of the American Tobacco Co.

A new cigar store has been opened at Everett, Wash., by William Haferkorn.



H. J. VALLOFT
Manager 12th Store Valloft & Dreux, New Orleans, La.

Valloft & Dreux Open 12th Store

One of Handsomest Stands in South—Unique Interior Decorations

NEW ORLEANS, July 24.

ONE of the handsomest and most attractive cigar stores in the South has been opened in this city by the Independent Cigar Stores Co., forming the twelfth in a chain of stores owned and controlled by Valloft & Dreux, Limited.

The new store, which is located in the Progressive Union Building at the corner of Common and St. Charles streets, is fitted with handsome mahogany fixtures and the walls are decorated with oil paintings advertising the various cigar brands of the company, while the mosaic floor also carries out the advertising scheme.

The doors were thrown open on Friday, July 21, and all day long the store was crowded with purchasers. Souvenirs were given away, and a number of friends called to congratulate the owners. A cablegram was received from P. Rodriguez, Havana, and a telegram of felicitation from the West Indies Cigar Co., of New York. The counters were laden with a number of floral tributes from numerous friends of the firm.

The unique decorations of the store are the conception of H. J. Valloft, manager and officer of the firm, and reflect much credit upon his ingenuity.

The display of fine cigars covered the following brands: "Ruy Lopez," "Cuesta, Rey & Co.," "Solo," "Elite," "Henry the Fourth," "William Penn," "Upmann Bouquet," and "La Turina."

John H. Boltz, of Boltz, Clymer & Co., left Philadelphia on Saturday last for a short trip through the Middle West. The sale of their "La Palencia" cigars is growing steadily, particularly in the Western States.

DETROIT DOINGS

Another Fire in Detroit, Marcero's Gutted

Well-Known Jobbing House Suffers From Smoke and Water

DETROIT, July 26, 1911.

IT would seem from the many fires of the past few months that the fire fiend is pursuing Detroit cigar and tobacco interests with relentless energy. The most recent victims are the J. L. Marcero Co., wholesale candies and cigars, No. 65 Jefferson avenue, whose stock was damaged to the extent of $50,000, mostly from smoke and water, during a fire which occurred Monday night on the two upper floors of the Burtenshaw Building, the lower floors of which are occupied by the Marcero Co. The firm has already secured temporary quarters at 89 Jefferson avenue, pending repairs, and will resume business immediately. The loss is fully covered by insurance. The Marcero people are distributors of E. A. Kline & Co.'s "Rigoletto" and "Lettergram." The well-known "Portuondo," "Geo. W. Childs" and other popular cigars.

The Mazer Cigar Mfg. Co., who were completely burned out two weeks ago, were fortunate in securing the two upper floors of a three-story building just in course of completion, at 278 Brush street. New molds, supplies of tobacco, and cigar making apparatus are already at hand and they expect to begin operations by Friday of this week. They do not intend to rebuild on their old site on Willis avenue, but will endeavor to locate in the neighborhood of the San Telmo and other factories on Forest avenue, East. They have possession of their present quarters only to December first.

A rather odd sight yesterday was that of a tough looking juvenile in knee pants strolling up Canfield avenue, pulling at a vicious looking smoke, about five inches of which projected from his ugly young "mug." It was some of the salvage of the Mazer fire. The entire neighborhood has been smoking itself blind on some thousands of cigars dug out of the ruins. A little matter of having been water soaked and covered with mud and burnt lumber for a few days does not seem to make much difference to these people.

The month of June, contrary to expectations, showed a slight gain over the same month of last year in the manufacture of cigars. Herewith are the figures of the local U. S. Internal Revenue Office, for both cigars and tobacco.

	Cigars.	Tobacco.
June, 1911,	$70,729.98	$153,531.74
June, 1910,	69,377.43	128,704.55

The results of inventories of leading plants, July 1st, have been on the whole favorable and satisfactory. The high price of cigar leaf is a menace to the profits of the coming year, but manufacturing and sales continue unabated.

A deal of sufficient magnitude to deserve special mention was the recent sale by Rothschild & Bro., of this city, of one thousand bales of Havana tobacco, principally Vueltas. Initial deliveries have already been made and the entire lot is to be charged up in August.

A few sales of Sumatra and other types of leaf are being made here, but nothing unusual that I have knowledge of, aside from the Havana deal just mentioned. Factories appear to be supplied and the market is quiet. Among smaller manufacturers there is some complaint of collections. Nate Van Vliet, of the leaf firm Van Vliet Bros., attributes this, in a measure, to the payment of city taxes, which are now due.

George McLean, head of the Detroit Cigar Mfg. Co., reports the past year's business as very gratifying in many respects. "Formerly we solicited the retailers altogether," he remarked, "and we were really just 'peddlers'. Now we are after the jobbing trade instead. Naturally the change in policy has lost us many small accounts but the character of the accounts we have gained more than compensate us for what we lost. In addition to 'Green Seal,' 'Liorna,' 'Rosy Light,' and other factory brands, we are making many private brands for our distributors and find it advantageous to do so. I anticipate unusual headway during the next twelve months."

A. S. Kuder, sales manager of The Scotten Tobacco Co., reports increased demand from jobbers for "B. B. Scrap." The base ball feature of this package makes it popular.

Henry Hamper, sales manager of Globe Tobacco Co., has recently secured a patent on a pipe into which he has introduced a button or perforated metal disc in the lower exterior of the bowl. This serves as a regulator, insuring a free draft of oxygen, and perfect combustion. A number of pipe manufacturers, and others, have made overtures to Mr. Hamper to secure control of his patent.

S. W. Raych, who, it was announced in the last issue of TOBACCO WORLD, was about to start a cigar factory at 840 Hastings street, is operating in a small way under the title Metropolitan Cigar Co., but the factory permit is in the name of Louis Cohn, a local party. Raych explains that not being of age he was unable to qualify himself. "Metropolitan Mutual," a nickel cigar, is the only brand they are working on as yet.

Thos. G. Laney, Oklahoma oil operator, stopped here for a few days recently while touring in his auto from the West to his home, at Lima, O. Mr. Laney is financially interested in the San-Etta Cigar Co. of this city but takes no active interest in the manufacturing end and up to the present occasion had never seen the factory. Mr. R. M. Furnas is the active partner. He reports some very nice business from Toledo, Indianapolis and other sections.

Julius Stieber some weeks ago removed his cigar shop from 949 Frederick street to 182 Evelyn avenue, Hamtramck, where he is meeting with success.

Norman A. Pabst, salesman for the Surety Cigar Co., recently propounded a question to a certain Miss Newton, of this city. He said if she didn't know the answer he could "Poster." But she years, are being re-introduced by Ph. Morris & Co. in a new package, Pabst has been working with The Church, McConnell Co. for some time in Toledo and adjacent territory, doing missionary work for the two nickel favorites of The Surety Cigar Co.

Van Winters, of Church, McConnell Co., was here last week in company of William Gorman. He was here promoting sales on "El Sidelo." Lee & Cady were, until recently, the distributors for Michigan.

Oscar Rosenberger, who left July 10th, is just at present on the Pacific Coast. Thus far this trip he has not suffered his reputation as "one of the greatest salesmen ever" to be dimmed. Oscar lives well, but he'd rather sell cigars than eat. That's how he came to build up the San Telmo Cigar Manufacturing Co. to its present proportion. At least that's one of the reasons.

The G. J. Johnson Cigar Co., Grand Rapids, Mich., are doing some bill-posting here for "El Portana," a very good nickel smoke.

Art Gram, manager cigar department of O'Brien & Co., looks well tanned after a ten days vacation at Mackinac and Les Cheneaux Islands. He started in to tell me about that big muscallonge—but a customer came in and I didn't wait to hear the rest of the story. I think he got away though. The fish, not the customer!

"Unis" cigarettes, which have not been sold here for some years, are being reintroduced by Ph. Morris & Co. in a new package, ten packed flat, both plain and cork. Price 15c. Lloyd Lectner, lately with La Fond & Co., is now with The Scotten Tobacco Co., helping sales of "B. B. Scrap" and "Grand Union Cut Plug" in Ohio.

Thos. Burns, of the Hammond Building stand, is now in charge of the cigar stand of Berghoff Café.

Albert A. Sage, assistant manager Berghoff Hotel, recently opened a cigar stand in the lobby of Oxford Hotel. Summer traffic is exceptionally heavy at that location and business is good.

Horace A. Tansill, proprietor of The Pure Food Store, 283 Woodward avenue, recently added cigars and smoking to his stock. Prominent in the case are "First Consul," "Pastoria," "El Verso," "Royal Banner," "San Felice" and "San Telmo Record." The Pure Food Store were removed from Broadway to the present location about three weeks ago.

Art Klotz has rented the space in front of Howard Beeson's saloon, 311 Woodward avenue, and fitted it out as a first class cigar and news stand and things look good. Jos. Stafford is in charge.

J. C. Reedy, 304 Woodward avenue, has sublet a part of the space on the first floor to R. C. McFadden who will open a barber shop shortly.

Sydney Rothschild, well known Havana broker, returned to Cuba a few days hence after a four weeks' visit with his mother and family.

"Judge Durand, Jr." is the new size about to be sold by The Judge Durand Cigar Co., formerly The Davis Cigar Manufacturing Co. It will be a nickel size of the popular "Judge Durand."

Max Maier, the Brazilian magnet and Duke of Java, was recently here representing A. Blumlein & Co., New York. Likewise Eugene Vogt, Carl Vogt & Sons; C. P. Solliday, Rosenwald & Co.; Henry Fisher, A. Cohen & Co.; A. Warten, Hamburger Bros., New York; Mr. Wobbe, of the firm of Rose & Wobbe, New York.

There have been few cigar men here as far as I have ascertained.

S. Fox has just opened a liquor and cigar department at 891 Woodward avenue, adjoining his recently opened delicatessen store. This gives him a fine double store in this rapidly growing centre. Cigar fixtures have been ordered and only choice brands will be carried.

S. F. HEAVENRICH.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Improvement Shown at Lancaster

New Warehouses Being Erected—Doings of the Local Trade

LANCASTER, PA., July 29th, 1911.

THERE is some indication of an improvement in the cigar business and several factories which had been temporarily closed have resumed operations. It is now believed that the output for July will be quite in keeping with the progress made during the earlier part of the year, and the June production of 64,000,000 may be even exceeded this month. The United Branch factories have again become more active and this alone will show a material increase in the output for the month.

Tobacco men generally are taking advantage of the rather quiet season for their vacations and many of them are now out of town.

Considerable damage was done to tobacco fields by a recent hail storm, which caused considerable consternation. It has been since ascertained that while the path of the storm covered an area ten miles wide the damage was not really so great as at first thought.

Wm. Levy has decided to erect a leaf tobacco warehouse on North Prince street, and will engage more extensively in the packing business next year if the conditions are favorable. The building will be 40 x 100 feet.

Joseph Goldberg also contemplates the erection of a new warehouse. He has a site on Market street, which will afford room for a building 40 x 145 feet. The new building will compare favorably with his present premises on W. Lemon street.

Dan Manheimer, of the Imperial Cigar Co., returned from a western trip some days ago and will remain in local territory for a short time. He is pretty well pleased with the results of his last trip.

Chas. E. Long, of Long & Taylor, packers and dealers has returned to his office after a short vacation spent at Atlantic City.

The "El Verso" ten-cent cigar made by the Deisel-Wemmer Co., of Lima, O., has been taken on by Simon Shissler, North Queen street cigarist, who will supply these goods to the trade.

Messrs. Mitchell & Ottinger, Florida leaf dealers, will spend their vacation in Florida their former homes.

More Factories Resuming at York

Cigar Men Candidates for Public Office—Manufacturer on Sick List

YORK, PA., July 29th, 1911.

SEVERAL hundred cigarmakers, at Dallastown, were made happy last week when the Dallastown branch factory of the York Cigar Co., resumed operations after a shut down of several weeks. Some 200 hands were quickly at their former places and this force is to be increased from time to time if business warrants. The Red Lion factory was also put into operation again, under the direction of Perth Smith.

Candidates for public office to be filled at the general election this fall includes several men prominent in the cigar trade of this county. H. F. Kohler, of Nashville, one of the best known cigar manufacturers in the country is a candidate for Register of Wills, and there are many who say his selection is more than likely.

Zach. S. Sheaffer, of this city, is a candidate for County Commissioner. Mr. Sheaffer has for many years operated a factory and retail store in Centre Square, and has a wide acquaintance. It is believed he will be a strong candidate.

E. S. Sechrist, Dallastown cigar manufacturer, has returned to his home after a short visit to Georgia and Florida. He enjoyed his trip greatly.

Harry McGuigan, of the McGuigan Cigar Co., at Red Lion has a new heir to the house of McGuigan. It is a bouncing boy who came to town last week and is already showing a decided interest in things generally. Harry said he is going to be a cracker-jack.

C. N. Foreman, manufacturer at Red Lion, has been making substantial progress and now employes a goodly force of cigar makers at his factory, in the north end of that town.

Adam Kohler, of Yoe, has secured a new factory building in that place. He is now occupying the former box factory building which affords him increased facilities.

E. F. Noll, of the Cuban Star Cigar Co., at Dallastown, has been confined to his home by illness. It is hoped he will soon be out again.

J. W. Minnich, the popular Dallastown cigar manufacturer, entertained a number of friends at a dinner party given at his bungalow, at Pilsen, a few days ago.

Reading Rifflets

READING, PA., July 29th, 1911.

JOHN G. SPATZ, of John G. Spatz & Co., has been on a business trip through Baltimore and Washington, and secured a good number of orders for their "Heildelberg" clear Havana and other brands of cigars.

Amos Z. Shirk, of Henry Heymann's Sons, has been visiting the trade in Philadelphia, Wilmington, Del., and then proceeded to Atlantic City for a short rest.

A four-story brick annex is being built to the cigar factory of the Fleck Cigar Co., on Orange street, which will measure 33 by 60 feet, and cost about $9,000. The Fleck Company is among the busiest factories in Reading at present.

If the present rate of business keeps up with W. W. Stewart & Sons, they will be obliged to increase their force of cigar makers at an early date. Mail orders have been coming in strong.

George Johnson has lately been making a trip through the New England States with a new line of cigars. Mr. Johnson has quite a patronage in that territory.

The new leaf tobacco warehouse of John U. Fehr & Son is now well under way. They will occupy it as soon as it can be completed.

Virginia's Biggest Tobacco Exportations

THE Second Internal Revenue District of Virginia is the largest producer of export tobacco in the country according to reports made by the collector of internal revenue, which shows that the total amount of manufactured tobacco which went to other countries during the fiscal year ending June 30, 1911, amounted to 1,512,112 pounds. Cigars exported amounted to 721,000 in number, and cigarettes 3,912,000 in number.

No tax is paid in this country on tobacco exported, but the governmental departments keep a close and careful watch on it.

Cowels Cigar Company have opened a new store in the Commercial National Bank Building, Council Bluffs, Ia.

Lake Trade Items

Success with G. H. P. Co. Men

THE G. H. P. Cigar Co., Philadelphia, continues to open many new accounts on its new line of goods. H. W. Clark, of Denver, Col., has been covering that State, and did very well at Leadville and Trinidad. L. M. Walters, covering Pennsylvania and New Jersey, is now producing duplicates. H. A. Levy, who covers the Middle West, scored a hit at Cleveland, O., and Louisville, Ky. City men are doing well and duplications are the rule.

Manager Knott Resigns August 1st

FRANK M. KNOTT, for the past year manager of Harry W. Watson Co., wholesale cigars and tobacco, at Flint, Mich., has resigned and will sever his connection with that house on August 1st.

Prior to going with the Watson firm, Mr. Knott had for eight years been manager of John T. Woodhouse & Co., of Detroit.

A. E. Koch, of Milwaukee, Wis., has purchased the interest of John H. Hartman in the firm of Phelps & Hartman, retailers, at 314 West State street, Rockford, Ill. Mr. Koch was formerly connected with the Fay-Lewis Co., of Milwaukee. The firm will hereafter be known as Phelps & Koch.

The Blu-J Tobacco Co., stogie manufacturers of Philadelphia, were represented through Northern Pennsylvania last week by J. Harvey McHenry, and a large number of live accounts were opened during his trip. The Blu-J product is apparently meeting with a good reception wherever the goods are offered.

The Manhattan Cigar & Importing Co., of Denver, Col., is making itself strongly felt in that city, and are steadily increasing their activities. Irvin Lesser, son of M. Lesser, the head of the house, is starting out to do some energetic road work.

The Niles & Moser Cigar Co., of Denver, Col., recently purchased the Harry Ott cigar store, at Fifteenth and Welton streets in that city. Mr. Ott has taken a position as salesman with the J. S. Brown Mercantile Co., of Denver, and will look after city trade for them.

The Stickney Cigar Co. are strongly specializing on the "Tungston" cigar, made by Jeitles & Blumenthal, of Philadelphia, and of which they have the Denver, Col., distributing agency.

H. W. Menges Pipe and Tobacco Co., St. Louis, Mo., has been incorporated with an authorized capital stock of $20,000.00, by Henry W. Menges, Staley Teage and Adele Menges.

W. K. Gresh & Sons, of Norristown, have purchased a large building on Markley street in that city, which will be used as an additional warehouse and factory.

Gerson J. Brown, president of the J. B. Moos Co., Cincinnati, has returned to his desk after a short stay at Frankford, Mich.

J. E. Frey recently opened a new cigar store on Ionia street, near Monroe, and is now opening a second store at 41 Pearl street, Grand Rapids, Mich.

Troubles of Cincinnati Dealer

CINCINNATI, O., July 28.

OSCAR GASSMAN, who conducts a cigar and tobacco store at 405 Vine street, has filed a deed of assignment in the insolvency court, assigning his business to Thos. A. Farrell. Assets are placed at $8000 and liabilities at $10,000.

Pressure of certain creditors is given as the cause of the trouble, and it is believed by many that with a proper opportunity he would be able to pay all creditors in full.

Felipe Rodriguez, of the Elite factory in Havana, arrived in New York last week and will remain for several weeks.

TRADE MARKS REGISTERED

Received too Late for Classification

COMMERCIAL CIGAR COMPANY:—22,716.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 28, 1911. The Eastern Cigar Company, St. Louis, Mo.

LA GAVOTA:—22,717.
For cigars, cigarettes and cheroots. July 28, 1911. Klingenberg Bros., New York.

BELIEVE ME:—22,718.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. July 28, 1911. T. A. Wadsworth, Detroit, Mich.

HIPPIAS:—22,719.
For cigars, cigarettes, chewing and smoking tobacco. July 28, 1911. Moeller & Kolb, Chicago, Ill.

QUINTILIUS:—22,720.
For cigars, cigarettes, chewing and smoking tobacco. July 28, 1911. Moeller & Kolb, Chicago, Ill.

EL PICARO:—22,721.
For cigars, cigarettes, chewing and smoking tobacco. July 28, 1911. The Moehle Lithographic Company, Brooklyn, N. Y.

NORA:—22,722. Re-Registration.
For cigars, cigarettes, chewing and smoking tobacco. July 28, 1911. The Moehle Lithographic Company, Brooklyn, N. Y.

SQUARE RING:—22,723.
For cigars, cigarettes, chewing and smoking tobacco. July 28, 1911. Bondy & Lederer, New York.

STOCKMAN:—22,724.
For cigars, cigarettes, chewing and smoking tobacco. July 28, 1911. Bondy & Lederer, New York.

LARIAT:—22,725.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. July 28, 1911. American Lithographic Company, New York.

LA FLOR DE HENRY FINK:—22,726.
For cigars. July 29, 1911. Herman Lichtenstein, New York.

DIAMOND FOB:—22,727
For cigars, cigarettes, chewing and smoking tobacco. July 29, 1911. Wm. Steiner, Sons & Co., New York.

MONOGRAM SEAL:—22,728.
For cigars, cigarettes, chewing and smoking tobacco. July 29, 1911. Wm. Steiner, Sons & Co., New York.

CHAMPION AUBURN HAPPY:—22,729.
For cigars. July 29, 1911. F. E. Eberly, Lancaster, Pa.

HAPPY TRAVELOR:—22,730
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 29, 1911. John Fleck, Dayton, Ohio.

TIGHT-WAD:—22,731.
For cigars, cigarettes, chewing and smoking tobacco. July 29, 1911. F. M. Howell & Co., Elmira, N. Y.

TRANSFERS.

VON TILZER.—20,468.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 5, 1911. N. Isaacs & Co., and transferred to M. E. Loeb & Co., Cleveland, Ohio, January 25, 1911, and re-transferred to N. Isaacs & Co., Cleveland, Ohio, successors to M. E. Loeb & Co. July 29, 1911.

REP:—20,467.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 5, 1911. N. Isaacs & Co., Cleveland, Ohio, and transferred January 25, 1911, to M. E. Loeb & Co., and re-transferred to N. Isaacs & Co., Cleveland, Ohio, under date of July 29, 1911.

LA VINTO:—20,502.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 11, 1911. N. Isaacs & Co., Cleveland, Ohio, and transferred to M. E. Loeb & Co., Cleveland, Ohio, January 25, 1911, and re-transferred to N. Isaacs & Co., Cleveland, Ohio, July 29, 1911.

MELCO:—21,938.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 15, 1911. M. E. Loeb & Co., Cleveland, Ohio, and transferred to N. Isaacs & Co., Cleveland, Ohio, July 29, 1911.

Manila Cigars Show New Life on Coast

Importers Unable to Supply Increased Demand—Changes Among Retail Trade

SAN FRANCISCO, CAL., July 20, 1911.

BUSINESS with city retailers keeps up remarkably well this summer, and has, no doubt, been helped considerably by the large number of visitors attending various conventions. There have been several changes in the ownership of stores in town and out, and one or two new shops are soon to be opened in the central part of town. With the wholesalers, business is gradually growing heavier than a few weeks ago, and most of the jobbers speak of country business as being very good, the lateness of the hot spell having been of some service in holding business up to the level of the spring trade. Manila cigars are again in the fore and are being pushed very successfully by local jobbers. A steadier and more frequent supply is assured now and many of the Island factories are bringing out new shapes and sizes, to supply the demand felt in this country. It is expected that the coming season will be one of the best for Manila goods that local wholesalers have ever experienced.

Emil Judell, of H. L. Judell & Co., left recently for a short Coast trip, going as far as San Diego. He has already wired in some good orders for the "Watt" cigar, which is gaining ground on the Coast steadily. H. L. Judell, who has just returned from an outing in Humboldt County, reports a generally improving jobbing business.

R. E. Starr, manager of Boltz, Clymer & Co., reports a marked increase in sales of the "El Palencia" cigar for 1911 over 1910. The company has added a new brand to its list of winners, the "Flor De Jefferson." It is made from shade-grown, broad leaf Connecticut and is made in five sizes. The "El Merito" and "El Palencia" have been placed lately with several Nevada firms by the traveling man for that section, Mr. MacHenry. The Coast factory representative, J. D. Waterman, is now on his way to the Portland office, and is visiting the principal cities of the North Coast. Harry Welsh has returned from the interior of the State where he found conditions very favorable for the company's principal brands. He is now in the Southern territory.

Irving Pollack, who has a cigar stand in the lobby of the Merchants' Exchange Building on California street, has just installed a large humidor wall case in the rear of the stand. The humidor is fitted with glass doors and nickel and white enamel fixtures which were furnished by Bishop & Babcock, of Cleveland. Marble bases have been put in which with the marble front on the counter makes the stand one of the finest in the city.

Herbert T. Moore, of the firm of Hoffman-Moore Company, local jobbers located on Mission street near First, passed away as was briefly noted in the last issue, on Sunday, July 2nd, after a long illness resulting in aneurism of an artery near the heart. Mr. Moore has long been a wholesaler in this city, spent some years in Honolulu and was a member of the Shriners, the Odd Fellows, Eagles and other fraternal orders.

R. V. Dell, local representative of the Manila Cigar Company, says that the company's lines are taking more and more with the trade, as orders sent in by various traveling men show. The company is turning out more sizes and shapes than formerly in response to a demand in the American market, and Mr. Dell says that the market will soon be better supplied than ever as three to four shipments a month will be made now that most of the Manila goods come by way of Hongkong. Until lately only one shipment a month was the rule. The "Manchuria", one of the large Pacific liners, is due next week with a heavy shipment of the Manila Cigar Company's brands, of which the "Isabela" is the leader. Herman Block, the Southern California agent, has been sending in some good orders lately from the Santa Barbara region. George Green, who is the new Arizona traveling man, is expected in town in a few days.

Arnold Pollak, the San Francisco cigar broker, is spending a couple of weeks at Portland, Ore.

The Edward Wolf Company finds a steadily growing demand for the Manila brands, "La Insular" leading in popularity. A big shipment is coming next week and a larger one the following week. The house also is having difficulty getting enough "El Infinits," and continues to keep orders ahead of shipments from the overworked factory. Edward Wolf is taking a two weeks' vacation at Lake Tahoe.

"Milo" Adams, Pacific Coast representative of the Surbrug Company, of New York, is in San Francisco working on a deal for the company. He spent several weeks in the southern part of the State where he found a fine market for the "Milo Mon Caprice" cigarette. The brand is fast gaining ground, Mr. Adams says. He will be here for some time, and will visit the Northwest before quitting this part of the country.

Charles Knubel, who handles the "Charles the Great" brand, is with the trade in this city for a time.

Mr. Hall, representing the Khedevial Company, is here after a trip through the Northwest.

M. A. Gunst & Co. have the "Van Dyck" display room completed now and well stocked with the many shapes and sizes of this popular brand. Mr. Duffy says that a complete line has been put in and that it is being constantly augmented by good-sized shipments. This house has received some very large orders lately, and considers the season anything but backward.

July Crop Reports.

THE *Crop Reporter* published by the Federal Agricultural Department, shows the following table, by types and districts, of the 1911 acreage and condition of the tobacco crop on July 1st with comparison:

Type and District. Cigar Types.	Area, 1911. Per Cent. of Last Year's Acreage.	Area, 1911. Total Acres.	Condition July 1. 1911. P. c.	1910. P. c.	1909. P. c.	1908. P. c.	1907. P. c.
New England	104	18,900	96	96	97	95	88
New York	99	5,300	93	96	97	94	87
Pennsylvania	108	35,000	92	91	90	88	85
Ohio—Miami Valley	98	52,800	85	89	96	85	82
Wisconsin	125	37,800	100	83	93	95	84
Georgia and Florida	75	3,800	87	88	91	95	93
Chewing, Smoking, Snuff, and Export Types.							
Burley District	61	186,100	70	84	94	75	83
Dark Districts of Kentucky and Tennessee:							
Paducah or Western District	66	65,500	65	91	89	84	75
Henderson or Stemming District	73	73,900	70	92	92	86	84
Upper Green River District	100	16,000	62	87	82	81	74
Upper Cumberland District	50	4,300	60	80	85	91	69
Clarksville and Hopkinsville District	70	72,500	65	92	90	84	77
Virginia Sun-cured District	85	11,200	80	88	80	93	78
Virginia Dark District	80	57,100	75	88	93	96	80
Bright Yellow District:							
Old Belt—Virginia and North Carolina	77	148,500	65	80	85	90	81
New Belt—Eastern North Carolina and South Carolina	55	69,700	65	74	79	89	84
Maryland and Eastern Ohio Export	79	25,300	80	90	90	81	80
Perique—Louisiana	100	500	80	87	85	90	65
Scattering	..	8,400	..	..	..	..	..

Based upon averages of the last five years, the equivalent of the 100 conditions in terms of prospective yield per acre is shown as follows:

Crop.	Equivalent in Prospective Yield of a Condition of 100 (normal) on July 1.	Aug. 1.	Sept. 1.	Oct. 1.	Average Yield Per Acre, 1906-1910.
Tobacco .....pounds	961.6	989.2	1,004.9	995.2	826.0

Fall Inscriptions of Sumatra Tobacco.

WE are advised by J. H. A. Gebing, well-known Maaklaar, of Amsterdam, Holland, that the dates for the fall inscriptions of Sumatra tobacco have been set as follows: Friday, September 22, at Amsterdam; Friday, September 29, at Amsterdam; Saturday, October 7, at Rotterdam; and Friday, October 13, at Amsterdam.

Another Alabama Sumatra Company Formed.

The Danville Sumatra Tobacco Co., of Summerdale, Ala., has filed a certificate of incorporation showing an authorized capital stock of $4,000.00 all paid in. The incorporators included W. E. Farnum, P. E. Cramer and Charles Castle.

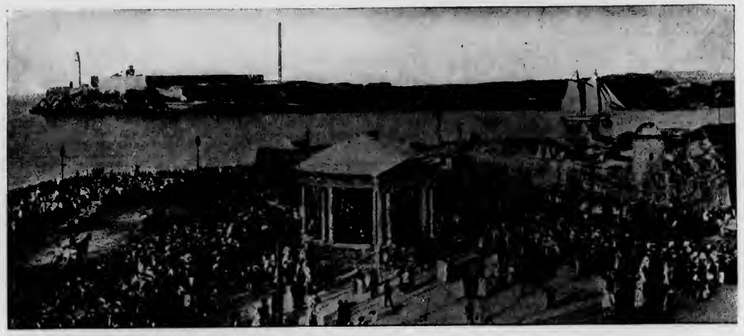
Ehrman Bros. & Co. report a good sale of the Manila brands and the "Optimo." Large shipments of the Island goods will be here soon. The "Havana Ribbon," made by Bayuk Bros., Philadelphia, is still being pushed with good success, the country business with this brand being especially vigorous for the summer.

Norton Ashe & Co. have bought the Seiler cigar stand on Twelfth near Broadway, in Oakland, and will take possession of this splendidly located stand at once.

Levy Bros. have succeeded Sig Kahn, on Ellis street near Powell, one of the best locations in the city.

J. Silva, of San Leandro, has sold his interest in the cigar business to his partner, J. Baradas.

J. Norton, a Powell street cigar man, has sold his stand to Bailey & Bailey, of Santa Rosa, who will join the ranks of San Francisean dealers.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, July 22d, 1911.

OUR Agricultural Bureau states that already preparations had been made to bring the soil into condition for receiving the seed, and which would indicate that the farmers are trying to raise the seedlings earlier this year. The usual commencement of the season for seeding is about August 15th.

On the other hand, it is also stated, that the exodus of the poor farmers in the Vuelta Abajo is likely to attain large proportions, as without a material help from our government they find themselves without money and credit to undertake and raise a crop of tobacco even if the weather conditions should at least be more favorable. The establishment of country banks for the ostensible purpose of helping the agricultural population seems to be a farce, as far as the poor people are concerned, as they have no guarantee to offer except a problematical crop.

The storekeepers who formerly did the financing of the latter have had too many bitter experiences, and are no longer willing or even able to assume any further risks. Hence the outlook of raising a big crop in 1912 in the Vuelta Abajo is by no means a bright one. As the soil has been impoverished in many vegas through a continuous exhaustion in planting tobacco, and also through using indiscriminately chemical fertilizers, without having previously analyzed the fields, so as to ascertain what kind of ingredients are missing, a condition has been created, that is opposed to a widespread and prompt rehabilitation of the vegas.

The large planters on the other hand who have progressed and are working scientifically will no doubt be able to achieve good results, as the chances of having at least a good growing season for 1912 ought to be fair, after a lapse of six poor years. They have besides the proper fertilizers, a complete system of irrigation, and for this reason even a prolonged drought cannot do them so much harm, although nature's rainfalls at the right time are always preferable.

That we may raise a large crop of Partido and Remedios is more probable, as the farmers have obtained very high prices and naturally will try to set out more seedlings than ever. The danger of cyclones this year ought to be very slight, as the same usually come only every five or six years, and after having had bitter experiences in 1909 and 1910, the probability is more likely that we shall be free from them for a few years to come.

Our leaf market has been visited by a large number of American manufacturers, and a few dealers, and while no very large transactions have taken place yet, the general opinion seems to be that good tobacco can be had, if you look for it and are willing to pay the asking prices. The newcomer has to be educated at first, as the ruling figures are high, particularly for all filler grades, but as this cannot be avoided owing to the smallness of the 1911 crop, he has to make up his mind quickly, either to pay them, or to leave without purchasing. As the manufacturers in the North do not carry stocks, they are obliged to take the bull by the horns and supply themselves by picking the best vegas from the offerings.

One large Tampa manufacturer, who consumes his 6000 bales per year, and who has been here already more than two weeks has purchased 1800 bales already, and stated that he intended to remain another two or three weeks in order to acquire at least double this quantity on his present trip. He is well satisfied with this year's growth, although he says frankly enough, that he would have been more pleased if the prices had been more reasonable. All good lots of Partido and Vuelta Abajo are snapped up like hot cakes, so evidently the demand is keen. Old Vuelta Abajo fillers have also changed hands at a good rate, as the buyers of the Cuban Land and Leaf Tobacco Co. have been on a sharp lookout.

New Vuelta Abajo Colas are wanted by our cigarette manufacturers, as well as Partido hojas and even Remedios loose leaves, the tendency of our market being upward.

The Vegueros in the Vuelta Abajo and in the Santa Clara province have all sold their holdings, according to current reports, while what is left in the Partido region must have some defects, as otherwise it would not have remained in the farmers' hands either.

Sales during the past fortnight aggregate 8367 bales, or divided represent: Vuelta Abajo, 3724; Partido, 4278, and Remedios, 365 bales.

Buyers were: Americans, 5001; exporters to Europe, 472; shippers to South America 148, and our local cigar and cigarette manufacturers, 2746 bales.

Exports of leaf tobacco from the Port of Havana for the two weeks ending, July 15th, 1911, were:

To all ports of the United States	6,625	bales
" Europe	472	"
" South America	148	"
Total,	7,245	bales

Principal Buyers of Leaf Tobacco That Come and Go.

Arrivals.—Otto Sartorious, of Sartorious & Co., New York; B. G. Davis, of B. G. Davis & Co., New York; José Menendez, of José Menendez, New York; S. Ruppin, of S. Ruppin, New York; Laureano Sanchez, of L. Sanchez & Co., New York and Tampa; Herman Rosenberg, of H. Rosenberg & Co., New York; José Negreira, of José Negreira, New York; Manuel Rodriguez, of Rodriguez & Tejeiro, New York; José Gasté, of José Gasté, London, Ont.; Allie Sylvester, of Henry Clay and Bock & Co., Ltd., New York; Harry Erlich, of Erlich Mfg. Co., New York and Tampa; Juan Larriñaga, Tampa; J. E. Russell, of Havana Leaf Tobacco Co., Tampa; Rodrigo Santos, Tampa; Facundo Argüelles Lopez & Bro., Tampa; J. A. Lozano, of Alta Cigar Co., Tampa; José Fernandez, of José M. Fernandez, Tampa; José Escalante, of José Escalante & Co., Tampa; Enrique Pendas, of Y. Pendas y Alvarez, Tampa; Agustin Solla, of Agustin Solla, San Agustin; Emil Wedeles, of Wedeles Bros., Chicago; Manuel Vega, of Manuel Vega, Chicago; E. A. Aderhold, of Aderhold & Anixter, Chicago; A. Fromherz, of Fromherz & Berlizheimer, Chicago; Harry Slavinsky, of Havana Importing Co., Chicago.

Departures.—Felipe Rodriguez, for New York; Laureano Sanchez, for New York; S. Ruppin, for New York; Allie Sylvester, for New York; B. G. Davis, for New York; Leslie Pantin, for New York; Matt Wengler, for Chicago; José Arango, for Chicago; August Kuttnauer, for Chicago; E. Shutan, for Chicago; A. Santaella, for Tampa; Herman Rosenberg, for New York; J. E. Russell, for Tampa; Domingo Granda, for London, Ont.; Facundo Argüilles, for Spain; Agustin Solla, for San Agustin, Fla.

With the Cigar Factories.

Exports for the second half of June showed an increase again over the previous year, although the whole month of June has exhibited a decrease. This must be attributed to the scandalous proceedings of substituting Porto Rico cigars, with imitation bands of our most renowned factories, in imported boxes, which were refilled and palmed off, by over a dozen retailers in New York and Brooklyn alone, as a genuine article. This dozen of rogues have been caught by U. S. Government officials, but who knows how many more have escaped detection. No punishment seems to be too severe to be meted out to the culpable parties, in order to frighten others and put a stop to such falsifications and fraudulent practices.

The Internal Revenue Bureau will punish the evil doers for the refilling of boxes, but our manufacturers ought to bring law suits against them besides for loss and damages to their trade and injury to their brands. The latter is by far the worst feature of this nefarious business, as the reputation of a well-known brand, once lost, would take years of pains to reconquer it. It is high time to stop all such illegitimate business in the future, and if the caught bandits and trade-mark pirates were only put under lock and key long enough, it would establish a wholesome example to deter others.

The so-called law of tobacco and cigars was unfortunately only passed by our lower house of Congress and for want of time it was not acted upon by the Senate before the close of the session. This means another delay of perhaps six months, unless it could be acted upon, as soon as the new session commences next November. Naturally this delays also the accomplishment of the "modus vivendi" with Spain. The contemplated raise in the list prices of cigars, as a temporary measure, to recompensate our factories for the tremendous increase in the cost of the raw material is acknowledged in principle as a correct move, which ought to take place at once, but there are some difficulties to overcome yet, and for this reason there is no immediate need to become frightened on the part of importers and retailers.

However, it would be well for the latter to place their holiday orders early this year, so as to be sure to get them still at the old figures, as it does not seem very probable that the present U. S. Congress would reduce the duty voluntarily on Cuban cigars to $1.50 per pound and 10% ad valorem, without some convincing acts of our Cuban diplomats to justify such a measure from the standpoint of reciprocity.

The statistical figures of our exports of cigars from the Port of Havana, according to official Custom House returns are, as follows, viz.:

	Cigars.	Same Period in 1910.	Increase in 1911.
From June 16 to June 30th, 1911.	9,015,895	7,497,408 Cigars	1,518,487 Cigars
From January 1 to June 15	80,525,981	75,837,120 "	4,688,861 "
Total,	89,541,876	83,334,528 Cigars	6,207,348 Cigars

H. Upmann is fully occupied in executing orders to all the principal consuming countries and never lacks a good supply of calls ahead.

Partagas has purchased heavily in the Vuelta Abajo of the most renowned vegas. Don Eustaquio Alonso is now in Germany with G. A. Padro. The unfilled order slate is still bulky, as to quantity, as well as quality, which means many high priced Regalia sizes.

Henry Clay and Bock & Co. are exceedingly busy and which is something phenomenal at this early season of the year. The flying visit of Allie Sylvester is only in connection with the purchases of leaf tobacco.

La Diligencia is working normally upon satisfactory orders.

Castañeda is turning out cigars at the rate of 22,000 per day and which is an eloquent proof of the favor its product finds with the smokers all over the world. Don Fernando Cardenas will leave here on July 29th for New York for a short business visit.

Don Felipe Rodriguez left here on July 15th for New York for a short vacation, combined with business. This factory is way ahead on its orders for "Elite" to the United States and "Flor del Fumar" for Europe.

Sol cannot complain, as Behrens & Co. are extremely careful in buying the very best kinds of Vuelta Abajo Vegas and are jealously guarding the well earned reputation of their brands "Sol" and "Luis Marx," and for this reason they have always enough calls on hand from every part of the globe. Other factories which are working well are: Romeo y Julieta, Hoyo de Monterey, La Flor de José Otero and C. E. Beck & Co., as well as Allones, Ltd.

Buying, Selling and Other Notes of Interest.

José F. Rocha sold 1353 bales of Partido and Vuelta Abajo during the past fornight.

Fred Davis of "El Sidelo" factory, Tampa, has been the most important buyer in our market, as he has purchased 1800 bales already and keeps on selecting of the best vegas of Vuelta Abajo and Partido.

José Menendez was a seller of 825 bales of Partido and Vuelta Abajo.

Sylvester & Stern were buyers of 1500 bales of Vuelta Abajo and Partido in our market, besides making escojidas and doing some lively purchasing in the country.

M. Abella disposed of 711 bales of leaf tobacco during the past fourteen days.

Matt Wengler secured 1000 bales of very fine vegas.

José C. Puente closed out 550 bales of Partido, Vuelta Abajo and some Remedios.

Walter C. Sutter left with 750 bales to the good for his house of Jacob Sutter & Sons, Chicago.

Camejo y La Paz turned over 370 bales of their Vuelta Abajo holdings.

August Kuttnauer purchased in all 1200 bales, as was learned from a reliable source before he left here for his Chicago home.

Rodriguez Bautista & Co. sold 344 bales of their choice Artemisa and Partido packings. Don Jesus Rodriguez Bautista is on the point of leaving for a vacation to Spain with his family.

H. H. Strater, commission merchant, at 26 Galiano street, has received a little over 1000 bales of new Remedios, a very fine type of leaf, which is bound to please future buyers.

J. F. Berndes & Co. were buyers of 349 bales of leaf tobacco for export to Europe.

A. M. Calzada & Co. were sellers of 306 bales of all kinds of leaf during the past fortnight.

Laureano Sanchez made some excellent selections of 500 bales of Vuelta Abajo and Partido for his Tampa factory.

Sobrinos de A. Gonzales made several sales of their choice packings from the Vuelta Abajo and Partido amounting to 300 bales in all.

E. Shutan was a buyer of 300 bales of leaf tobacco.

Menendez & Co. disposed of 290 bales of all kinds of leaf tobacco to their customers.

Other buyers were: S. Ruppin, Heinrich Neuberger, Facundo Argüelles, H. Upmann & Co., and besides the numerous Tampa manufacturers and a few dealers.

Muñiz Hnos & Co. do not report any sales this time, but they are receiving by steamers (coastwise), as well as by rail, almost daily lots from their various Escojidas in the Vuelta Abajo, Partido and the Santa Clara province, but as the vegas have not arrived complete they prefer to wait with sales until they know the cost prices. Quite a number of buyers who have seen the types of tobacco, as they arrive from the country, were anxious to make bids and make contracts for future delivery, according to classes, but Don Manuel Muñiz politely declined the flattering offers for the above stated reason.

Don Leslie Pantin is taking his annual vacation with his family to the United States leaving by to-day's steamer "Saratoga."

During the past fortnight three deaths occurred in the tobacco line. Don Luis Font died quite unexpectedly. He was connected with the firm of Frankel, Gerdts & Co., of San Francisco, whose broker he was when one of the firm came here, and he also attended to their stripping department. Don Carlos Pflüger was middle aged and had been ailing quite a while already. He was an exporter of leaf tobacco for Germany and at one time had a cigar factory also. Don Gregorio Canales died at the age of seventy-two but had been ailing for quite a number of years and had retired from business several years ago. At one time he was a large dealer in Vuelta Abajo and his funeral was attended to by the whole trade.

The most important shippers during the past fortnight were: Sylvester & Stern, 1373 bales; J. Bernheim & Son, 503; Leslie Pantin, 441; Miguel V. Perez, 434; and below 400 bales: J. F. Berndes & Co., Selgas & Co., Menendez & Co., Manuel Suarez, M. Pollack Rodriguez, Menendez & Co., Bridat & Co., E. Ellinger & Co., H. Neuberger and H. Upmann & Co.

Receipts of Tobacco From the Country

For two weeks ending July 15th, 1911.		Since Jany. 1st, 1911.
11,268 bales	Vuelta Abajo	60,385 bales
908 "	Semi Vuelta	3,548 "
2,430 "	Partido	7,518 "
3,900 "	Remedios	12,978 "
431 "	Mayari	910 "
18,937 bales		85,339 bales

ORETANIV.

Wheeling Leaf Man in Larger Quarters.

WM. BASHAR, a well-known leaf tobacco dealer, formerly located at 1422 Main street, Wheeling, W. Va., recently removed to more commodious quarters at 1425 Main street. Mr. Bashar claims to have a stock of $150,000.00 now in his warehouse, and is receiving additional consignments almost daily. He is planning to make it one of the largest tobacco storehouses in that section, and as a dealer he is handling Ohio, Connecticut, Pennsylvania and Wisconsin tobaccos, and maintains branches at Windsor Lock, Conn. and Covington, Ohio.

New Leaf Warehouse at Carlisle, Ky.

A MEETING was held some days ago by the stockholders of the Farmers' Loose Leaf Tobacco Warehouse Co., at Carlisle, Ky., which was recently organized with a capital stock of $20,000.00, to take definite steps concerning the erection of a mammoth warehouse. It is proposed to make it one of the largest in that section of the State. To interest the tobacco growers in the new warehouse project, meetings are to be held at an early date at Millersburg, Headquarters, Sharpsburg and Moorefield, Ky.

America's New Baltimore Store House.

THE American Tobacco Co. will erect a storage and warehouse building on the south side of Barre street, between Charles and Light streets, Baltimore, adjoining one of its present plants. It is to be constructed of brick and stone with slag roof and concrete foundation. Electric lighting and steam heat will be installed. A contract for its erection has been awarded to the Baltimore Bridge Co.

Joseph Irish has purchased the cigar business of Michael B. Mulock, at 216½ N. Chicago street, Joliet, Ill. Mr. Mulock was formerly a representative of the J. Fred Wilcox Co., of Chicago.

LEAF TOBACCO MARKET

New York Trade Still Quiet---High Prices in Pennsylvania---Ohio Out of Old Goods---Wisconsin Crops Progressing Finely---New England Storm Damage Not Extensive---Helpful Rains in Southern States

NEW YORK.

NEW YORK CITY.

NEW YORK has had a season of quietness in its leaf market during the past two weeks, but not unseasonably so, and the volume of business, although small, was about all that could be expected at this time.

Encouraging reports continue to come from growing sections and there is still hope of having good sized crops this year, but the exact outcome cannot yet be predicted with any degree of certainty.

There has been no lack of demand for Sumatra tobaccos of certain colors, but sales have been retarded by the continuing high prices. Advance reports of offerings to be made at the fall inscriptions indicate a very small percentage of leaf suitable for the American market, and it, therefore, seems unlikely that present stocks can be materially increased. It appears that the major portion of light tobaccos for this year were offered at the earlier inscriptions, whereas, heretofore, they were so apportioned that certain quantities were offered at each sale.

The supply of light colors is exhausting at a rather rapid rate.

There has been slightly more activity in the Havana market. Transactions have been in smaller quantities, indicating need for the goods at an early date. Withdrawals have been heavy for this season of the year.

BALDWINSVILLE.

Hail did some damage to the tobacco crop in the Big Flatts district recently. Fortunately is was of short duration and the most of its force had been spent outside of the tobacco area.

PENNSYLVANIA.

PHILADELPHIA.

THE leaf tobacco market has been made up largely of small orders, but which aggregated a fair volume of trade for this season of the year.

The uniformly high prices for all type of leaf is said to be causing a stagnant condition in the market, and that manufacturers continue to buy sparingly. Several houses have done a very fair business, but it was made up wholly of orders of medium sized quantities.

Pennsylvania tobacco of the 1910 crop has probably moved more readily than any other type of seed leaf.

A rather good volume of business is reported in Havana tobaccos, and Sumatra importers have also been disposing of considerable quantities of their stocks.

LANCASTER.

While 1910 Pennsylvania has been most largely in demand during the last fortnight, there has also been some movement in the 1909 goods, and the situation seems to be getting considerably brighter. It is certain that there is not much left of the 1908 crops, and with 1910 not fully available, it is believed manufacturers will eventually have to give their attention to selections of 1909. There have been several changes in the ownership of small lots by packers located in the rural districts, and the goods are gradually passing into the hands of the new owners.

Reuben R. Swarr, of Landisville, sold a lot of 100 cases of 1909 to S. N. Mumma, also of Landisville.

In 1910 tobaccos W. R. Cooper & Co., of Lancaster, purchased a 400 case packing from Bear & Risser, of Warwick 140 cases were sold by Watts & Redcay, of Terehill to Rohrer & Co., of Lancaster, and John E. Nissly & Co., of Lancaster, have procured another packing of Kinzer's.

Farmers have recovered pretty well from the damage done to their tobacco fields by washouts, and the late rains have been very helpful to their crops.

OHIO.

DAYTON.

TRADING in old goods has been rather light with some types of leaf practically out of the market. Good progress is reported with the growing crops.

LEBANON.

It is now estimated that the Warren County crop will not exceed one-half of that of last year. The acreage has been reduced by at least a third and the late planting and unfavorable conditions point to a small production per acre.

WISCONSIN.

EDGERTON.

WHILE some rain has fallen in many sections of the State, more moisture is still much needed, for the long heated term had severely tried the young plants, and they were rapidly withering under the hot sun and burning wind. Late rains have revived them very noticeably and with an abundance of moisture and good warm nights the crops will, no doubt, make very rapid progress.

It is noticed that some of the fields are beginning to form buds on the plants, but the leaves have not yet attained the desired expansion, which is not looked upon very favorably by the farmer, but there is every chance yet for the crops to turn out well.

In old goods the market has remained uniformly quiet, and the only transactions of note were a couple of sales made to eastern manufacturers.

JANESVILLE.

The prospects of a good crop are much brighter since the advent of the recent rain. Cultivation has been in progress, and the acreage is considerably larger throughout this country.

NEW ENGLAND.

HARTFORD, CONN.

NOTWITHSTANDING the damage done in several instances by severe storms, the Connecticut tobacco crop generally has been greatly benefited.

The damage done was not quite so great as at first reported, and was confined largely to shading tents.

There is a very slight movement of leaf tobacco in old goods, and there is not a great deal left to be disposed of.

The Connecticut tobacco trade was much interested in the exhaustive story of the industry which appeared in THE TOBACCO WORLD on July 15th.

SUFFIELD, CONN.

The recent rains have given the tobacco fields a new lease of life. The crops are still likely to be a little later in harvesting than other years, but, upon the whole, it promises at present to be a good crop, and nearly all the growers are satisfied with the present prospect and no fear of the outcome is now being harbored.

GLASTONBURY, CONN.

The tobacco crops will be fully two weeks late this year. A slightly increased acreage is coming on, and plants are doing quite well.

KENTUCKY.

LOUISVILLE.

RAINS in the Paducah tobacco district have greatly benefited the crops. As a result of the better prospects, growers' association have lately been selling some of their old goods at prices ranging from 9c. to 14c., and lugs from 5½c. to 7½c. The later planting will be most benefited by the recent rains.

VIRGINIA.

RICHMOND.

THE late rains have given a decidedly beneficial effect on the tobacco belt, and there is now renewed hope that the shortage which at one time was expected to reach 50% of the crop will be materially curtailed. With improved weather conditions during the remainder of the season, the shortage will probably not exceed 25 to 30%.

Edgerton (Wis.) Leaf Firm to Dissolve.

THE leaf tobacco firm of Culton & Weil is now so shaping its affairs as to be able to dissolve partnership on January 1st, next. Mr. Culton, of this firm, is an Edgerton man while his partner is connected with the New York leaf firm of L. Weil & Sons. Upon the dissolution, Mr. Culton will retain the warehouse now being used by them, and L. Weil & Sons will take over the big brick storage building.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

RIVADAVIA:—22,638.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Manuel F. Rose, Medford, Mass.

PETER PENDER:—22,639.
For cigars, cigarettes, chewing and smoking tobacco. July 13, 1911. Wm. Steiner, Sons & Co., New York City, N. Y.

ALMADEAR.—22,640.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 13, 1911. A. Neuschotz, New York City, N. Y.

SHOW ME:—22,641.
For pipes. July 13, 1911. Manhattan Briar Pipe Co., Jersey City, N. J.

LA DRIADA:—22,642.
For cigars, cigarettes, chewing and smoking tobacco. July 13, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

GEO. W. HUSSEY:—22,643. (By Permission.)
For cigars, cigarettes and cheroots. July 13, 1911. Kaufman, Pasbach & Voice, New York.

TAMORETTO:—22,644.
For cigars, cigarettes, chewing and smoking tobacco. July 13, 1911. C. L. Kennard Co., Jonesboro, Ark.

FAMORETTO:—22,645.
For cigars, cigarettes, chewing and smoking tobacco. July 13, 1911. C. L. Kennard Co., Jonesboro, Ark.

TOLARETTO:—22,646.
For cigars, cigarettes, chewing and smoking tobacco. July 13, 1911. C. L. Kennard Co., Jonesboro, Ark.

SEAL PROOF:—22,647.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. July 13, 1911. Heineman Bros., Baltimore, Md.

BONK:—22,648.
For cigars. July 14, 1911. John Landry, Ogdensburg, N. Y.

HAMILTON COUNTY GOLF CLUB:—22,649.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 14, 1911. A. Tietig & Sons, Cincinnati, Ohio.

ROYAL CLERK:—22,650.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 14, 1911. Sig. C. Mayer & Co., Philadelphia Pa.

BRYN MAWR:—22,651.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 14, 1911. J. Davidson, Philadelphia, Pa.

PRIMO DE ORO:—22,652.
For cigars, cigarettes and cheroots. July 14, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

MARKA PREFERIDA:—22,653.
For cigars, cigarettes and cheroots. July 14, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

PURO DE ORO:—22,654.
For cigars, cigarettes and cheroots. July 14, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

EL LEGITAMO:—22,655.
For cigars, cigarettes and cheroots. July 14, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

LE LEGITAMA:—22,656.
For cigars, cigarettes and cheroots. July 14, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

INDUSTRIA NACIONAL:—22,657.
For cigars, cigarettes and cheroots. July 14, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

GOOD AS GOLD:—22,658.
For cigars, cigarettes and cheroots. July 14, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

FLOR PREFERIDA:—22,659.
For cigars, cigarettes and cheroots. July 14, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

DRUGGIST TEN:—22,660.
For cigars, cigarettes, chewing and smoking tobacco. July 15, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

CORRI GENDA.—22,661.
For cigars, cigarettes, and smoking tobacco. July 15, 1911. Bowdern-Rodgers Cigar Co., St. Louis, Mo.

LEX SCRIPTA:—22,662.
For cigars, cigarettes and smoking tobacco. July 15, 1911. Bowdern-Rodgers Cigar Co., St. Louis, Mo.

FIRST CRUSADE:—22,663.
For cigars, cigarettes, and smoking tobacco. July 15, 1911. Bowdern-Rodgers Cigar Co., St. Louis, Mo.

MANHATTAN STRAWBERRY TUCKS:—22,664.
For cigars. July 17, 1911. Geo. N. Williams, Reading, Penna.

EL DARITA:—22,665.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 18, 1911. The Eastern Cigar Co., St. Louis, Mo.

HAVANA SPECIALIST:—22,666.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 18, 1911. Bernard Friedman, So. Bethlehem, Penna.

VOROS KERESZT:—22,667.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 18, 1911. Bernard Friedman, So. Bethlehem, Penna.

BETHLEHEM STRIKE 1910:—22,668.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 18, 1911. Bernard Friedman, So. Bethlehem, Penna.

EL MELTOZO:—22,669.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 18, 1911. Joseph Meltz, New York.

MANOBRA:—22,670.
For cigars, cigarettes, chewing and smoking tobacco. July 18, 1911. Fine Art Litho. & Mfg. Co., New York City, N. Y.

LA REPLICA.—22,671.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 18, 1911. Klingenberg Bros., New York.

LA WELLA:—22,672.
For cigars, cigarettes, stogies, chewing and smoking tobacco. July 19, 1911. H. Wellner, Gary, Ind.

U. S. P.:—22,673.
For cigars, cigarettes, stogies, chewing and smoking tobacco. July 19, 1911. I. K. Pfaltzgraff & Co., York, Penna.

THE SPOT OF JOY:—22,674. (As a phrase for use in conjunction with the signature of Frank Tinney.)
For cigars, cigarettes, chewing and smoking tobacco. July 19, 1911. Wm. Steiner, Sons & Co., New York.

FRANK TINNEY:—22,675. (By Permission.)
For cigars, cigarettes and smoking tobacco. July 19, 1911. Wm. Steiner, Sons & Co., New York City, N. Y.

P. B.:—22,676
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 19, 1911. Pines Bros., Portland, Me.

THE TORCH LIGHT:—22,677.
For an automatic Pocket lighter. July 19, 1911. Manhattan Briar Pipe Company, Jersey City, N. J.

VICTORIA LOUISA:—22,678.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 19, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

EMPRESS EUGENIA:—22,679.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 19, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

WEDGWOOD:—22,680.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 19, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

TWIN GRIP:—22,681
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 20, 1911. Chas. M. Gudknecht, Philadelphia, Pa.

SOMELLO.—22,682.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 20, 1911. Andres Diaz & Co., New York.

THREE VOLVES:—22,683.
For cigars, cigarettes and cheroots, stogies, chewing and smoking tobacco. July 21, 1911. A. Levin, Cincinnati, O.

MARCA:—22,684.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 21, 1911. Italian-American Cigar Co., San Francisco, Cal.

MARCA GRASSO:—22,685.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 21, 1911. Italian-American Cigar Co., San Francisco, Cal.

MARCA STELLA:—22,686.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 21, 1911. Italian-American Cigar Co., San Francisco, Cal.



POLO PUFF:—22,687. (With special design as per illustration.)
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 21, 1911. James S. Kline, Red Hill, Penna.

WASHINGTON CROSSING THE DELAWARE:—22,688.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 21, 1911. John Burkholder, Akron, Penna.

EZRA MEEKER:—22,689.
For cigars, cigarettes, stogies, cheroots, chewing and smoking tobacco. July 21, 1911. Morris Newlander, Chicago, Ill.

THE ROY-KO:—22,690.
For cigars, cigarettes and cheroots. July 22, 1911. A. Feder, Jersey City, N. J.

SAH LUMAS:—22,691.
For cigars, cigarettes and cheroots. July 22, 1911. Geo. Brandt, Chicago, Ill.

MADISON CLUB:—22,692.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 22, 1911. Mendoza & Shane, Chicago, Ill.

LUTANETTES.—22,693.
For cigars, cigarettes, chewing and smoking tobacco. July 22, 1911. F. Teichman & Co., Cairo, Ill.

J. D. S.:—22,694.
For cigars. July 22, 1911. Jose D. Sola, Jacksonville, Fla.

PEE VEE HO:—22,695.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 22, 1911. N. & N. Cigar Company, Reading, Penna.

OSSANA:—22,696.
For cigars, cigarettes and cheroots. July 24th, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

MURIEL:—22,697.
For cigars, cigarettes and cheroots. July 24th, 1911. The Lithographic Co., Brooklyn, N. Y.

LORD DUNFORD:—22,698.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. July 24th, 1911. The American Lithographic Co., New York.

FACTORY ENDS:—22,699.
For chewing and smoking tobacco. July 24th, 1911. The Hillman Tobacco Co., Brooklyn, N. Y.

CRESCENT RED DRUM:—22,700.
For cigars, cigarettes, cheroots and stogies. July 24th, 1911. S. S. Rice Brokerage Co., Los Angeles, Cal.

POMNIK KARL HAVLICEK:—22,701.
For cigars, cigarettes, cheroots and stogies. July 24th, 1911. Atlas Cigar Box Factory, Chicago, Ill.

CHANSON:—23,702.
For cigars, cigarettes and cheroots. July 25th, 1911. Klingenberg Bros., New York.

LA ACTRIZ:—23,703.
For cigars, cigarettes and cheroots. July 25th, 1911. Klingenberg Bros., New York.

LA HUIDA:—23,704.
For cigars, cigarettes and cheroots. July 25th, 1911. The Moehle Lithographic Co., New York.

EL INCITADOR:—23,705.
For cigars, cigarettes and cheroots. July 25th, 1911. The Moehle Lithographic Co., New York.

SMOKE MARK:—23,706.
For cigars, cigarettes and cheroots. July 25th, 1911. B. Marks, New York.

TOMS RIVER.—23,707.
For cigars, cigarettes and cheroots. July 25th, 1911. J. & M. Ernst, Toms River, N. J.

CEKABE:—23,708.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 25th, 1911. Chas. K. Breuer, Wilmington, Del.

TRUE ALL THRU:—23,709.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 25th, 1911. Edwin A. Waitman, Wrightsville, Pa.

BAYUK'S QUALITY 5c. CIGAR:—23,710.
For cigars, cigarettes and cheroots. July 25th, 1911. J. Bayuk, Philadelphia.

LORD FLETCHER:—23,711.
For cigars, cigarettes and cheroots. July 26th, 1911. Kaufman, Pasbach & Voice, New York.

LORD RANDALL:—23,712.
For cigars, cigarettes and cheroots. July 26th, 1911. Kaufman, Pasbach & Voice, New York.

LORD RAYMOND:—23,713.
For cigars, cigarettes and cheroots. July 26th, 1911. Kaufman, Pasbach & Voice, New York.

ROYAL LENTIL:—23,714.
For cigars, cigarettes and cheroots. July 26th, 1911. Kaufman, Pasbach & Voice, New York.

UNION ASSURANCE.—23,715.
For cigars, cigarettes and cheroots. July 26th, 1911. Kaufman, Pasbach & Voice, New York.

Factory Notes

Sargent Co. Opens Bridgeport, Conn. Cigar Factory.

THE Sargent Cigar & Tobacco Plantation Co. recently opened a new cigar factory at 626 Water street, Bridgeport, Conn. A little more than two years ago the Sargent Bros. invented a novel cigar chest or humidor which proved very successful and they propose now to purvey cigars under the slogan "Planter to Smoker."

Wm. F. Warner, for sixteen years engaged in the cigar manufacturing business at South Main & Green streets, Rockford, Ill., is removing his business into the Rubin Building opposite the Nelson House. He will abandon the retail business altogether.

The Manny Bros. Box Co., of Springfield, Ill., has increased its capital stock from $7,000.00 to $15,000.00, the half of which they propose to offer to the public at $10.00 a share.

Mars & Sweet, at Springfield, Ill., recently enlarged their cigar factory, and now also conduct a retail department.

The T. A. Kelly Cigar Factory, of Springfield, Mass., which is located in the O'Connell Block, was damaged by fire recently.

J. A. Zilles has removed his cigar factory from 1201 Day street to 1347 Main street, Green Bay, Wis.

C. K. Gregg, of Holdrege, Neb., is opening a new cigar factory in the Calman Building at Troy, Kansas.

Mark Bros.' cigar factory, 383 Wabasha street, St. Paul, Minn., was slightly damaged by fire recently.

The contract for the new Pollack Stogie Factory, at Wheeling, W. Va., has not yet been let, although plans have been completed by architects Geisey & Faris.

A. B. Smith & Co., of Boston, Mass., are contemplating the erection of a cigar factory on Massachusetts avenue, Cambridge, Mass.

British Expert Here to Study Tobacco

A. V. CAMPBELL, who has been appointed by the British government to visit America to study the tobacco growing industry of this country, arrived, in New York, July 24th, and proceeded immediately to Washington, where he is at present in conference with Secretary of Agriculture Wilson. While in America he will visit all the tobacco growing States, including Connecticut, Pennsylvania, the Carolinas, Virginia, Kentucky, Florida, and other important points.

Mr. Campbell comes here to study the growing conditions and to ascertain whether it will be possible to raise tobacco in England or Scotland. In 1910 the English budget appropriated $6,000,000.00, to be placed at the disposal of the Immigration Bureau to develop new industries in England. Mr. Campbell comes to this country after having visited France, Belgium and Holland pursuing his studies. He expects to spend nine months in this country and then go to Canada, where he will continue his investigations.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

L. L. SCHLOSS,
CIGAR BROKER,
29 Randolph Street, Chicago, Ill.
Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

HARRY L. ROBY, Leaf Tobacco Broker
21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

N. D. ALEXANDER, Leaf Tobacco Broker
18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

PIPE FOR IRRIGATION PURPOSES.
We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
167 South St., New York City. 3-15-tf.

WANTED—To buy a tobacco drying machine. State price and also capacity, and how many horsepower required to run it. Louis Cann, 1311 S. 4th St., Philada. 8-1-c.

BROKERS AND JOBBERS wanted to handle our 5-inch "Perfecto" 5-cent cigar, guaranteed clear Havana filled. Connecticut shade grown wrappers, positive duplicators. Lorenzo P. Lopez Co., 353 E. 78th St., New York City. 7-1-r.

M. E. STERN & CO.
Leaf Tobacco Broker, Dayton, Ohio
FOR SALE—Special lots of Spanish, Gebhart, Dutch, Pennsylvania, Wisconsin and Connecticut first quality tobacco at attractive prices. Write today for quotations and samples.

For Sale.

FOR SALE—An old established cigar factory leaf warehouse and cigar box factory, with brands and registered labels including good will and all stock and fixtures. Building can either be purchased or leased. Address P. O. Box No. 110, York, Pa. 7-1-c.

FOR SALE—Pure Dutch, Gebhardt or Zimmer Spanish scrap filler tobacco. These scraps are from old resweat wrapper B tobaccos—high quality, clean, dry and ready to work. Write for samples and prices. Horner Tobacco Company, 208 S. Ludlow St., Dayton, O. 3-1-ch.

FOR SALE—Pure Havana scraps, guaranteed high aroma. Price, 45 cents any quantity.
ALONZO B. PANDOZ CO., 173-175 E. 87th St., New York 8-15-ch

FOR SALE—Complete set of second-hand cigar store fixtures, in good condition. Same was taken in trade on a new outfit. The Cleveland Store Fixture Co., 4059 St. Clair Ave., Cleveland, Ohio. 5-15-tf.

We are prepared to show specimens of the high grade cigar label and band work produced by us. Estimates and sketches guaranteed to please.
Kaufman, Pasbach & Voice
Art Lithographers
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Newsboy Plug
Drummond Natural Leaf Plug
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They Please All Tastes
Always Uniform and Reliable

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There is no better way to do this than by Exhibiting a nice display of

WHITE OX and KING POLLY CIGARS

Sold retail at Five cents.

THESE cigars never fail to satisfy discriminating smokers, and pleased customers come again and again. ¶ A stock of **White Ox** and **King Polly** cigars will prove their worth. ¶ Send us a trial order and get the benefits of the repeats they will bring.

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MANUFACTURERS
WINDSOR, PA.

Standards for Thirty Years



Havana Filled Cigar retailing at 10 cents



High Grade Nickel Cigar that sells on its Merits

These brands will be a valuable acquisition to live dealers
Write direct to the manufacturers

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BOCK & Co
BOCK & Co. HABANA

HENRY CLAY AND BOCK & CO. LTD.
HABANA, CUBA.
These BRANDS have long been recognised The WORLD Over as the Standard Values in fine
HAVANA CIGARS

LA ESPAÑOLA TUEYO Y Cª HABANA
LA FLOR DE NAVES DE OBESO Y CUETO HABANA
LA FLOR DE MURIAS DE A. MURIAS Y Cª HABANA
LA COMERCIAL DE RENGOCHEA Y FERNANDEZ HABANA
A DE VILLAR Y VILLAR
FLOR DE HENRY CLAY JULIAN ALVEZ HABANA
ESTELLA DE F.J.C. HABANA
H DE CABANAS Y CARBAJAL
LA INTIMIDAD DE ANTONINO CARUNCHO
LA AFRICANA HABANA
LA MERIDIANA DE P.M.y Cª HABANA PEDRONURIAS
FLOR DE J.S. MURIAS Y Cª HABANA
Flor de J. S. Murias y Ca.
FLOR DE CUBA EL M. VALLE Y Cª HABANA
MANUEL GARCIA ALONSO HABANA
SUPERIOR DE PEDRO ROGER LA ROSA DE SANTIAGO HABANA
FLOR DE YNCLAN DE F. YNCLAN HABANA
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RZ. BAUTISTA Y CA.

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Especialidad Tabacos Finos de Vuelta Abajo
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SUAREZ HERMANOS
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LESLIE PANTIN
Commission Merchant
Leaf Tobacco & Cigars
Consulado 142, Havana, Cuba

CARDENAS y CIA Cable Address, "Nasdecar"
Almacen de Tabaco en Rama
SPECIALTY—VUELTA ABAJO AND ARTEMISA
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LUIS MUNIZ MANUEL MUNIZ HILARIO MUNIZ
VENANCIO DIAZ. Special Partner
Muniz Hermanos y Cia
S en C
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Leaf Tobacco Merchant
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Cable "Sepuente"

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Make tobacco mellow and smooth in character and impart a most palatable flavor

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FATIMA TURKISH BLEND CIGARETTES

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Domestic tobacco direct from the grower to you. We have the goods and facilities. Let us submit you samples and prices.
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Our specialty is a medium priced cigar that is free from all dust and grit and a perfect burner. For some years we have had a steady gain in trade and never a complaint. Our goods are delivered to jobbers and distributors under a positive guarantee of their sale. Let us send you full particulars.
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ADOPTED again and again after severest tests, in competition with other makes by great corporations that make service and wear a prime consideration.
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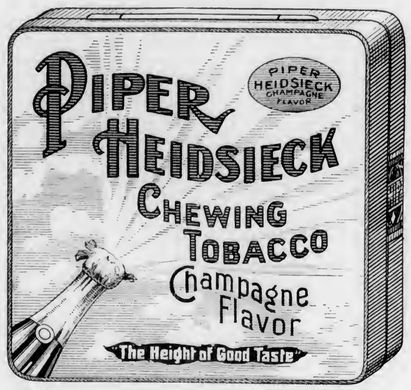
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And other brands. All are made of pure Turkish Tobacco of superior quality. Union made. Samples and Price List sent on request.
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PIPER HEIDSIECK
Chewing Tobacco
In a 10c Metal Box
The Package is sanitary, convenient and very attractive
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Are standards of high quality. They will interest progressive houses
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A specialty of Private Brands for the Wholesale and Jobbing Trades.
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VERTICAL TOP CIGAR MOLDS
HIGHEST GRADE MOLD AT LOWEST PRICE
WRITE FOR CATALOGUE OF 1,500 SHAPES
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VIRGINIA PERIQUE MIXTURE
FOR SALE BY ALL DEALERS
The American Tobacco Company New York

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In Your CIGAR BOX LABELS
¶ The bidding system on a product like printing, which is yet to be made and which you cannot see when comparing "guesstimates" is not the best policy.
¶ The best results, the greatest economy and the highest satisfaction are achieved by dealing with a reliable firm, well known for its fair prices, and square dealing, stylish work, prompt service, full count and courteous treatment.
¶ Our 30 years of experience catering to the CIGAR BOX TRADE insures this
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Write for Sample Card and Price List to Department W
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Always the Standard of Excellence in CLEAR HAVANA CIGARS

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No Better Goods Made
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82-88 Wall Street, New York City

Key West Cigars are the Standard of the Century

Trujillo & Company

Factory No. 111

P. O. Box 494 Key West, Fla.

Superior Havana Cigars

28 Sizes—Absolutely Clear Havana Goods.
4 Sizes—Key West Smokers.

Leading Brands—**Boquet de Trujillo, Polonius**

Write for Prices and Samples.

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MAIN OFFICE: BOX 293, TAMPA, FLA.

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Factory: Tampa, Fla.

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INTENTIONAL 2ND EXPOSURE

Quality Paramount

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H. UPMANN HABANA

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The World's Standard Cigar

FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Real Independent Factory in Havana

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Calle De La Industria, 172-174

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General Agent for United States and Canada

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115 BROADWAY, NEW YORK

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That's All!

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MAKERS OF

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New York Office: 86-88 Fulton Street

THE LEADING 5c. CIGAR



Straiton & Storm Co., New York

...ment of Agriculture

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AUGUST 15th
1911

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ESTABLISHED 1881

Vol. XXXI No. 16

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
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For One Hundred Years the Old Reliable

Nothing as good for Pipe or Cigarette.
Sells for 5 Cents

Frishmuth Bro. & Co., Inc., Philadelphia

Truly a Cigar worth your Attention

"Flor de Jeitles"

The Havana Filled Cigar at 5c.

Packed in boxes holding 50, banded, also packed in Cedar Covered Metal Cans of 25 (Copyrighted)

Our Guarantee is back of them

Jeitles & Blumenthal, Ltd.

PHILADELPHIA

Manillanette Stogies

3 FOR 5c.



The Manillanette Stogies are packed three in a package in triangular shape. Each package is banded and wrapped in oil paper, which keeps the Stogie in a clean and wholesome condition, and also prevents breakage. Write us for particulars.

I. Lewis Cigar Manufacturing Co., Newark, N. J.

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If You Do Not, You Ought to Know

that we have built our reputation on quality

That

ALVAGAR

and annexed brands of clear Porto Rican Cigars of

Alvarez & Garcia

are repeating wherever placed.

What better reason would you want?

Porto Rico, Caguas and San Lorenzo

New York at 128 Water Street

PASTORA

"THE MASTERPIECE OF ALL BROADLEAF WRAPPED

HAVANA CIGARS"

Made by

SAN TELMO

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"QUALITY CREATORS"

Established 1857

M. STACHELBERG & CO.

Havana Cigar Makers

Tampa

BARON~GRAY



A Five Cent Cigar "Good Till the Last Puff"

Fine Proposition for Live Wholesalers and Distributors

WRITE TO-DAY TO
W. R. WALLASTON
Manufacturer - - DAYTON, OHIO

CENTRAL UNION



No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.





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WRITE TO-DAY TO
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Manufacturer - - DAYTON, OHIO

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No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

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PRICE, 5c.

United States Tobacco Co.
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Highest Grade of All Havana Cigars



Made in Thirteen Sizes of the Most Popular Shapes

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THE CIGAR THAT MADE PHILADELPHIA FAMOUS!

Jobbers and Dealers have been attracted to

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CIGARS

by their quality-tobacco, workmanship, package, for more than forty years. They are still pleasing the consumers and benefitting the trade because

"THEY HAVE NO EQUAL"

Established 1869
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Juan F. Portuondo Cigar Mfg. Co.

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BUILD YOUR TRADE ON QUALITY

ORANGE FLOWER

A Five-Cent Straight Cigar



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FIVE CENT CIGAR

PHILADELPHIA

Every day the results we are achieving indicate more and more that the tendency of the trade is toward quality merchandise.

Many merchants have used

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to build the concrete stepping stones of their business for themselves and for their posterity.

Are you one of them or will you be eventually?

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PHILADELPHIA, PA.

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EL BORITA

Dealers who have sold EL BORITA 5 Cent Cigars know that they *draw trade and hold it.* Are you a wise dealer. If so, order EL BORITAS and watch your business grow. . . .

Made of the best Domestic Leaf by Skillfull Hands in Clean Factories. Banded and Put up in Attractive Boxes. Tastes and Looks like a Cigar Twice the Price.

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FOR SMOKERS WHO KNOW

E.A.KLINE & CO'S

LETTERGRAM

17 ch fr - 47 Night Letter 106 A.M. May 27

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Sensible Smokers,
Everywhere
We guarantee Lettergram cigars the highest quality five cent cigar possible to produce and highly recommend them to all smokers who know.

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INCOMPARABLE QUALITY CIGARS

More details supplied quickly by addressing

E. A. KLINE & CO., Manufacturers, CLEVELAND, OHIO

ADLON

44 CIGAR CO MAKERS

The ADLON 10c. Cigar has met with remarkable success the country over. As a mild, sweet and luxurious smoke it cannot be surpassed. A trial will convince you of its merits.

Guaranteed Havana Filler and Sumatra Wrapper blended in a manner that will please the most exacting smoker. We would be pleased to furnish samples and quotations on request.

"44" CIGAR CO., Philadelphia, Pa.



Judge Shepard

Bear in mind that Judge Shepard cigars are essentially high grade, selling at five cents retail. They sell on their merits wherever introduced, and the repeat orders coming in from jobbers and distributors already handling Judge Shepard cigars are proof of our claim of high and uniform quality.

Open Territory for Live Jobbers

H. F. KOHLER

MAKER

Nashville - Pennsylvania

Brilliant as Diamonds Fragrant as Roses Good as Government Bonds

STAUFFER BROS. MFG. CO.

S.B

5¢ CIGAR

HAVANA FILLED

Fac Simile of the S. B. Label

Are the Cigars of the following Registered Brands

BRILLIANT STAR, Clear Havana 10c.
S. B. Seed and Havana . . . . . 5c.
KATHLEEN O'NEIL . . . . . 5c.
VUELTA SPRIGS, The Mellow Cigar, 5c.

These brands sell on merit and constantly repeat. Try them and judge for yourself why this factory never shuts down

STAUFFER BROS. MFG. CO.
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BOCK & Co

HENRY CLAY AND BOCK & CO. LTD.

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These BRANDS have long been recognised The WORLD Over as the Standard Values in fine

HAVANA CIGARS

LA ESPAÑOLA FUEYO Y Cª HABANA

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LA CORONA

HAVANA STICKS



we have some territory open for good live jobbers

EITEL & CASSEBOHM COMPANY
INCORPORATED
LOUISVILLE.

LIKE CANDY FOR THE CHILDREN

For Gentlemen of Good Taste



San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

PITTSBURG'S LEADERS
Brands

2 for 5c—London Trophies, Spanish Blunts and Wabash Big Havanas.

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Some good territory open for live brokers and dealers

Wabash Cigar Co., Pittsburg, Pa.
The Makers

Build your trade on
RED RABBIT STOGIES
Made in Pittsburgh
PENN CIGAR COMPANY, 2247 La Place St.

The Best Brand on the Market
Fine proposition for distributors who appreciate good things.

CLEAR HAVANA CIGARS OF MERIT

Manufactured by
S. WOLF'S SONS

LUKOS-SMOKER
MADE IN KEY WEST FLA.
BY S. WOLF'S SONS

Factory No. 318 KEY WEST, FLORIDA
WRITE FOR QUOTATIONS

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CIGAR OF QUALITY
5¢
BEST BRAND FOR BIG BUSINESS
CASPER ROSENBERG, MAKER
CLEVELAND OHIO

Graham Courtney
HAVANA CIGARS
They Lead the Leaders
26 SIZES
Acker, Merrall & Condit Company
135 West 42nd Street, New York

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York
DIRECT IMPORTERS of the highest grades of Cigars manufactured by the
Independent Factories of Havana
all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.
Price List Mailed Upon Request.

Havana's Kingly Product

MARCA INDEPENDIENTE
POR LARRAÑAGA
DE TABACOS DE VUELTA ABAJO
MANUFACTURADO EN LA HABANA ESTD. UNIDOS

Oldest Independent Factory in Cuba
Established over 75 Years
The Cigar of QUALITY & RENOWN

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO



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CUBA CIGAR COMPANY
3 PARK ROW, NEW YORK

HAVANA CUBA CIGARS

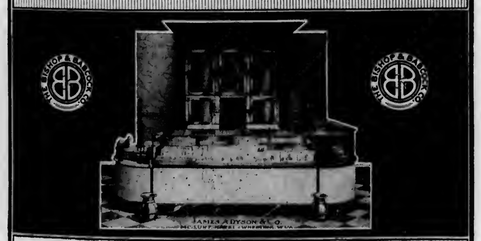
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Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

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Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

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Consolidated Cigar Co., Pittsburg

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Five Cents **PULLIAM CIGARS** Five Cents

Please Particular People

A masterpiece in fine nickel goods, and a revelation in quality and excellence.

Made by

HERMAN WARNER & CO.

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Write Us To-day—It'll Pay

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'ELITE' F.R.y Ca HABANA

Manufacturers of the celebrated "ELITE" Habana Cigars.

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Sole Representative for United States and Canada.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A LA FAMOSA EQUAL TO ANY MILD 10¢ CIGAR

E. Kleiner & Co., Makers, New York



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A revelation in clear Havana Cigars

FISHER & YGLESIA CO.

Manufacturers of Quality Clear Havana Cigar

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Samples Submitted for Open Territory to Responsible Firms

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THE

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Silent Salesman TRADE MARK Cigar Case.



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KEEPS CIGARS IN PERFECT ORDER

It's an all-glass case and solid as a rock—The joints are cemented and cushioned with felt (a patented process). It's equipped with moisteners—In a class by itself—We make display Cases of same construction with glass shelves. We make tobacco fixtures too—

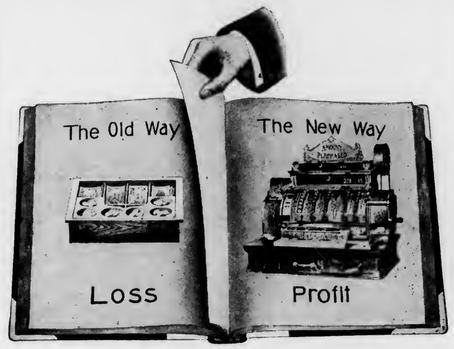
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Detroit, Michigan

John Petz, Pres., *Herbert Mallot, Secy. & Treas.*

Turn a New Leaf



A modern National Cash Register turns Losses into Profits

The National Cash Register Company

Dayton, Ohio

PHILIP MORRIS

Cut Plug and English Mixture

Both retail at $2.00 the lb., in 25c, 50c, and $1.00 tins.

Philip Morris is the "consolation" smoke, the brainy smoke for the man who knows real aroma—and is willing to lay out a quarter for a 2-oz. tin.

Tomorrow will not be too late, but today is better. Let us quote you, your jobber will do the rest. Write

PHILIP MORRIS & CO.

402 W. Broadway, New York City

FACTORIES

New York Montreal

London Cairo





Why Waste Money

On "Tom Fool" advertisements, and sacrifice the quality of your cigars when

The Sales Humidor Case is the **best and lasting** advertisement ever invented for a SPECIAL BRAND CIGAR?

A number of firms have increased their business surprisingly with no let up for the demand for these cases.

Send $1.35 for a sample, and return in ten days if it don't prove worth a dozen times more

P. A. BECKER, 132 Cumber and Street, Brooklyn, N. Y. Manufacturer glass lids and ventilating moisteners.

The Tobacco World Registration Bureau

¶ Has the Most Extensive Lists of Registered and Used Brands in the Country,

INSURING PROMPT AND EFFICIENT SERVICE

We are prepared to show specimens of the high grade cigar label and band work produced by us. Estimates and sketches guaranteed to please.

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SURETY CIGAR CO'S

"ANSWER and POSTER"

Five Cent Cigars



Live Distributors Write for Terms

"Made in Detroit"

World Famous Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

Havana, Cuba

QUATILITY 5¢ CIGAR

YES! IT IS DIFFERENT

THEOBALD & OPPENHEIMER CO.

"THE DAYLIGHT FACTORY"

PHILADELPHIA

A NEW FEATURE

OF ALL

PROMINENT STORES

VERY MILD

CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY

E. A. CONDAX & CO.

NEW YORK

The Originators of the

CONDAX STRAW TIPS

Pittsburg Stogies and Cheroots

Made by *Experienced Hands*, in *Daylight Workrooms*, under *Sanitary Conditions*.



"Workmanship, Cleanliness and Quality," our Motto.

"PURO SPECIALS" our Leaders

Write for Prices. Territory Open for Distributors

W. D. SHARPE CIGAR CO.

Pittsburg, Pa.

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, AUGUST 15, 1911. No. 16.

CRUSADE ON BOX STUFFERS STARTED BY THE GOVERNMENT.

First Arrest in Philadelphia—One Hundred and Fifty Other Cases Being Investigated—Revenue Officers Co-operating With Cigar Manufacturers to Stamp Out the Evil.

THE first step in the Federal Government's crusade against box-stuffing, which has been unusually prevalent lately throughout the United States, has been taken by the revenue officers in Philadelphia, and, if the plans of the men behind this movement are carried out, further arrests can be expected.

The first arrest was made August 9, in Philadelphia, when Samuel B. Welsh, manager of the retail cigar business at 45 N. Thirteenth street, known as the Scarlet Stores, was arraigned before United States Commissioner Craig on the charge of re-using cigar boxes bearing internal revenue stamps, caution notices and brands. Welsh waived a hearing and was held in $500 bail for court. The accused is well known to the cigar trade in Philadelphia and elsewhere, having at one time been the proprietor of a retail store at the Northeast corner of Tenth and Chestnut streets, Philadelphia, and later had an establishment in Buffalo, N. Y. He has always been known as a chronic price-cutter, and he continued this practice with even greater freedom at the Scarlet Stores.

Welsh's arrest is the first of many more that are to come. The chief Deputy Collector, James H. Wilkes, has 150 other cases under surveillance, and as fast as the evidence can be gathered offenders will be brought into court.

How Evidence Was Gathered.

The arrest of Welsh is the outcome of an investigation made by Collector of Internal Revenue William McCoach. For some time past, the Collector has been receiving complaints from Otto Eisenlohr & Bros., manufacturers of "Cinco" cigars, and other well known cigar manufacturers in Philadelphia and vicinity that Welsh had been violating the Internal Revenue Laws and defrauding the public by re-using boxes containing their brands for the purpose of selling to his customers cheaper grade cigars. Eisenlohrs sent some of their salesmen to the Scarlet Stores several times and had them buy the fake "Cincos," which were being sold at six for twenty-five cents with double trading stamps. They were soon convinced that the cigars were spurious. It was then that Deputy Wilkes took a hand and had little difficulty in obtaining evidence.



GUNNING FOR THE TRADE CUCKOO.

Accompanied by his deputy, David H. Anderson, Wilkes swooped down on Welsh last week and demanded the right to inspect his cigar stock. Down in the cellar, underneath the main store, the Government men found a little room in which was a printing press and where were stored at least fifty "Cinco" boxes on which the revenue stamps had been cancelled and about twenty other "Cinco" boxes containing a few cigars each, and also some of the ribbons with which they were tied. Confronting Welsh they accused him of fraud and they testified that he broke down and confessed that he had been making a practice of substituting other cigars in "Cinco" boxes for some time.

Further investigation revealed that Welsh had been buying about

10,000 "Charles Lamb" cigars monthly from M. Kinports Cigar Manufacturing Company, Manheim, Pa., Ninth Revenue District. It is charged that he had been stuffing the "Cinco" boxes with these cigars, which he sold to the public for the genuine article. He bought the "Charles Lamb" brand at $27 per thousand, less 4 per cent.; whereas, the *bona fide* "Cincos" would have cost him $35, less 2 per cent. A large quantity of the "Charles Lamb" cigars were found in the store.

Any one familiar with the Internal Revenue Laws, knows that they provide that it shall be the duty of every one that empties a box of cigars to destroy the stamps, marks and brands thereon, and also forbid the re-use of the box for cigars. The penalty for violating this law is from one to three years imprisonment and a fine of from $100 to $500.

Interviewed by THE TOBACCO WORLD, Collector McCoach stated that he had received information of a number of other violations of this character, and as the revenue laws are very severe on this subject he proposes to make every effort to break up the practice and to protect legitimate manufacturers and honest dealers, as well as the public, from purchasing inferior cigars.

Mr. Eisenlohr Backing the Government.

Louis H. Eisenlohr, of the firm of Otto Eisenlohr & Bros., in commenting on Welsh's arrest, said: "This was one of the most flagrant cases of box-stuffing that has ever been brought to our attention. We have co-operated with the Government authorities not only to protect ourselves, but also the trade who have been suffering from this unfair method of competition. We have purchased quite a few of Welsh's so-called "Cincos" and sealed them and sent them to the revenue offices, where they can be used for evidence when Welsh comes to trial. I hope that the Government will make an example of this man, and thereby serve a warning upon other dealers who have been working the same game.

"We are much gratified with the efficient manner in which the Government men have handled this case. They have spared no pains or efforts to get to the very bottom of the fraud, and we feel sure that they have the evidence which will lead to a conviction."

Since Welsh's arrest it is known that his attorney has made several efforts to compromise the case by paying a fine and damages to the prosecuting manufacturers, but it is believed that the parties interested will insist upon Welsh suffering the limit of the law.

On the day following his arrest a TOBACCO WORLD representative called at the Scarlet Stores and found Mr. Welsh directing the destruction of a big pile of empty "Cinco" boxes. He vehemently denied that he had been stuffing the boxes and states that he can prove his innocence.

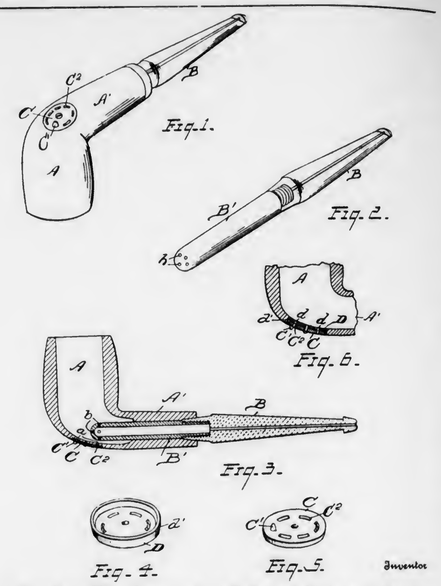
Two Arrested as Box Stuffers in New Orleans.

NEW ORLEANS, August 8th.

Agents of the Internal Revenue Department have unearthed considerable box-stuffing on the "Owl" brand of cigars during the last week in this market. As the result of their investigations they have arrested Charles Bianchi, a saloonkeeper, and Marco Diaz, father of O. Diaz, a cigar manufacturer. Both were arraigned before the United States Commissioner on the charge or re-using boxes, and were held in bail for appearance in court.

These are the first arrests for box-stuffing that have been made here for some time, although the practice has been quite prevalent. Other arrests are expected shortly.

Samuel M. Benton, aged 60 years, a well-known former tobacconist of Baltimore, died at his home in that city several days ago. He had been connected for twenty-one years with the firm of Dudley & Carpenter, and previous to that he had been for twelve years connected with the State Tobacco Warehouse.



Smoking Pipe Invention of Practical Tobacco Man

HENRY HAMPER, sales manager of the Globe Tobacco Co., of Detroit, Michigan, has taken a patent on a new tobacco pipe, which is regarded as a real innovation in this line.

The particular object which Mr. Hamper had in view was to present a pipe in which the drafts could be regulated, and through which the disagreeable "biting" sensation produced by the smoke upon the tongue would be eliminated. Another object was to prevent the collection of moisture in the bottom of the bowl or stem, due to condensation or other causes. Another object was to overcome the charring in the bowl through use, as is common in many types of pipes, and furthermore to provide for straining the passage leading to the mouth, thus preventing particles of tobacco or ashes from being drawn into and through the stem, causing a clogging of the passage.

As is shown in the accompanying illustration, figure 1 is a perspective view of the pipe showing the damper controlling the auxiliary draft passage. Figure 2 is a perspective view of the stem disconnected from the pipe bowl. Figure 3 is a longitudinal section through the pipe. Figure 4 is a detailed perspective view of one of the parts of the modification of the device. Figure 5 is a perspective view of the co-acting part. Figure 6 is a cross section of the assembled parts as shown in figures 4 and 5, installed in the wall of the pipe.

Perhaps a somewhat clearer idea of the usefulness of this article can be obtained by a few brief references to the letters of reference placed upon the drawings. A denotes the bowl of the pipe; B mouthpiece, having a screw-threaded connection with tubular portion within the stem of the pipe bowl, which extends into the chamber portion of the bowl when the parts are assembled. B is a disk-shaped damper, pivoted in the wall of the pipe bowl, and provided with a series of radially arranged slotted parts adapted to register with a series of corresponding parts through the wall of the pipe communicating with its chambered portion.

With these simple references, the construction and operation of the pipe will be readily understood, and Mr. Hamper feels satisfied that his invention is so simple and effective that it will certainly command a ready sale and give every satisfaction to the user.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

IF you should happen to ask at random any cigar salesman visiting New Orleans whether he knows Charles Myers and what he thinks of him, you would probably receive a reply somewhat like this:

"'Charlie Myers'? Sure! Everybody knows him. He is a prince of good fellows, and you will have to hand it to him as being one of the cleverest and most progressive cigar and tobacco distributors in that good, old town."

This opinion epitomizes, in brief, the high estimation in which "Charlie" Myers is held, not only by those salesmen who do business with him, but others who drop in to show him "One of the Seven Best Sellers."

Charlie Myers is the head of Charles Myers & Co., who conduct an up-to-date wholesale and retail store at Canal and Royal streets, in the very heart of New Orleans's business section. Their store is ideally situated, and for that reason is frequently used as headquarters by many out-of-town merchants visiting that city.

A stranger need not be told that he is welcome, whether he spends a cent or not. If he chooses he can hang up his hat and take a little rest without being importuned to buy. It is this spirit of hospitality that has endeared Mr. Myers to many out-of-town visitors, and has resulted in building up a profitable country trade.



MR. CHARLES MYERS,
of
Charles Myers & Co., New Orleans, La.

Catering to the tastes of many of his customers, Mr. Myers has always at hand a special telegraph service giving all the baseball scores of the games played in the Southern League, as well as the results on the other big leagues of the country.

However, it has not been alone this good fellowship that has built up Mr. Myers's business. Back of it has been his keen business judgment and his unquestionable ability to select the right brands of cigars for his trade.

Among the leading brands upon which Mr. Myers has built his business are "Tadema," "El Sidelo," "Julia Marlowe," "La Integridad," "Van Dyck" and "Baronita." All these brands the firm of Myers control exclusively in the New Orleans territory, and any one familiar with the tobacco trade knows that they are good ones.

Tobacco Conditions As Viewed in England.

IT is something of a task for anyone to diagnose the condition of the tobacco trade in one article covering all parts of the world. Nevertheless, the "London Financial Times" in a late issue has something to say on "Tobacco Planters' Prospects." We are pleased to note that the statements and predictions are encouraging to tobaccodom at large.

In the first place, our London friend is quite sure that higher prices have been obtained for crude tobaccos in all countries within a recent period. He alludes to a "Period of Depression" which existed prior to and during 1909, but much indeed with that year.

The position of investors in tobacco raising countries is said by the "Times" to compare very favorably with any previous period in the history of such corporation. In the East and in the West, according to London, tobacco cultivation is become a lucrative industry; all this attributable to higher prices.

The "Times'" writer alludes to the fact that the crop of 1909 was disposed of in 1910 for much better prices than were obtained in the twelve months previous; the crop of 1910 also has been marketed at a still further advance.

London now predicts that before the 1911 crop comes on, prices will again have risen.

Enlarged and improved facilities and superior storage accommodations for tobaccos are asserted by the "Times" to have been added within the past few years in all growing countries. This provides against shortage of material in periods of great consumption, and may also create an impression of a scarcity of supplies when really none exists.

Improved methods of distribution are cited as affecting the tobacco industry most favorably in all countries. No lower rates for transportation are reported, but the care and speed with which tobaccos are moved from the country is found to be very gratifying.

It is believed in London that the output of tobacco for 1911 will vary very little from that of 1910. There may be an increased production from some States, but Cuba and the West Indies are not expected to exceed the crop figures of 1910. This assumes, however, that care will be taken to place only a well matured article on the market, and growers are not likely to disregard this wise precaution.

Some manufacturers of international repute are already paying high prices for the current output, and this makes the situation full of interest; it augurs still higher prices, and shareholders in the big companies will willingly receive their increased dividends.

The largest tobacco concern in England, viz., The Imperial Tobacco Company, is cited as being in a position to keep the scales as even between growers and consumers as any one corporation, thus all of them can aid in keeping the public satisfied both as to price and quality of the weed incomparably.

PROBLEMS of the RETAILER

Progressive Retailing

THE cheapest brand of reform lies in making good resolutions. Keeping them, is another story. But if it could be, the best thing that could happen to the rank and file of the retail cigar trade would be the realization that a little more success would start a fair sized revolution in both methods and results.

The writer knows that a goodly number of retail cigar dealers are only making a fair living. The balance range from doing better to doing exceptionally well.

But what constitutes the difference? A good many times it is just as easy, if not more easy, for a larger store to lose money as a smaller one. The difference between the merchant who makes a success of the business and the one who does not, is due to temperament, judgment and knowledge of the business, together with a similar knowledge of human nature. But more than any one other thing, it is due to the difference of the merchant's mental attitude and activities between buying and selling.

On this one point there is such a crying need of reform, that could it be undertaken the chances are excellent that other difficulties would either fade away or so minimize themselves as to be easily corrected.

The selling quality of the merchandise you buy is the one great thing to become familiar with.

Once a dealer becomes well versed in this one thing, the great part of his retail troubles is getting ready for flight. How an article will sell and draw trade is far more important than securing a shaded price or thirty days' additional dating. These things may be important, too, but some merchants in their anxiety to secure a few cents nearer the nothing price overlook the next to nothing value which is also handed to them.

Every manufacturer and wholesaler will have more confidence in a retail merchant's success if he is a good merchandise man, even if he is only a fair buyer. And the reason is not hard to find. Every manufacturer and jobber who has achieved success himself knows that the price is, after all, a minor incident in the selling end of the business. Merchandise value plus selling ability will every time beat the man who is only a good buyer. The good seller of merchandise takes his cost, marks his profit, and then proceeds to collect it as quickly as he can.

Instead of seeing how little he can sell goods for, he tries to sell them for as much as he can. The good buyer has to keep his mind on the outlet end.

Standing by His Employer

THERE is nothing which so quickly reveals a man as his attitude towards the man who employs him.

There is nothing which so quickly marks out the difference between the thorough-going and the indifferent, as the stand which the employee assumes with the man who pays his salary.

Granting there are a few men not worth working for, at the same time it is never the place of the employee to drag their names in the dust and to heap upon the heads of men not at hand to answer, a rabid tirade against injuries received, supposed or actual.

Uncle Eben said, "Opportunity knocks occasionally at every man's door, but if you sits aroun' in de rockin' chair, waitin' for it, you's purty sure to fall asleep an' miss it."

Raising the Standard of Demand

THE greatest secret of success in any business is putting an honest, dependable article on the market at a reasonable profit. Any person can wilfully misrepresent and denounce the wares of a competitor, and it certainly does not require an exceptionally high intelligence to cut prices. But the point to be remembered is, can you sell a good product at a higher price than perhaps a customer thought he should pay and convince the customer that he is getting good value? If you can do this you are developing a substantial business which will eventually become profitable.

We believe all cigar merchants are interested in cultivating the executive and selling faculties of their staff, and that it will pay them to direct special attention along these lines. Even a youth who is worth his salt has an ambition, and the way to make it a reality is for him to improve himself by every means possible, for he well knows that success really lies with him.

But the proprietor is his own master to a certain degree, and is naturally anxious to get the benefit of a young man's good work. It, therefore, behooves him to give to the young clerk as much good advice and training as he possibly can; help him to be able to sell to customers higher grade goods than they intended buying, or more goods than they thought of taking, for that will make him a salesman, not a cigar-shover. There are, no doubt, many who have succeeded along these lines, and we should like to know how they did it. Their experience would prove helpful to others, and some one else's experience would prove equally interesting to you.

Send your ideas and outline your methods to THE TOBACCO WORLD. Your interest will be repaid.

Proficiency of the Clerk

THE truly successful clerk finds it a pleasure and benefit to be proficient in many things. His position may be of such a nature that it will not be sufficient for him to be an average clerk, particularly if still young in the business.

Supposing you are a bright and ambitious young man employed in a retail cigar store, and animated by a sincere purpose to fill a higher position in the trade, you would then discover that it would have been worth your while to devote a little time in studying various subjects connected with the business.

It may become necessary for you to undertake to handle correspondence. Letter writing is an art which can be mastered if one sets about it in earnest.

It is a fact that the number of men in most lines of business today who can compose bright, concise, tactful, yet forceful and original business letters, is far smaller than most people imagine.

There are many business men whose letters lack brevity, and others whose letters are void of naturalness. Some men, whose powers of persuasion are strong when talking, seem to lose all their persuasiveness the moment they begin to compose a letter. A letter of one hundred words is far more likely to get attention and to make a strong and favorable impression, than a letter of three or four times that length; and the young man who devotes sufficient attention and study to the art of business correspondence will find that it is possible to condense a mighty strong letter into the compass of 150 words.

Any young man who makes himself an able letter writer has acquired an asset that will stand him in good stead throughout his business career.

Late Retail Bulletins

Raymond S. Davis, cigar dealer at 108 Bridge street, Catawissa, Pa., has sold his store to James T. Davies.

A new cigar store has been opened at Spring and Wall streets, Amsterdam, N. Y., by A. D. Anderson.

C. L. Hulett, of Troy, N. Y., has purchased the cigar store of Harlon Collins on E. Main street, Amsterdam, N. Y.

Richard L. Conway has opened a store for the sale of cigars, tobacco, etc., on Howard street, South Framingham, Mass.

H. L. Pitcher, engaged in the retail cigar business at Winooski, Vt., recently removed his stock to Burlington, Vt., closing up entirely at Winooski.

The Commercial Cigar Co., St. Louis, Mo., was incorporated on August 5th with a capital of $5000. The incorporators were Rosie Parnes, M. Klein and Samuel Lewis.

The cigar stand at the Park Hotel, Jacksonville, Fla., has been purchased by Miss Kate Bonnington, who was formerly a clerk at the stand in the Duval Hotel, that city.

Geo. M. Powers, cigar dealer at 3550 Montgomery road, Cincinnati, O., made an assignment recently for the benefit of creditors. Liabilities are placed at $1750 and assets at $900.

Howard G. Brown, retail tobacconist at Bristol, Conn., has filed a petition in bankruptcy. Liabilities are placed a $2,214.91 and assets of $3,300, consisting of stock valued at $1,000 and $175 in open account.

The store of Thomas Grant, at 1163 Main street, Bridgeport, Conn., was recently entered by burglars who carried away $27 in cash. The place was entered by means of a false key, and no clue to their identity has been revealed.

The National Smokers' Society was incorporated at Chicago, Ill., on August 9th, with a capital of $2,500, to manufacture and deal in tobacco. The incorporators were Raymond J. Cupler, Ella Graham and Nathan S. Schoenbrod.

The store of the J. S. Pinkussohn Cigar Company, at King and Market streets, Charleston, S. C., was recently entered by a burglar, who was caught in the act of robbing the store by local policemen, who found $45 in cash, $1.95 worth of cigarettes, a $6 pipe and two cigar lighters valued at $1 on his person.

The Ervin cigar store on E. Main street, near Walnut, Muncie, Ind., was recently sold to a new firm of retailers made up of Chas. Fowler, formerly connected with the St. John Cigar Company; Ambrose Golivar, a clerk at the Ascazar Cigar Store, and L. Thornburg, proprietor of the Braun Hotel cigar stand and the Interurban Cigar Store, all of Muncie.

Des Moines, Ia., Averts Cigarette Famine

TWELVE dealers of Des Moines, Ia., took advantage of the last day on which to pay the regular quarterly tax for handling cigarettes. When this little formality was overlooked until near the approach of the last day, some apprehension was felt lest there be a famine in cigarettes in that city.

The list of dealers who have renewed their cigarette licenses are as follows: C. C. Taft Cigar Co., five stores; Rex Cigar Co.; Norton & Fitzgerald; United Cigar Stores Co., two stores; F. E. Newman; Fish L. Ames, and R. R. O'Callahan.

The Piker and the Progressive

IN the vernacular of the street, there is a slang term used to designate one who trails and copies the methods of some one else. The term is rather forceful, more than elegant, and yet it is so expressive that it comes, perhaps, nearer the occasion than some more polite word. In sporting parlance men of this kind are called pikers, for they are the men who study others and imitate them.

There is some disposition now and then on the part of every one to do a little of this, no matter whether one is in literature, in business or gambling at the race track. Sometimes one is inclined to make a study of those around him, and the best way is to study the history, methods and general characteristics of those who have made good.

It logically follows that in a study of these things there will be more or less imitation. Even when we are engaged in active business and have developed a certain individuality of our own, we can still study others and assimilate their ideas with profit.

But the really progressive man does very little of this kind of thing. Rather, he takes his own initiative, originates things himself, and strives to become a leader and not a follower.

The right idea of studying others and their methods is not to copy them, but to gain a wider knowledge and start a train of new thought, out of which we should be able to develop new ideas that are improvements on the other fellow's methods.

It requires a little more genius to originate new ideas and follow individual methods of one's own, but it is this element of invention that marks the distinction between the piker and the truly progressive.

Testing Use of Slot Machines at Salt Lake City

CLAIMING that the use of slot machines in any way are contrary to the laws of Utah, representatives of the United Cigar Stores Co. have made a demand on the county authorities at Salt Lake that steps be taken at once to prosecute all cigar dealers and others who are operating slot machines.

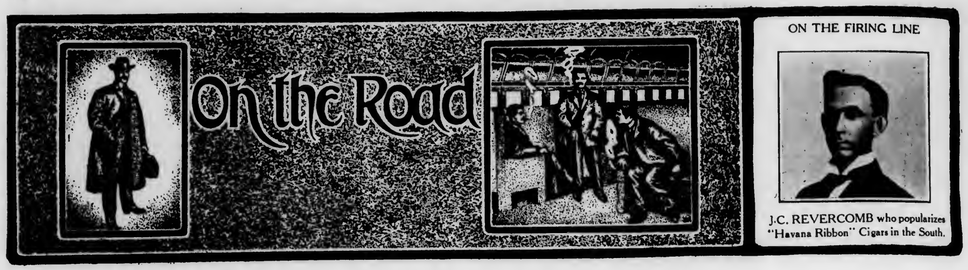
It is expected that a test case will be made to fully determine the status of the law, and the local manager of the United Co. has received instructions to cease operations of slot machines in the three stores which the company has in that city.

Henry Clay & Bock Show Profitable Year.

THE twenty-second annual report of the directors of the Henry Clay and Bock & Co., Ltd., Havana cigar manufacturers, was submitted to the shareholders at a meeting held at 111 Fifth avenue, New York City, on August 1st. The report showed a considerable improvement in the company's affairs over the year 1909. As against a loss of approximately $325,850 in 1909, the report revealed that the factories made a net profit for 1910 of about $160,208.

After paying the interest on the debenture bonds and reserving in the neighborhood of $45,125 on a plantation account, there is a surplus of $66,025, to which is to be added about $176,700 refunded to the company by the Havana Cigar & Tobacco Factories, Ltd.

The directors, including Percival S. Hill, Francis A. Wilson, Thomas A. Anderson and Charles H. Roberts, were re-elected, and Allie Sylvester was confirmed as a member of the board.



"Havana Ribbon" Salesman in Southern Territory

J. C. REVERCOMB, is the Southern representative for Bayuk Bros., with headquarters at Charlottesville, Va. Mr. Revercomb has had years of experience in the cigar business, and in June, 1909, took up the Southern territory on "Havana Ribbon" cigars. In an exceedingly short time he succeeded in establishing the goods among the best sellers in his territory. He is well and favorably known among the jobbers of the South for his honorable dealings. His continual success in sales is a fitting tribute to his popularity with the trade.

Sidney Cahan, representing E. Regensburg & Sons, arrived in Chicago last week, where he found a wholesome condition of trade for their "American" clear Havana cigars.

Chas. Baswitz, representing M. & L. Kaufman, of New York, stopped off at Chicago last week, en route from the Northwest to New York.

Ed. Marshall, Coast representative of Sig. C. Mayer & Co., was a visitor in Chicago last week.

Chas. T. Ellis, of the Nestor Gianaclis Co., Boston, makers of the "Nestor" cigarettes, was a visitor in New York last week.

Lee Heine, representing Kauffman Bros. & Bondy, New York pipe manufacturers, was showing a line of his firm's goods in Cincinnati last week.

S. W. Levine, representing the E. H. Gato Cigar Co., Key West, has been making the rounds of the trade in St. Louis lately.

R. L. Evans has lately joined the selling staff of M. Melachrino & Co., New York cigarette manufacturers, and will cover the State of Maine.

J. W. Hammond, of Los Angeles, has been in Denver, Col., recently, renewing much interest in the clear Havana product of Cuesta, Rey & Co., of Tampa.

Edward S. Trezevant, with Park & Tilford, New York cigar importers, last week visited the trade in Buffalo and vicinity.

Harry Marks, representing Geo. L. Storm & Co., of New York, reports having had a good business lately through New York State.

W. M. Harvey, with Arnold Tietig & Son, Cincinnati manufacturers, is now on the Coast and reports a good business from "Frisco."

Julius Riesenberger, representing Rosenthal Bros., New York, makers of the "R. B." cigars, reports a good sale of goods from Salt Lake City.

O. K. White, with the Compeer Cigar Co., of Indianapolis, now in the West, is meeting with satisfactory results in Salt Lake City and other points.

Perry Bland, with the Martinez Havana Co., has lately covered Indiana in company with representatives of their distributing house—Donahue & Eaton, at Indianapolis.

Chas. Jewell, representing Sig. C. Mayer & Co., of Philadelphia, has been very successful in placing the "Rey-Oma" brand in Indiana. This is a new ten-cent article.

I. I. Hess, representing A. Santaella & Co., has lately done much effective work in Seattle and vicinity on the "Optimo" clear Havana cigar.

I. D. Nelson, salesman with Schinasi Bros., New York cigarette manufacturers, arrived in Seattle last week.

Henry Housmann, Northwestern representative of the E. H. Gato Cigar Co., of Key West, just returned to his home in Portland after a visit to Puget Sound points.

W. A. Andruss, with the Surbrug Co., of New York, has been in Cleveland lately and captured some good sized orders for their product.

Leo Rosenthal, representing A. S. Valentine & Son, Philadelphia, was a trade visitor in Milwaukee last week.

O. R. Thompson, a "Saboroso" salesman, with Vetterlein Bros., of Philadelphia, rendered a good account of himself last week when he visited Milwaukee and vicinity.

Edgar B. Meyer, general representative, with E. G. Perez & Co., New York, Porto Rico cigar manufacturers, was in Los Angeles last week.

Joe Lovenstein, with the Cortez Cigar Co., is due in Louisville, Ky., this week.

L. Levy has been in Cincinnati lately showing a fine line of pipes from the factory of Wm. Demuth & Co., New York.

Frank Swick has been interesting a number of Boston tobacconists in the new package of cigarettes from the factory of Philip Morris & Co., New York, put up under the brand of "Unis."

Oscar Banghart, a representative of Heyman Bros. & Lowenstein, New York, recently returned from a trip to Europe and proceeded to the Adirondacks.

Sam Caro, representing Andres Diaz & Co., clear Havana cigar manufacturers, of New York, has returned to his post on the Pacific Coast, after spending some time at factory headquarters.

Wm. Hoffman, a salesman with Horn & Co., of San Francisco, is at present covering all the important mining towns of Nevada.

J. D. Waterman and Harry Welch, representatives of Boltz, Clymer & Co., San Francisco branch, have just completed a tour of the State with good results on the "El Palencia" and other brands of the house.

New Law to Protect Havana Cigars

Cuban Congress Considering Bill to Compel All Boxes to be Stamped

A BILL which has been pending in the Cuban Congress proposes provisions which are meant to protect the Havana cigar industry against unfair competition. The proposed law, as introduced by Representative Carero and sanctioned by the Committee on Agriculture, provides for the compulsory use of stamps on all cigars, cigarettes and tobacco manufactured for export, which shall be so marked to identify the goods as coming from Havana.

The Carero measure is said to have the endorsement of some of the leading cigar manufacturers who have suffered considerably of late from the loss of trade, due to the inroads of certain brands which claim to be imported.

Among the most important features of the law are the following:

Article I.—The Executive is authorized:

First: To invite the Government of the United States to amplify the Treaty of Reciprocity that exists between Cuba and that Government, on the basis of obtaining greater privileges for our products in exchange for concessions on certain American products.

Second: To invite same also to celebrate a Special Treaty to obtain the mutual protection of trade marks and patents.

Article II.—The Executive will print a certificate in the form of a stamp or "precinta" of national guarantee, in two sizes or measures, one of which to be applied to all packages or boxes of cigars or cut tobacco and the other to be applied to every package of cigarettes exported.

Article IV.—The stamps to be applied by the manufacturers and exporters in the following manner: When used on cigar boxes to be placed on the cover, lapping over the left side, to the bottom, or the front, and in the case of cigarette packages, as well as cut tobacco, on the visible part of such packing, in such manner that in any case whatsoever it becomes absolutely necessary to break the stamp in opening the package.

Article V.—The use of stamps or "precintas" will be compulsory in the case of every manufacturer of cigars, cigarettes and cut tobacco for export, within the confines of the Republic of Cuba.

Article VII.—The manufacturers that export cigars, cigarettes or cut tobacco and obtain stamps from the Fiscal Zone (which they must do) are obliged to remit a detailed monthly statement, rendering an account of the stamps acquired for cigars, cigarettes and packages of cut tobacco that were exported and were on hand from the previous month.

Article VIII.—The Fiscal Zone will carry a registry of stamps sold to the manufacturers during the month and investigate, according to statistics of exportation that are kept in the custom houses of every port in the Island, and by every means within its power, to verify the account rendered to which the foregoing paragraph refers.

Article IX.—Every manufacturer who infringes the law by extracting stamps, and not being able to justify their lawful use, will be punished. A fine of $500 for every 1000 stamps unduly used or six months' imprisonment will be imposed.

When the infringement is of a thousand stamps only, the matter will rest in the hands of the Correctional Judges of the corresponding districts, and in cases of more than 1000 stamps same will be elevated to the jurisdiction of the Instructional Judges, and not more than $1500 fine will be imposed, or a sentence of a year and a half imprisonment, or both penalties at one time.

Article X.—The cost value of these stamps to the manufacturer will be as follows: $2 per thousand stamps for cigar boxes and cut tobacco packages and $1 per thousand for those to be applied to cigarettes.

Article XI.—Fifty per cent. of the product derived from the sale of these stamps and the fines imposed for infringements will be devoted by the Government to the printing of the stamps and persecution of imitations, and the Executive is authorized to deliver the other fifty per cent. of the profits derived from same to the Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba, if the latter lends itself to the persecution of fraud in the manner that will hereafter be indicated by the Government.

Article XIV.—The Executive will forward fac-simile of these stamps to every country where the Republic has official representations, no matter of what category, with the object of exposing in their respective offices and in public places, and will dispose to pursue every falsification before the authorities of the place where they occur.

Article XV.—The Executive will order the Republic's Consular Agents or representatives in all foreign countries the dispositions of this law, so that the legitimacy of Cuban products can easily be distinguished from that which is not genuine.

A Great Gunst Corporation

ON August 2nd application was made to the Secretary of the State of California for articles of incorporation for the Moses A. Gunst Co., which is to take over the wholesale business and retail chain stores heretofore operated by M. A. Gunst & Co.

The new corporation has an authorized capital of $3,000,000, and the board of directors includes M. A. Gunst, Alfred I. Esberg, Milton H. Esberg, Morgan A. Gunst, Gustav Simon, Henry Esberg and Henry U. Brandenstein. Of these gentlemen all, with the exception of Henry Esberg, are residents of the Pacific Coast, and the last named, Henry U. Brandenstein, is known as one of the wealthiest importers of Oriental goods in California, and is a member of the firm of M. J. Brandenstein & Co.; Henry Esberg is a resident of New York City, and is the active factor in the Esberg-Gunst Co., in the East.

Inquiry at the headquarters of the Esberg-Gunst Co., at 1 West Forty-second street, in reference to the incorporation, lead to the statement that Henry Esberg was absent from New York for an extended stay, and that nothing further was known of the plans of the new corporation otherwise than press despatches disclosed.

M. A. Gunst & Co. were the first firm of manufacturers to establish a chain of retail stores along the Pacific Coast, their interests extending from Spokane to Los Angeles, and within a few years they have also reached out for the retail trade in Honolulu. They have been known for years as Pacific Coast distributors of the United Cigar Manufacturers' Co., and also of the Esberg-Gunst Co., of New York and Tampa; and it is to their efforts that the popularity of "Owl" five-cent cigars, "Robert Burns" ten-cent cigars and the "Van Dyck" clear Havana goods, have been so signally established on the Western Coast. At the present time M. A. Gunst & Co. have fifty-three retail stores, and the formation of this big, millionaire corporation would seem to indicate that they intend to branch out still more extensively.

Retail Organization on the Pacific Coast

NE. NELSON, who organized and is the presnt secretary of the Seattle Retail Cigar Dealers' Association, informs us that in the past sixty days similar organizations have been effected among the retail cigar dealers in Tacoma, Spokane, Walla Walla and Yakima, Wash., and that each organization starts off with an enthusiastic and large membership. The work is progressing steadily, and Mr. Nelson's time is entirely taken up in this direction.



I WAS talking to Secretary Grey of the New York Ball Club, last week, about the Bull Durham sign in the Polo Grounds, which yields a purse of $50.00 to any ball player who hits it with a batted ball; and I learned from him incidentally that as far as he knew, neither in the Polo Grounds or in the American League Park, New York, had any player rapped the big tobacco sign and secured the money.

This led to a little quiet investigation on the part of another scribe who was present, and he learned that there are 186 of the Bull Durham signs in as many ball grounds in the United States, and that the signs have been tapped by players 134 times, which amounts to $6,700.

During the present season the sacred bull has only been hit three times—twice in Boston, on July 3rd and July 4th, the first being by the "Mighty" Tris Speaker, and the second by "Doc" Gessler. Strange to say, only one other city in the country has a report coming in, and that was from St. Louis, when on July 9th, Cicotte, the Boston pitcher, rapped it for $50.00 more.

In addition to the hit of the sign, the Bull Durham people hand out five pounds of tobacco for every home run hit over the sign, and since this offer was made effective in all ball parks where the Bull Durham signs are located, 2440 home runs have been made, which lead to the expenditure of 10,980 pounds of tobacco.

The above figures will give you some interesting data on why most ball players carry a package of rice paper and a small package of Bull Durham for their "makings."

* * *

Did you ever notice the fascination which seems to surround the principle "From Maker to Consumer Direct"? I have several friends, who from the mere fact that they can see their cigars made before their eyes, swear by the goods despite their absolutely rank quality.

Directly opposite one of the most prominent clubs in New York City a little Cuban has rented a store, installed four cigar tables, put up the necessary wire screen demanded by law, slipped some loose tobacco in the window, and is now doing a thriving business and getting excellent prices on goods which, if they were retailed through the ordinary and legitimate channels, would not command one-half of the money which he receives for them.

I was steered into this Mecca for cigar connoisseurs a few days since and informed that I could obtain there the finest Havana perfecto for fifteen cents which the market afforded. My bargain-hunting friend stated that the manufacturer would positively not sell the goods below the fifteen cents apiece. He bought four, proffered me one and I lit it.

That is about as far as I was able to get. It was rank, badly made, poorly wrapped, and altogether would have been very expensive at five cents. My friend, however, was enjoying it, and so I managed to consume half before it was accidentally, on purpose, knocked out of my hand by a passerby.

Mr. Professional Grumbler reached home from Europe last week with another tale of woe. As soon as the steamer docked, without waiting to have his baggage examined, he jumped into a taxicab and gave the address of a well known firm of cigar handlers in New York City, with directions to the chauffeur to get there as quickly as possible.

I happened to be calling at the establishment when he arrived, and, as he bolted into the store, my friend, the clerk, said: "There is something doing here for Mr. Grumbler has a grouch." He strolled up to the counter, called for a particular brand of goods, lit one and a smile commenced to chase itself across his countenance. After a few puffs he turned around to the clerk and said: "Send up 500 of these to my home at once. I have not been comfortable for a week, because I have not had a cigar on the steamer which was fit to smoke."

It seems that Mr. Grumbler had been on an auto trip through France, and his trunks had gone astray—had been smashed in a railroad wreck. He had fed himself on unknown brands of goods until his temper and patience were exhausted, and the only thought he had, upon reaching New York, was to get to where he could obtain a smoker which was to his liking. He is a very able, brilliant man; but he must have cigars and he must have the cigars which suit his palate.

* * *

A Lynn (Mass.) physician says that pie in its various forms, including charlotte russe, may be a stimulant. A New England poet therefore exclaims:

"I was feeling rather jaded,
Somewhat limp, you know, and faded;
So I went into a bar
In the bailiwick of Lynn
And I asked for a cigar
From my customary bin.
But the clerk said, 'I advise you—
Do not let my words surprise you—
If you wish yourself to please,
You should sample one of these.'
First I thought that he was joking
And I murmured, 'What the deuce?'
'Break yourself,' said he, 'from smoking,
Here's a lovely Charlotte Russe!'"

This verse is followed by three others, recommending pumpkin, cocoanut, squash, cherry, huckleberry, and several others besides, as substitutes for booze and for tobacco.

* * *

One of George Ade's first jobs after leaving Purdue College in 1887, was that of writing testimonials to advertise a Tobacco Habit Cure. George had been earning $6.00 a week as a journalist, but found his tobacco medicine much more lucrative.

It was not a fake remedy and was guaranteed to cure the most persistent case if the tobacco user followed directions. The first direction was to discontinue the use of the tobacco and then take the tablets. This position paid $15 a week, but even this princely stipend lagged behind his living expenses. If George had continued to work in La Fayette, even with the cost of living as low as it was in those days, he would be today one of the most prominent bankrupts in the State.

THE ONLOOKER.

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EDITORIAL.

No Mercy for the Box-Stuffers.

There is no more contemptible fraud in the tobacco trade than the box-stuffer—that crooked dealer who plys the dark trade of substituting cheap cigars in the boxes of well-known brands and sells them to his trade as the real articles.

The box-stuffer is not only defrauding his customers, who, if they have any sense, will eventually find out, but he is also defying the Government laws. How he imagines that he can escape detection is difficult to surmise.

The evil of box-stuffing is an old one, and has probably existed ever since cigars have been sold in this country; but it has been noticeable lately that in some towns where the demand has grown for certain brands that some dealers have been particularly obnoxious in their substitutions.

Now that the Government has started a crusade on this practice it is up to the manufacturers to co-operate with the revenue men, give them every bit of evidence they can gather and stand back of them until some of the guilty ones have been put away, and a severe lesson has been taught other dealers who have been flirting with the same swindle.

The penalty of one to three years' imprisonment and a fine ranging from $100 to $500 is severe enough to make the box-stuffer wary of attempting the fraud, once he learns that the Government intends to enforce the law.

Regulating the Fool Smoker.

If the Non-Smokers' Protective League of America, which asked for a charter at Albany, August 2, imagines that they will excite the ire or antipathy of sensible smokers of pipes, cigars or cigarettes they are very much mistaken; *i. e.*, there will be no objection whatever to such a corporation which shall protect the public by sensible and rational methods.

It is stated that this league would attempt to encourage and insist on the enforcement of laws, ordinances and regulations restricting smoking.

Here again the Non-Smokers are likely to have a great deal of co-operation of the great majority of men behind the pipe, the cigar and the cigarette.

Speaking for THE WORLD we have no hesitation in saying that wholesome laws concerning public smoking are timely. Smoking sometimes means the distribution of accidents by fire, and the fool is not unknown whose match or cigarette has caused disastrous fires, and consequently loss of property.

Fools, dudes and idiots who light matches in the lobbies of fashionable theatres while the audience is dispersing should be kicked out by the police. Far better a fool smoker well trounced than a half dozen women on fire.

We have often protested against the man with the burning cigar in street cars, subways and closed vehicles of any kind used by women. A smoker of this type is an invariable nuisance.

Smoking in offices should be carried on with due regard to the niceties of the place and the feelings of those in the office who do not care to live in an atmosphere saturated with the funk of tobacco.

It is a pity that so seductive and delightful a solace as tobacco is known to be should be made obnoxious by its friends. If smokers were more thoughtful of the time, place and the quality of their tobacco, life might be quite worth the living, if indeed it did not become one grand, sweet song.

Why Put Ban on Women Cigar Clerks?

That was the unkindest cut of them all which the Denver police handed to the lady cigar clerks of that city.

Of all States in the Union, Colorado should be expected to be the last to deny women equal rights. In that State the women have been enjoying suffrage rights for more than two decades. They have been marching up to the polls and depositing their little ballots just like men. Now the Denver police have ordered all women, whether they be employees or proprietors, having stands in any way connected with pool rooms, billiard halls, cafes or saloons, to vacate at once and give way to trousered successors.

More than forty women affected by this edict have become quite peevish and threatened to appeal to the courts for protection.

It seems incongruous that the State which gives women suffrage rights should deny them the right to work where they please, as long as the work be honorable. We have noticed that the number of women behind cigar counters has been increasing very much of late, especially in the West and Middle West. As a rule, women cigar clerks are courteous, efficient, and add much to the refinement of cigar stores.

Of course, their presence in cigar stores attached to saloons and other places frequented exclusively by men may not always inspire to their morals, but we cannot see that if the cigar stands are run on a strictly business basis by women who attend exclusively to their own affairs, why they should be barred from earning a livelihood in this manner.

If the good women of Denver should appeal from the police decision, we have good reason to believe that they will win out.



Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Mr. Cardenas Touring With Mr. Echemnendia

FERNANDO CARDENAS, of the firm of Fernando Cardenas & Co., who recently acquired the Castaneda factory in Havana, reached New York on August 2nd, and in company with Dave Echemendia, their American sales agent, at once started out visiting the leading trade in the city.

Mr. Cardenas is an indefatigable worker, and, during the week in which he stayed in New York he managed to land some firms who were on the almost impossible list. The two gentlemen left New York on Monday, August 7th, for an extended trip through Buffalo, Montreal, Cleveland and Chicago, and will return to New York about the 20th.

A. T. Co. Dividend Delayed

ON August 2nd, the directors of the American Tobacco Company announced a resolution that the regular dividend on the common stock of the company should be passed until reorganization has been effected. A letter from the secretary of the corporation was mailed to each stockholder, explaining the directors' attitude in the matter, and stating that they would consider it improper, although the company had earned its regular dividend, to declare it at this time, until the courts had turned the definite plans for the future of the company's affairs.

Mr. Pantin Summering in New York

LESLIE PANTIN, probably the most important handler in Havana of goods for the United States, has been in New York for the past month, registered with his family at the Ritz-Carlton Hotel. A few days since Mr. Pantin leased a cottage out in the country, and he will remain there until the cool weather starts in, when he expects to return to Havana. It is rumored that he will act as distributing agent for another important brand of Havana goods, in addition to those which he already controls for the United States.

Porto Rico House to Have New Factory

THE Porto Rican cigar manufacturing firm of Pavon Alvarez & Co. will occupy a new factory at Ciales, P. R., as soon as it is ready for occupancy. It is to be completed early in October, and will give the firm needed additional facilities for increasing their output, and keep it up to the requirements of a growing demand for their goods.

Since the introduction of the Pavon Alvarez & Co. line, the goods have gained steadily in popularity and are now on sale throughout the United States.

Syracuse Firm May Open New York Factory

JUSTIN SEUBERT, Inc., widely known manufacturers of Syracuse, N. Y., have had some trouble with labor union officials, and threaten to bring the factory to New York City altogether and permanently, unless he can induce the union officials to look at things with saneness and reason. Mr. Seubert has grown tired of the petty annoyances to which his business has been several times subjected by officials of the cigarmakers' union.

Until the advent of labor agitators Mr. Seubert, who is one of the oldest, as well as one of the most successful cigar manufacturers in New York, never had any difficulty with his workmen, but was always held in the highest esteem. It has not been definitely decided to remove the factory to this city, but several locations are being held under consideration, so that should this action become necessary, a transfer could be made in a short time.

L. N. Alvarez Visiting New York

L. N. ALVAREZ, the senior member of Alvarez & Garcia, Porto Rico cigar manufacturers, arrived in New York last week, and upon his return will be accompanied by Mr. Garcia of the firm, who will make an inspecting tour of the company's property on the Island.

Concerning the Alvarez & Garcia business, Mr. Alvarez said there was every indication of a record year for them. Their factory is working in full operation, and there was every prospect of a satisfactory year. The Porto Rico tobacco crop was also very satisfactory, he said.

Leaf Inspectors Issue Sampling Notice

F. C. LINDE, HAMILTON & CO., one of the most prominent inspection storage houses of this city, are issuing a notice to the trade that in conformity with the rules for sampling cigar leaf tobacco, they will observe the general rules in sampling the 1910 crop, which will be as follows: Connecticut, Massachusetts, Pennsylvania, September 1, 1911; New York and Wisconsin, September 10th; Ohio, Little Dutch, September 1st; Ohio, Natural Sweated Zimmer Spanish, September 15, 1911.

Joseph Simon has rounded out his first six months as the sales agent for S. and F. Fleitas, of Key West, and has accomplished in that time more than he ever expected in the introduction of the sterling old Key West factory goods. Mr. Simon has made quite a hit with his goods by getting them in on the Lackawanna Railroad, and he has received a number of fine duplicate orders from this source. His headquarters are at Room 441 Marbridge Building, New York City.

Late New York Notes

Emil Abraham, the energetic salesman for the American-West Indies Co., 138 Pearl street, New York, has taken full charge of the Philadelphia, Washington and Baltimore territory. He has the best wishes from his friends for a big success, which they know he will have. He is known as a "Booster" for his firm and a "Booster" for his cigar, and makes friends wherever he goes. His leader is the "La Turina" cigar.

N. E. Marcoglou, the Turkish cigarette maker, at 13½ Oliver street, New York City, has been enjoying an excellent trade on his special brands of Turkish cigarettes, and has been doing particularly well with his "Kemall" goods. These cigarettes have found much favor among the clubs and restaurant trade, of which Mr. Marcoglou makes a specialty. He is preparing shortly to put a new brand of popular priced cigarettes on the market.

Jackson H. Kelley, the able representative of Salomon Brothers & Stern, has about concluded his summer rest in New York, and is just taking the road for an extended trip, which will carry him as far West as Kansas City. "Jack" actually believes in "Aploma," and he has made hundreds of dealers incline in the same direction.

George T. Frawley is one of the bunch of enthusiastic cigar men who can be found nearly every night at the Elks Club in New York City. Mr. Frawley represents Francis H. Leggett & Co., and has pushed their "La Demanda" and other brands with marked success.

Jose M. Diaz, of Bustillo Bros. & Diaz, clear Havana manufacturers, 58 Warren street, is spending the summer months on a business trip along the Pacific Coast and is at present in San Francisco. He is expected to return to New York in September.

The Universal Cigar Vending Company, with a capital of $10,000, is a new enterprise just organized in New York, by F. A. Jenkins, Joseph Mooney and Frank Calahan. The company will manufacture vending machines for selling cigars.

The annual election of the board of trustees of the Mrs. G. B. Miller & Co., tobacco manufacturers, will be held at the office of the company, No. 97 Columbia street, New York, on Monday, August 21st.

The Simmons Tobacco Co. has been incorporated with a capital of $50,000 for the purpose of dealing in tobacco. Among the incorporators are A. S. Spiers, W. H. Simmons and James E. Bennett.

A regular quarterly dividend of 1¾ per cent. has been declared on the preferred stock of the United Cigar Manufacturer's Company, payable on September 1st, to stockholders of record on August 25th.

The L. W. Coon stand, at 29 Whitehall street, was recently taken over by Harry A. Beltz, who now operates a store at Canal and Broadway, having secured a seven years' lease on the premises.

J. H. O'Neil, General manager of the United Stores, was in Philadelphia and Atlantic City for a week.

E. H. Gato, Sr., head of the E. H. Gato Cigar Co., sailed for Havana on Saturday last, accompanied by his family, who had spent a week or more in and about New York.

Charles Rockel, of Rockel Bros. & Co., St. Louis, Mo., leaf dealers, has been among the intersted visitors in the leaf market during the last week.

Charles Semon, of Charles Semon & Sons, Cleveland, leaf dealers, was among the recent visitors in the leaf market here.

D. Frankel, of Frankel, Gerdts & Co., widely known San Francisco manufacturers, after spending a few days in New York sailed for Cuba on Saturday, August 12.

Isaac Meyers & Co. have been among the busiest houses on Water street during the past week, showing samples of their new Connecticut broad leaf tobaccos.

Paul Hirschhorn, of the United Cigar Manufacturers Co., is at present on a tour through Wisconsin, making an inspection of their leaf holdings.

Don Antonio J. Rivero, head of the Por Larranaga factory, of Havana, together with his family, has been occupying a beautiful summer cottage at Stamford, Conn., foregoing this year his usual trip to Europe.

Bishop & Babcock Succeeded by "B-B-B" Co.

The Bishop & Babcock Co., makers of Opal Onyx Humigars, with general offices at 525 Garfield Building, Cleveland, and branches throughout the United States, has been succeeded by the Bishop-Babcock-Becker Co.



Henry Fraiser & Co. (Boston) Pippin Advertising in New England Papers.

TAMPA TIPS

TAMPA, FLA., August 11.

THE State Board of Pardons in special session at Tallahassee, Wednesday afternoon, handed down a decision granting pardon to José de la Campa, Britt Russell and Joe F. Bartlum, the three convicted strike leaders who have been serving their sentence of one year in prison at hard labor. The pardon goes into effect on September 1st, but on account of the serious illness of the wife of J. F. Bartlum, he was allowed to leave the convict camp immediately.

In the case of José de la Campa, the pardon is conditional upon his leaving the United States within ten days after the pardon becomes effective, not to return for a period of at least six years. The other two are allowed to remain in the States upon good behavior. All three have served some six months in jail and about seven weeks at hard labor.

It is understood that José de la Campa will return to his native home in Cuba, where it appears his father is a man of considerable wealth and position. In an interview with the representative of a local paper today Bartlum stated that he would probably go elsewhere to make his home.

Tampa cigar manufacturers who have been in Cuba buying tobacco state that while the tobacco crop on the Island this year is of the finest quality, the filler crop is short and prices will be higher as a result than for many years past. Manufacturers will not make much on their product this year, but the quality will be such as to add to the enviable reputation of Tampa cigarmakers.

Enrique Pendas, of Y. Pendas & Alvarez, is spending some time in Havana at present for the purpose of superintending the opening of a large warehouse which has been secured for his firm. The Pendas factory in Tampa is achieving its record in the matter of cigar production, the output being between 75,000 and 80,000 cigars per day, while the New York factory of the concern is working to its fullest capacity.

The grounds of the Esberg-Gunst factory are being beautified by a landscape gardener, and the plans for improvement of the lawn and ground of the factory include a greenhouse, shrubbery and flowers. Across the front lawn of the factory grounds is being grown in letters formed by flowers the name of the leading brand of the factory, "Van Dyck."

Cigar manufacturers along the proposed route of entrance of the new Atlantic, Okeechobee and Gulf Railroad during the past week made a determined fight to prevent the city granting a franchise to the road along Second avenue, claiming that the smoke from the engines would work serious damage to their business. When the matter came up at the meeting of the City Council, Tuesday night, Attorney C. C. Whitaker, one of the leading lawyers of the city, appeared before the meeting in behalf of the Tampa Box Factory, Esberg-Gunst Company, W. C. Clarkson and other manufacturers, in opposition to granting a franchise along Second avenue, on which the factories of these makers are located. The management of the Tampa Box Factory claims that the smoke and soot from the engines will seriously affect the pasting and printing department of his concern, which faces directly on the track. The attorney for the cigar manufacturers informed the Council that the building of the track would be fought with injunctions should the franchise be granted. The Council granted the franchise by a unanimous vote along the objected route.

F. R. Diaz, of the firm of V. Guerra & Diaz, has gone to Cuba, where he will spend several weeks investigating the crop conditions and the market in the island.

After an illness of some weeks, Eli Witt, a well-known cigar dealer, has sufficiently recovered to attend to business matters and visit his office.

Accompanied by his wife, José G. Ramirez left, Friday, for a trip of several weeks to New York.

The cigar manufacturing field in Tampa presents a scene of activity, both in the output of cigars and in the preparations for more extensive manufacture, that has not been equaled since the establishment of the industry here, and it is stated by conservative persons well acquainted with the situation in Tampa, that before the end of the year several new factories will be erected here.

Recent changes of interest in the cigar field include the withdrawal by P. San Martin from the firm of P. San Martin & Co., for the purpose of forming a new company with Jeorge Leon, of Havana. The firm is capitalized at $100,000 and has purchased the factory formerly occupied by Manrara Bros. Company, at the corner of Twentieth street and Ninth avenue. The brands to be made by this company include the following: "El Brische," "La Pedida," "Flor de San Martin y Leon." The company will begin operations in about three weeks.

Mr. San Martin is one of the best known manufacturers in Tampa, and Mr. Leon owns extensive interests in plantations in Cuba.

MACBRYDE.

Tampa's Newest Enterprise

A FEW days ago Tampa added another important factory to its already large list, and F. Bolano & Co. will begin operations there as soon as their factory can be suitably equipped.

F. Bolano & Co. is a Chicago corporation, capitalized at $100,000. The principals were Adolph Seckbach, F. Bolano and M. S. Greenbaum. Messrs. Bolano and Seckbach were formerly identified with A. Santaella & Co., and Mr. Greenbaum has also for some years been engaged in the clear Havana business. The manufacturing department will be in charge of Mr. Bolano, while Mr. Seckbach will, no doubt, continue to visit the trade as heretofore.

The new firm has secured the factory in West Tampa formerly occupied by José Silva & Co. Mr. Seckbach is now in Cuba making purchases for the company, while Mr. Bolano is in Tampa perfecting the arrangements of the company in the city. Later, Bolano & Co. will build a large factory of their own.

MACBRYDE.

The Editor's Letter-Box

CINCINNATI, Aug. 12, 1911.

Editor THE TOBACCO WORLD.

For some time past we have been greatly annoyed by worms and beetles getting into tobacco and have tried without success several ways of exterminating the pests. Can you make any suggestions that may be helpful?

Yours respectfully,

THE PETER IROLD COMPANY.

PITTSBURGH, PA., Aug. 11, 1911.

Editor THE TOBACCO WORLD.

Dear Sir: Can you inform me where I can buy some kind of an exterminator for tobacco beetle or worms? Thanking you in advance I am

Yours respectfully,

S. DICKLER.

Dickler's Quality Shop.

Answer: Referred to Secretary of Agriculture, Washington, D. C.

Milwaukee Has Fair Business

Important Changes in Leaseholds Pending---Featuring Smoking Pipes.

MILWAUKEE, August 11, 1911.

BUSINESS among the local retailers continues fairly good, no complaints being heard.

Steve Surman Co. are enjoying good business on all lines, and at the present time are boosting high grade smoking tobacco and "BBB" pipes with a window display. The "Surmont" cigar is also being featured. Ralph Wettstein has reported back for duty after having been laid up by an accident, which occurred about three and a half weeks ago. Mr. Surman took to his bed on Sunday night and is reported very ill with pneumonia.

Pollock-Crombie Co. are enjoying a nice business on all lines carried by them. They are at present making an attractive window display of "José Vila" and a few other popular brands.

Fay Lewis & Bro. Co. are doing a nice business, both in the retail and wholesale departments. Their new pipe line has not yet arrived, but is expected daily. Prospects for a good business on the new line are bright. Edward Koch, who has had the management of the Fifth and Grand avenue store, has purchased the interest of John H. Hartman, in the firm of Phelps & Hartman, on West State street, Rockford, Ill. Leonard Baker, at one time with Leo Abraham, and later with Steve Surman, has taken Mr. Koch's place at the Fifth street store.

Allanson's, in the Plankinton House block, continues to do a good business. At the present time "Aida" cigars are being featured with an attractive window display. It has been definitely announced that Charles Somers will begin the erection of new buildings on this property on May 1, 1912. All tenants have been notified that their leases will expire on that date.

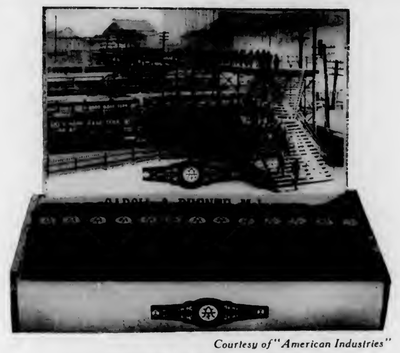
Considerable interest developed with the cancellation of leases, as to what arrangement would be made with the Spiegel Drug Co., who still have four years' time on the lease of the premises which they occupy, but Mr. Spiegel was very enthusiastic over the prospects of a new building, and remarked that the sooner it was built the better pleased he would be. The announcement was made yesterday that the first building to be built would be the new twelve-story hotel, which is to be located on the Second street corner. While no new leases have as yet been signed, it is understood that the present tenants will have first choice. It is more than likely that Allanson will take advantage of this fact, and will secure space in the new buildings.

Leo Abraham & Co. are enjoying a good business at all stores, and also in the wholesale department. The "El Werth" is being featured with a large window display at the Third and Grand avenue store. Pipes continue to be the attraction at the Caswell Building store. New equipment has been added to the pipe repair department in the latter store, making this the biggest in the city. This department is conducted by Otto Krahm, who has had considerable experience, having formerly been associated with his father, who operated a pipe store on Third street, which we understand will now be discontinued.

Peckarsky Bros. are now located in their new store on Wells street near Third. The new location gives them additional space, besides being well located. The firm are enjoying a very good business on all lines jobbed by them, and prospects continue good.

John Hoffman & Sons Co., wholesale grocers and cigar jobbers, will build an additional story to their five-story warehouse and office building, at East Water and Buffalo streets, at a cost of about $25,000.

Lewis Kindling, maker of the "Al Carcar" and other brands, lost a large and valuable diamond in Chicago a short time ago, presumably at the hands of clever pickpockets.



Courtesy of "American Industries"

CIGARS USED AS SAFETY PREMIUMS.

Cigars as a Safety Premium

THE muckrakers of the United States have on several occasions drawn vivid attention to the "harvest of death," so-called, resulting from accidents in our great iron and steel plants in the United States; but nowhere have we ever seen the proper credit given to the management of these companies for their efforts to instil in the minds of foremen and workmen the necessary caution which would go far toward preventing nine-tenths of the fatal accidents.

We have read, from time to time, that in the Illinois Steel Co. plant particularly, in Chicago, no provision whatever is made to introduce the ordinary safeguards for the lives and limbs of the workmen employed. We recall one publication which printed a list of undertakers who had moved directly across the street from one of the entrances of the Illinois Steel Co. so that they could be on hand when it was necessary to handle the dead.

Any sane person knows that the manufacture of steel and iron involves a tremendous risk, and it should also be borne in mind that no class of labor in the world is paid anything like the amount of money that iron and steel workers command—due in a great part to their dangerous avocation.

We have much pleasure in producing herewith an illustration of one of the minor methods employed by the great Illinois Steel Co. to bring directly to the attention of their foremen and workmen the absolute necessity for the utmost caution at all times. The firm distribute, periodically, boxes of "Garcia" Havana cigars to foremen and the various workmen in the department, who create the best records for keeping down accidents. These goods are specially made for the company, and the label of the box shows a reproduction of the great plant, and incidentally suggests to the mind of the smoker every time he reaches for a cigar the reason why he is able to enjoy the same.

The great corporations of the United States have special safety commissions, and it can be said authoritatively that no expenditure, however large, has ever been vetoed by any finance committee, which tended toward the bettr protection of the workmen in the plant.

Albert Miller sold his cigar business at Bayfield, Wis., to Elmer Barningham.

A new cigar factory has been opened at Baraboo, Wis., by Bart Krotz.

William Kerr will open a new cigar factory at Lancaster, Wis.

KROMPASS.

PHILADELPHIA.



Philadelphia Jobbers Conferring on Prices.

AN informal meeting of the cigar and tobacco jobbers in Philadelphia was held on Tuesday evening last, to discuss ways and means of adopting and maintaining a uniform scale of prices on standard tobacco and cigarette products. About twenty-five invitations had been extended and the meeting was attended by all but three or four, one jobbing house having been overlooked. Prominent among the absentees were H. D. Narrigan, Charles A. Krull and E. Cohn & Son.

The discussions which ensued were animated, and one jobbing house is reported to have remarked that they proposed to sell their goods at whatever prices they saw fit. This naturally proved a boomerang and a committee of three was appointed to visit the absentees and the dissenter with a view to bringing about unanimous action.

This committee consisted of Nelson Eberbach, of A. B. Cunningham & Co.; Frank Kuhn, of F. Kuhn & Bro., and Robert B. Gilbert, of Chas. Gross & Co. The committee is now actively at work and it is stated that they are meeting with considerable encouragement.

Several jobbing houses who have been cutting prices to meet the figures alleged to have been made by competitors, have agreed to sustain a uniform scale, provided no underhanded work is discovered.

Fear seems to be entertained by some jobbers that all are not acting in sincerity, and that the movement is but a ruse to afford some houses an opportunity of quoting inside prices and probably catching some of their competitor's trade. The prices which are sought to be agreed upon, are the same as had been generally in vogue until recently.

"44" Cigar Company Plans Extension.

THE 44 Cigar Company finds itself hard pressed for a larger output of its products, particularly on the "44" and "Adlon" cigars. In order to relieve this pressure, President Lipschutz of this company is casting his eyes about for a suitable location in which to open an additional factory. He has several places under consideration, but is not yet prepared to announce his decision.

They state that they will require facilities for at least 250 more cigarmakers, and the matter of obtaining sufficient hands is not an easy proposition.

O. L. Myers has returned from a very successful trip through the Middle West, where he spent several weeks. A proposition was received by the 44 Cigar Company not long ago for 1,500,000 cigars per month. The order would include certain quantities of "44," "Adlon" and other special brands of the house.

Vacation Season at Sheip & Vandegrift.

ASA W. VANDEGRIFT, president of Sheip & Vandegrift, Inc., one of the largest cigar box and lumber concerns in this city, will leave next week on a well earned vacation. F. W. Hudtwalcker, secretary and treasurer of the corporation, will return at the end of this week from a vacation spent at Ocean City, N. J. George Hesmerle, representing the firm, is spending a little "time off" in visits through Pennsylvania.

Referring to trade they said that business had been averagingly good all summer and that they expected a noticeable increase by the middle of September. They have been particularly busy in the novelty department where they make the patented "Music Master" wooden horns, which are used extensively on talking machines.

Increasing Sales of "Bella Mundo" Cigars.

MORRIS D. NEUMAN, of the Neuman-Mayer Company, who is one of Philadelphia's best known cigar salesman, has not found it necessary to leave the factory since last spring. Orders have been coming in in increasing numbers, and volume and output of the factory during this year is far ahead of the corresponding period of 1910. He contemplates making another visit among his old friends in the jobbing trade sometime in October. The "Bella Mundo" five-cent cigars, which are being more strongly featured than ever before, are having an extensive sale in the West and Pacific Coast.

Demand for "Havana Ribbons" in the West.

SEVERAL important new accounts have recently been opened on "Havana Ribbon" cigars in the West by Bert Thomson, representing Bayuk Bros., the manufacturers. The Mahoney Cigar Company, Kansas City, Mo., and the Erhardt, Mueller & Co., of Springfield, Ill., are among the latest jobbing houses who have taken up the "Havana Ribbon" cigar. Both of these houses are very enthusiastic on "Havana Ribbon" cigars and extensive trade is expected.

Rigby Visiting Factory Headquarters.

J. A. RIGBY, of Mansfield, Ohio, vice-president of the Theobald & Oppenheimer Co., has been visiting headquarters here during the last week. He reports an increasing trade on the T. & O. products through Ohio, where the goods are being supplied through the jobbing house of J. A. Rigby Cigar Co. Several of the factory representatives were also recent visitors, and C. H. Knubel is expected to come on shortly from San Francisco.

Quaker City Items

Chas. J. Waxelbaum, a New York Sumatra importer, was a recent visitor in this city.

Henry Hilbronner, of Hilbronner & Jacobs, is preparing for another early trip among the jobbing trade of that house.

Marcus Feeder, of the Feeder Cigar Company, Cleveland, Ohio, was a recent visitor in this city.

E. A. Calves, of E. A. Calves & Co., Havana importers, is spending the month of August at Kennebunkport, Maine.

H. D. Moulsdale, general representative of the Sanchez & Haya factory, is enjoying a vacation at the Hotel Traymore, Atlantic City.

E. L. Nissly, of E. L. Nissly & Sons, leaf packers, at Florin, Pa., accompanied by his son Roy, were in this market last week.

Joseph Way, the prominent chain store operator, is an ardent admirer of Wm. S. Vare for the mayoralty, and is taking a very active part in the Vare campaign.

The cigar and tobacco jobbing business of L. Petrowsky, at Fourth and Pine streets, was recently taken by L. Brown, of 4046 Market street.

The "Optimo" line of clear Havana goods made by A. Santaella & Co., was shown to the trade here recently by Victor Lopez. Mr. Lopez was formerly the head of Trujillo & Co.

William D. Duncan, of Terry & Duncan, Tenth and Chestnut, has just returned from a very successful trip to Atlantic City, Ocean City and other seashore resorts, where he was featuring the Sanchez & Haya products.

Sam Jacobs, of Hilbronner & Jacobs, who has been mixing some business with pleasure on a trip through the West, has just returned after a five weeks' stay.

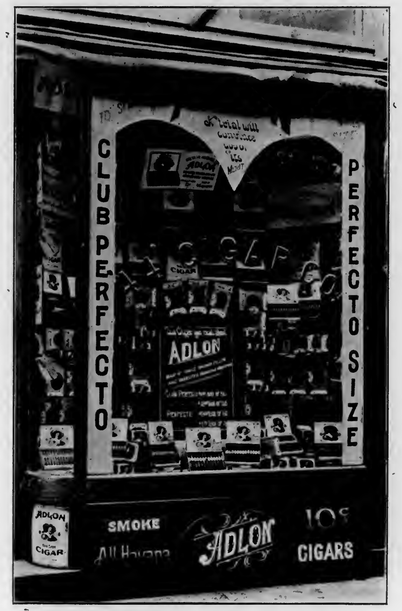
The "Savarona" cigars in several sizes are now being featured in the cigar department of Evans's drug store. It is a new line for the Evans store, but is already proving its popularity.

C. S. Snyder, of the Kohler-Snyder Cigar Co., at Yoe, Pa., spent several days in Philadelphia last week in company with C. B. Bowen. While here he took a short run to Atlantic City and also saw a ball game.

Jesse Groves can now be found behind the counters of the Tuck Cigar Store, No. 12 Market street. Mr. Groves recently became a member of the firm when it was incorporated, and is already actively at work.

Sig. C. Mayer, of Sig. C. Mayer & Co., has just completed another trip among some of his largest jobbers and reports having found encouraging conditions and increasing orders for their "El Wadora" and other brands.

There is an unabating demand for the "Masterpiece" cigar made by Jeitles & Blumenthal, Ltd., from all parts of the country. This, together with the large sale of their "Flor de Jeitles," is keeping their factories in active operation to meet the demand.



"Adlon" Display at Retail Store "44" Cigar Co., Philadelphia

Richmond Jobbers Visiting Philadelphia.

W. B. ELAM, president and treasurer, and F. L. Butler, vice-president of the W. B. Elam Company, Inc., cigar and tobacco jobbers, of Richmond, Va., were visitors in Philadelphia last week as guests of Henry Hilbronner, of Hilbronner & Jacobs. They also spent several days at Atlantic City and thoroughly enjoyed every minute of their time here.

J. Durban Acker, cigar manager for the Finley Acker & Co. store at Twelfth and Chestnut streets, reports a good summer business, and while the volume of business does not, of course, compare with the fall or winter trade, box sales have been of consistent merit and no cause for complaint exists.

A new brand which the Acker stores have recently taken over is the "La Belle Sultana," a ten-cent perfecto, Philadelphia-made, Havana cigar, the product of the I. M. Hernandez factory, 1714 Columbia avenue, which is giving very good satisfaction to consumers.

W. B. Stewart, of John Steigerwald & Co., met with a serious accident on Thursday last, on being thrown from his carriage when the horse he was driving became suddenly frightened. He is still confined to his home under care of his physician. It is stated at his office that the tendons of his left leg were severely sprained and that it may be some weeks before he will be able to go about.

John Clymer Boltz, superintendent of the Boltz, Clymer & Co. factory at Tampa, was in Philadelphia last week conferring with his father, John H. Boltz. Mr. Boltz reports that things are progressing smoothly and very satisfactorily at the Tampa factory, and that the quality of the "Palencia" is at the top notch. He will return to Tampa this week.

all that's new with JOBBERS and DISTRIBUTORS

The John Hoffman & Sons Co., Milwaukee, are enlarging their warehouse by the erection of an additional store, which will increase their floor space more than 120,000 feet. This house recently took on the "Havana Sticks" brand of nickel cigars made by Eitel & Cassebohm Co., of Louisville, Ky., and a splendid sale is resulting. One of their salesmen is reputed to have sold 59,000 "Havana Sticks" cigars in the vicinity of Fond Du Lac, Wisconsin, in a comparatively short time.

Dave Frohlichstein, cigar department manager of Smith Bros. Co., has been extremely busy ever since his return from a trip to New York early this month. Several additional salesmen have been employed and a strong campaign is soon to be inaugurated on "Lovera" Havana cigars of José Lovera Co., and the "Charter" brand made by E. M. Schwarz & Co., New York and distributed by this house in New Orleans.

The Knell & Prengel Co., of Milwaukee, have increased their sales force by the acquisition of I. Rodger Houtkamp, who was formerly a K. & P. representative. Fine headway is reported by the house on the "Tirador," "La Flor De Valentine" and "Betsy Ross" products of A. S. Valentine & Son, Philadelphia.

Woodward, Jones & Johnson, Los Angeles, are making a fine record in the distribution of the "Reynaldo" brand of Luckett, Luchs & Lipscomb, Philadelphia. They have been handling this line for about a year, and in that time have placed them with the trade in large quantities.

The Western branches of the Wm. A. Stickney Cigar Co., located at Kansas City, Salt Lake City and Denver, are being visited by S. G. Stickney, of that house. This firm is having a big run on the "Tungsten" five-cent cigar, made by Jeitles & Blumenthal, Ltd., Philadelphia.

Oscar Rosenberger, of the San Telmo Cigar Manufacturing Company, Detroit, recently visited Indianapolis, after returning from a tour of the West. He was well received by the Daniel Stewart Co., who are large distributors of "Pastora" and other San Telmo brands.

The Ruhstrat-Crowley Co., Chicago distributors of the "Don Antonio" clear Havana cigars of H. Anton Bock & Co., of New York, report a steady increase in the volume of sales on these goods. They have lately introduced a package known as the "Tony" size. All of the fancy and high priced sizes are selling well.

Leo Abraham & Co., of Milwaukee, are making a strong push on the "El Werth" cigar of Wertheimer Bros., Baltimore.

Hemenway & Moser, of Salt Lake, who are featuring the "Henry the Fourth" clear Havana cigars, recently had a pleasant call from José M. Diaz, of Bustillo Bros. & Diaz. Mr. Diaz was joined by Arthur Meyer, who accompanied him to the Coast.

A good business is reported by Wallace & Schwartz, cigar jobbers, at 1411 West Sixth street, Cleveland, on the "José Vila" clear Havana cigars, made by Berriman Bros., and "Tom Keene," a nickel product from the factory of Bondy & Lederer, of New York.

The Chas. P. Stanley Cigar Co., of St. Louis, recently secured the services of J. Ben Wulfkuehler to take charge of their new store at North Seventh and Chestnut streets. Mr. Wulfkuehler was formerly a salesman with T. Wright & Co., of St. Louis, Mo.

The Barthels Cigar Co., of Indianapolis, recently were paid a flying visit by John H. Boltz, of Boltz, Clymer & Co., Philadelphia. They were able to give him a very pleasing account of fine sales on the "Palencia" clear Havana cigar, of which they are the distributors.

A. B. Adair, one of the heads of the Best & Russell Co., of Memphis, Tenn., has been spending a vacation in Chicago and has good reports to make of trade conditions in his home town.

J. W. Droll, of Droll Bros., who are the 'Frisco distributors of the product of J. W. Merriam & Co., of New York, has returned to his headquarters after spending a short vacation in the country districts.

The "El Planco" Havana cigars, made by Ruy Suarez & Co., New York, are attracting considerable attention in Chicago and vicinity, where they are being distributed by the Steele-Wedeles Company.

Dan Lamont, representing E. A. Kline & Co., of Cleveland, was recently in Milwaukee in the interest of the "Rigoletto" and "Lettergram" brands, which are being distributed there by the Wright Drug Co.

M. Fritz & Sons are now very comfortably housed at their new home at 416 South Seventh street, St. Louis. M. Fritz, the head of the firm, will leave on August 18th to attend the annual G. A. R. encampment, at Rochester, N. Y.

The "Pastora" cigars of the San Telmo Cigar Mfg. Co., Detroit, were given a strong boost in Cleveland recently, when W. E. Standan visited that city and covered the trade in the interest of Baer-Wolf Co., local distributors.

The Campbell-Lakin Segar Co. has become more than ever enthusiastic with the "El Gonzalez" nickel cigars, since a recent visit to them by Sam Jacobs, of the manufacturing firm of Hilbronner & Jacobs, Philadelphia.

The C. W. Antrim Grocery Co., who are making the "Saboroso," of Vetterlein Bros., Philadelphia, their nickel leader, have experienced a growing demand during the past six months. "Saboroso" smokers are legion in Virginia.

The Max Roth Cigar Co., Los Angeles, recently took on the "New Bachelor" five-cent cigar, made by T. J. Dunn & Co., New York, and are now running it in conjunction with the "El Wadora," made by Sig. C. Mayer & Co., of Philadelphia.

Sig. Sichel & Company, the large Portland, Oregon, cigar and tobacco jobbers, recently received a big shipment of calabash pipes direct from England. They range in sizes and prices from fifty cents up.

J. B. Milan, Jr., secretary of Hemenway & Moser, of Salt Lake City, left during the early part of the month on an extended trip through the Northwest and Alaska, stopping en route at Seattle, Spokane and other points.

The activity of Donahue & Eaton, Indianapolis, jobbers on the "Luis Martinez" cigar, has had a good effect and the brand is now well represented among the leading retail establishments of that section.

The W. B. Elam Co., at Fourteenth and Main streets, Richmond, Va., report a good and steady sale on the "Solace" Havana cigars, of which they are the local distributors.

S. B. Sheldon, general manager of the F. R. Rice Mercantile Cigar Co., of St. Louis, is again at his desk, having returned recently from a pleasure trip to St. Clair, Mich.

The Parker-Gordon Cigar Co., St. Louis, are featuring the "El Roi Tan" and "Cubanola" cigars in St. Louis, by numerous and attractive window displays.

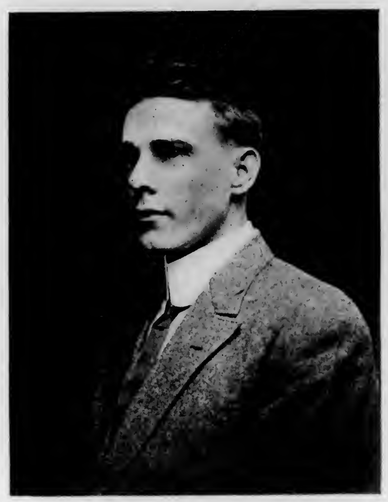
Reynolds & Dyer, cigar distributors, at Chico, Cal., are making good progress in the distribution of the "Y-B" Havana cigars, from the factory of Yocum Bros., Reading, Pa.

The "Lygia" cigar, made by Rohde & Co., Cincinnati, is being pushed to the forefront by the Yahr & Lange Drug Co., of Milwaukee, who are the distributing agents in that city.

The Hochfeld Bros. Cigar Co., of Portland, continue to receive large shipments of "Bingo" Porto Rico cigars, from the American West Indies Cigar Co.

Hamilton, Harris & Co. are completing extensive improvements on their South Meridan street, Indianapolis, establishment.

Louis G. Deschler, the well-known Indianapolis tobacconist, is spending a vacation period at Atlantic City in company with his family.



BLANCHARD KIERN,
Manager Cigar Department, Sutton Bros., Mobile, Ala.

Prominent Mobile Department Manager.

IT is seldom that one finds as manager of the cigar business of a firm a man who is as familiar with every branch of the tobacco industry as Blanchard Kiern, in charge of the cigar department of Sutton Bros., Mobile, Ala. Mr. Kiern started his career in the cigar business in a factory in New Orleans, later removing to Tampa and Key West.

About a year ago Mr. Kiern accepted his present position with Sutton Bros., whose trade has steadily improved under his able management. As a counter man he has few equals in the South, obliging, amiable, well posted on the brands handled by his firm, besides numbering his friends by the score in the Gulf City.

Sutton Bros. are featuring "Golden Eagle" five cent cigars, "Old Pioneer" panetelas, "Manillanettes" and "Cobs."

The "Misko" cigar of Theobald & Oppenheimer Co., Philadelphia, is proving a very active seller with the Carthwright-Chiles Co., at Richmond, Va.

H. W. Menges Pipe and Tobacco Co., recently organized in St Louis, have established themselves in a suite of rooms at 622 Locust street.

Michael Casey & Co., wholesale tobacconists, who are temporarily located in the Lacaillade Building on Common street, between Hampshire and Franklin streets, Lawrence, Mass., will re-occupy their old stand, 485 Essex street, as soon as the extensive alterations, which are now in progress, are completed. The work is to be finished by October 1st.

The Apollo Confectionery Co., of Clarksburg, W. Va., was recently incorporated with a capital of $10,000, of which $3,000 has been paid in, to conduct a wholesale and retail tobacco and confectionery business. The incorporators were J. T. Swager, Arthur B. Swager, C. W. Owens, P. H. Shields and W. H. Lewis, all of Clarksburg.



Key West Factories Note a Slight Lull.

Preparations Being Made for Brisk Business on Holiday Orders.

KEY WEST, August 12th, 1911.

THE cigar market at the present time is experiencing the usual mid-season dullness, and there is no great activity in the manufacturing circles. It is not to be assumed from this statement that conditions are bad, as they are anything but that. All of the factories are working and some of them have increased their forces during the last few weeks, but from a general view of the trade, there is a general tendency toward quietness.

One encouraging feature, however, is the fact that all factories are ahead of last year, and almost without exception they are turning out more goods than they were at this time in 1910. The demand has increased steadily for many months and the result is a general increase in the output.

Advices received from the larger manufacturers' representatives throughout the United States are to the effect that the fall and holiday trade will break all records, and the cigar men are making their preparations accordingly. Several have already been to Cuba and purchased large quantities of tobacco, more than they ever bought before, and the material is being held subject to their order to ship. Many more tables have been built and the shops are being placed in readiness for the rush.

The work on the box factory is progressing very satisfactorily and Norberg Thompson, the owner, is making his arrangements to commence the manufacture of boxes. He has just returned from a trip to New York, where he saw to the shipping of the remainder of the machinery and attended to other preliminary matters. All of the machinery is now in Key West and most of it is in the building ready for installation. There remains some work to be done on the roof and the sashes placed before actual operations can start. After this work is done, which Mr. Thompson states will be within the next three weeks, he will commence turning out boxes.

President A. Aurelio Torres reports an unusual demand for the "Trujillo" brands at this season of the year, and his is one of the factories which has seated extra men within the last week and he stated that he would seat more next week.

The Key West Cigar Factory is keeping well up with the orders on hand and they report much better business than they expected. They are putting out an excellent brand of goods and the demand is growing rapidly. They have made an exceptional gain for a new firm.

A. Artolozaga, of the George W. Nichols factory, is in Cuba buying tobacco.

Remegio Lopez, superintendent of the Havana-American Company, left this morning for New York, where he will spend about three weeks on business and pleasure.

Manager Walter J. Lightbourn is in Cuba this week looking over the new crop and buying material for the future. The factory is busy with the staple sizes and the outlook is bright.

Charles Wolf, of S. Wolf's Sons, returned this week from an extended business trip in the East and Middle West. He reports securing some very good orders.

Letters from R. Fernandez, of the R. Fernandez Havana Cigar Co., are to the effect that he and Mrs. Fernandez expect to return to Key West in a few weeks, and he has given instructions to his local manager to prepare for brisk business in the fall.

The Key West Cigar Manufacturers' Association is considering a plan whereby the "name pirates" may be effectually prevented from the illegal use of the name Key West. The manufacturers are tired of the practice indulged in by unscrupulous manufacturers, and they are going to put a stop to it. The details of the plan have not been made public, but it has been discussed and it is sure to prove effective when put into effect.

Adolfo D. Silviera, manager of the Martinez-Havana factory, and Miss Maria Sanchez, of this city, were married last week. The happy couple are living in a new house, built by Mr. Silviera, and are being congratulated by their many friends.

Manager A. W. Arnold, of the Ferdinand Hirsch Co., returned last week from a business trip to New York.

Interest is growing in the coming Over-Sea Railroad Celebration which will be held here, commencing January 2, 1912. The manufacturers will make great preparations for the event and some of them are already preparing to launch "Celebration Shapes" on the market.

N. B. RHOADS.

Review of Cincinnati Trade.

Business Well Sustained by Manufacturers and Jobbers.

CINCINNATI, OHIO, August 11.

BUSINESS with the retail dealers the past two weeks was equally as good as any week during the past two months. Dealers report that the sales of stogies especially have been exceedingly large, as the stogie is a very popular outdoor smoke which campers prefer. The local distributors say they have been forced to work overtime to fill orders, while the cigar manufacturers are employing extra help.

"Our business during the first half of August showed an increase of fully 25 per cent.," said George Rothert, of Lambert-Rothert Sons, cigar manufacturers. "The 'A. B. C.' brand is the leading seller. We have not done very much with our new brand, the 'Tulip,' our slightly sweetened scrap tobacco, but will do an extensive canvassing within the next few weeks."

Mr. Dixerson, of the J. B. Moos Company, stated although their business during the past two weeks showed no marked increase, it is holding up with any week during the past month.

"We are doing a very extensive business right now," said Henry Strauss, one of the largest cigar distributors of the "Queen City." "Our new size of 'General Arthur' cigar, which is selling at five cents, has been one of our big sellers the past few weeks, showing an increase of almost 25 per cent."

Straus Brothers & Co. are now the Cincinnati agents for the "Old Indian" cigar, which is manufactured by E. M. Schwartz & Co., of New York City.

Fritz Brothers Company, cigar manufacturers, have moved their factory from the old location at Canal and Race streets, to their new quarters at Ninth and Broadway.

A. F. Fitzsimmons, who has charge of the "Honest Scrap" department of the American Tobacco Company, was in Cincinnati this week calling on the jobbers and getting a line on the trade here.

The suit of the Eshelby Tobacco Company, of Covington, Ky., against the Burley Tobacco Society, was decided in favor of the Eshelby Company, in Judge Hollister's court on July 31, in the preliminary issues raised on demurrer in the pending suit of the company against Clarence Le Bus, Alonzo Ferguson and the Burley Tobacco Society of Kentucky.

The output of the First Ohio (Cincinnati) District in the various lines for July, 1911, as compared with July, 1910, were:

	July, 1911.	July, 1910.
Cigars (No.)	16,313,020	16,842,460
Tobacco (pounds)	2,980,670	2,470,909
Cigarettes (No.)	.....	3,004
Snuff (pounds)	10	.....

RICHARD SEVING.

Exposition To Boom San Francisco Trade.

Selection of Site for Panama Show Proves an Impetus--Hopeful Outlook.

SAN FRANCISCO, CAL., August 9th.

CIGAR retailers and jobbers agree that July closed with much more business activity than it started and also that August has opened quite hopefully. The principal cause of this, it is felt, is the announcement of the site of the Panama-Pacific Exposition, which will be held mainly in Harbor View, though Golden Gate and Lincoln Parks will get some of the buildings. The announcement has created a greater feeling of hopefulness with business men in general, and the local cigar men are looking forward to a good season from now on.

There will be an influx of people into the city as a result of the announcement, which will also bring about a freer circulation of money than has been the case for some months. The country trade, especially in the valleys, is still far from normal on account of the great heat, but jobbers are looking forward to sending men into that territory within a month. One of the things that holds forth promise of immediate betterment of local retail business, is the coming of the Eagles, who will be here in great numbers soon in annual convention.

Mr. Duffy, of M. A. Gunst & Co., announced last week that the company has resumed the old time brand, the "Aristocratica," which has not been handled by this house for some years. A large shipment of the line is on the way now, and the company will put especial attention on the brand for a time. Some fine sizes are in the coming shipment. The "Van Dyck," "Partagas" and "Robert Burns" brands are moving very satisfactorily with the firm. Mr. Duffy notes an improvement within the last two weeks.

D. Frankel, of Frankel, Gerdts & Co., manufacturers of "La Natividad," has left for Cuba, in order to secure for the company another manager of the company's island interests. The stripping factory of the company has for years been under the management of Louis Font, whose death was reported last month. Mr. Frankel's stay may occupy some months. He will return via New York. Carl Koening has left for Los Angeles to help the Southern agents of the company, J. J. Gans & Co.

R. E. Starr, manager of the local branch of Boltz, Clymer & Co., is taking a vacation in the Sierra Nevada Mountains.

Manual Lopez has returned to his Kearney street quarters after a trip in the southern part of the State. He found Los Angeles rather active in a buying way. Mr. Lopez recently visited the company's Key West factory, where he found the manufacture of the company's brands somewhat retarded by the lack of suitable tobacco leaf. He is expecting a good sized shipment for the early fall business, and is at present in some need of a delivery.

H. Rinaldo, handling "La Venga" and the "Smokecraft," states that things have been picking up for some time with the house; the Venga brand becoming better known. The company's traveling men will soon be leaving the city to cover their territory.

A. S. Lichtenstein, an Eastern cigar man, has come to the coast to take a position with Willard Brothers, and will specialize on the "Espina." Three of the traveling men left town on the first for their regular coast trips.

Emil Judell, of H. Judell & Co., returned a short time ago from Los Angeles, where he has been visiting the trade. He found the Southern territory quite active, the "Watt" cigar especially going well. He has left for the Northwest to spend some time in the interests of the "Elisardo" and "Watt" brands. H. Judell reports that the last half of July showed up much better than the earlier part of last month, and that the present month has opened well.

A. Detterman, general manager of the La Yebano cigar and cigarette factory of Manila, passed through this city last week, on his way to New York. He will spend some time in the East before leaving for the Paris headquarters. While in this city Mr. Detterman placed the company's lines with one of the local jobbers. The general coast interests are looked after by I. Danziger, of 245 California street.

J. J. Hoffman, of Hoffman & Moore, Mission street jobbers, recently returned from a successful trip to Nevada, and has left for a short stay in the Los Angeles territory.

Frank Boskowitz is covering the California and Nevada territory.

I. Danziger, coast representative of the Wertheimer Brothers Company of Baltimore, is expecting the arrival of Sam Wertheimer, who will spend some time covering the coast districts with Mr. Danziger.

Edwin Wolf is again in his California street jobbing house, after two weeks of delightful rest at Lake Tahoe. Mr. Wolf feels that the conditions are now changing rapidly for the better with the jobbers and looks forward to a fine fall business.

A new jobbing house is said to be negotiating for a lease of the premises on Pine street near Front, where the old time firm of Rinaldo & Beebe once was located.

Charles Frankenthal, a New York pipe man, is expected in this city within a few days by the local trade.

Arthur Meyer, of Michalitschke Bros. & Co., is expected to return from his Portland trip the early part of next week. The "Alexander Humboldt," of Bustillo Bros. & Diaz, has been successfully handled by Mr. Meyer on his last trip. D. Michalitschke, who has been spending some time in Los Angeles, will be back at the California street headquarters next week.

Syl Coblentz, a traveling man for Ehrman Bros. & Co., has returned to this city after a successful trip in his territory, which extends as far east as Salt Lake. A number of new accounts was opened by Mr. Coblentz for the firm, and some orders for the "Alejandra" and "Luzon" brands, for which Ehrman Bros. & Co. are exclusive coast agents. This firm expects the arrival of Bert Thompson, of Bayuk Bros., Philadelphia, in a few days. Mr. Thompson will spend a month on the coast with Ehrman Bros. & Co. in the interests of the "Havana Ribbon," a popular 5-cent seller. The firm has added D. E. Leahy, a local cigar man, to the sales force of the "Optimo."

Union Box Factory Proposed at Davenport, Ia.

AT a joint meeting of representatives of the leading trades bodies, headed by the cigarmakers at Davenport, Ia., held recently, plans were discussed for the establishing of a union cigar box factory in Davenport, for the purpose of supplying cigar manufacturers with union-made cigar boxes. Assurances have already been given by manufacturers of union-made cigars, that they would purchase union-made boxes exclusively.

A committee chosen at that meeting will go before the Central Federation of Labor and ask for assistance in the matter.

At a grand supper, given by Alfred Vanderbilt in London this summer, to the Horse Show guests at Olympia, there was given to every guest a handsome gold cigarette case, matchholder and card-case combined, on the front of which is a blue enamel shield with the words "George V and Queen Mary." Mr. Edwin H. Weatherbee, of Arnold, Constable & Co., New York, was a guest at the supper, and said it was the greatest thing of its kind ever given.

DETROIT DOINGS

DETROIT, August 9, 1911.

WHILE it is not true that prosperity has faded altogether from the view of Detroit's cigar and tobacco interests, both wholesale and retail, general reports indicate that July and August sales have not been up to expectations. There are, of course, notable exceptions, the hotel and leading stands of the downtown sections profiting by the big excursion and convention traffic in excess of any loss sustained through absence of regular patrons, away on summer vacations. The big tobacco plants, such as Bagley's, Scotten, Dillon & Co, Globe, and Scotten Tobacco Co., show little abatement in activity, while such cigar firms as San Telmo Cigar Mfg. Co., Hemmeter Cigar Co., Lilies Cigar Co., Surety Cigar Co. and several others, continue to work on high speed to keep pace with orders.

The Superia Cigar Co., which, for a long time, have been under the necessity of operating an annex, widely removed from the main factory, have at last perfected plans and secured the site for a modern three-story brick building that will enable them to consolidate all forces under one roof, thereby relieving them of the present burden of extra superintendence, foremanship, rent and overhead expense. The lot selected is on Hendrie avenue, just west of Chene street. The lot is 100 feet by 173 feet, with an alley on two sides, thereby ensuring good light. The factory will be so planned that additions can be made with little trouble should they be necessary. Mr. A. Stuart, president of the company, has not taken to the road since June, stating there are orders sufficient on file to keep them occupied for some time yet, at present capacity.

Incidentally, while discussing new factories, let me state that it is more than probable that the exceptional advantages this city offers in labor and industrial conditions, shipping and manufacturing facilities, trade organization and municipal administration, will draw hither some gentlemen who are among the best known members of the cigar trade. It is known that these gentlemen have had Detroit under consideration a long time with a view to starting a large factory here. THE TOBACCO WORLD correspondent urges the gentlemen to come on. Detroit is destined to become one of the greatest cigar manufacturing centres in the world. There are a lot of manufacturers here who don't know it, and, furthermore, who fail to realize half of what THE TOBACCO WORLD is doing for *them*. Our cigar and tobacco interests have in all their history enjoyed no such publicity as has been given them during the past year in the columns of THE WORLD.

Oscar Rosenberger returned yesterday from a four weeks' trip, during which time he swung around the West, Northwest, Pacific Slope and Southwest, shaking hands with general representatives, while touring some eight thousand miles. He reports much speculation as to the outcome of Western crops, due to lack of rain. Washington and Oregon show very favorable, though, and the cotton crop of Texas, Arkansas, Oklahoma and such regions is tremendous.

Mr. Rosenberger is at present much interested in the success of "Velvo," an entirely new nickel proposition of the San Telmo Company, a forecast of which was mentioned in TOBACCO WORLD some months ago. It is in one size only, the package being striking and handsome. The quality is indicated in a written guarantee which goes to the dealer. A *facsimile* of a $1000 guarantee accompanies each box. Mr. Rosenberger characterizes the new brand as "a five-cent seed and Havana." The cigar has been placed with a limited number of leading distributors throughout the country.

Frank H. Forrest, general sales manager of the Lilies Cigar Co., arrived today from South Dakota and will enjoy a few days' vacation at home. He relates an incident which he learned of here recently which shows that all landlords are not mercenary It illustrates, too, the advance of values in Detroit in the past few years. Seven years ago Henry Van Baalen leased the hole-in-the-wall at 61½ Monroe avenue, paying $40 per month, which amount he is still paying although other parties have been trying to get the premises at far higher rental, and one party, with a responsible guarantor, recently offered to take a five years' lease at $75 per month. The offer was declined by the owner and "Van" remains in tranquil possession. "When 'Van' took the place at $40 per month," the landlord explains, "it wasn't worth more than twenty. It took him about three years before he began to 'make good.' He isn't making any fortune, but he's doing pretty well now, and if he wants to stay a few years longer he's welcome. Forty per month is a fair return to me and I'm satisfied so long as he is." This landlord's name is E. H. Jerome. He's a good fellow and was one time alderman of the wealthiest ward in the city, the second.

Friday is an unlucky day. At least, Friday, July 28th, was an unlucky day for Frank Nichols, manager, cigar department of G. & R. McMillan Co. He fell, sustained a bad fracture of the right arm, and is now learning to sign orders with his left wing.

The McMillan Co. lately added six sizes of Y. Pendas & Alvarez' "Farragut" to their line.

The first shipment of "Little Savarona" received by E. Salomon Cigar Co. for this market was soon exhausted, and a rush order was sent for more.

E. H. Briody is here for an extended stay, working with Claude E. Howell in behalf of the S. R. Moss Cigar Co.'s "El Mosico."

Mr. Cameron, city salesman for the Memphis, Tenn., branch of the Best & Russell Co., and A. B. Adair, leading stockholder and official of the same corporation, spent a short time here.

L. A. Myers, of the Lipschutz "44" Factory, stopped here on his way home from the West. The sale of the famous "44" cigars is steadily improving. That is the report of J. L. Marcero Co., who have the agency for the State of Michigan.

Jos. Diaz. Sr., of Bustillo Bros. & Diaz, has been here on his annual visit. He was accompanied by Stephen Herz, of Boston, who represents the factory in this territory.

E. A. Kline, author of "El Symphonic," "Lettergram" and other good ones, paid a visit here in company of the well-known leaf man, Max Mendelsohn, of New York City. Mr. Mendelsohn is an executive officer of the E. A. Kline & Co. corporation.

George Meigs, Western representative of Sanchez & Haya, gave Mr. Torres, of that firm, a few days' boating and fishing at his summer cottage, at St. Clair Flats. Both left for the West this week.

J. R. Cohen, well-known cigar manufacturer, of Des Moines, Ia., spent several hours here Monday. He will stop for some time at Mt. Clemens, Detroit's noted health resort.

Advices from Leona, Wis., indicate that Leonard Simonson, who removed there from Clare, Mich., last spring, is enjoying both excellent health and trade. He is loyal to Detroit and still purchases his leaf in this market. During the early fall and winter evenings Mr. Simonson will spend part of his time in the perusal of TOBACCO WORLD, a pleasant and profitable pastime.

A couple of brands that appear to be gaining in popularity locally are the "Moose" five-cent, and "Moose Toast" ten-cent cigars, made by Alfred Canto, 945 Mt. Elliott avenue. Mr. Canto likewise enjoys a considerable trade outside Detroit.

A busy little place these summer evenings is that of A. H. Janisse, 1469 Jefferson avenue, opposite Riverview Park. He has a considerable cigar trade. Prominent in the case are "Swift," "Pastora," "Cinco," "Della Rocca," etc. He also reports a good sale of "Meldrum Bros.," both five cents and ten cents.

J. E. Graham, formerly interested in the San-Etta Cigar Co., is operating a small shop at his home, No. 352 Twenty-third street.

A few of the sales representatives recently here are: Mr. Morse, of L. Sanchez & Co., Tampa; Jos. Carlisle, F Garcia & Bro.; Jno Planco, Rey, Suarez & Co., New York; Wm. Charles, G. S. Nicholas & Co.; Willis Andrus, Surbrug Co.; "Rube" Ellis and J. Mahan, Melachrino Co.; Ray Sutter, Sutter Bros. & Co., Chicago; Abe Hirsch, father and son, of Dayton, representing Jos. Hirsch & Son, New York; Simon Saks, F. & E. Cranz; Jos. Friedman, Wedeles & Co., Chicago; Stanley Krohn, Dayton, O.

Conrad Bettinger, whose sudden illness was noted in July 1st number of TOBACCO WORLD, is entirely recovered and back on the job at the United States Office of Internal Revenue for the past week or more.

The following is taken from August number of *Griplet*, official organ, Michigan Knights of the Grip:

"M. Howarn, for years one of the best known and most popular cigar salesmen in Michigan, at present the main 'push' in the Howarn Cigar Co., finds time on the side for other duties. He walked off with the prize for the largest family at the picnic given by Cadillac Council U. C. T., at Sugar Island, in July."

The entire stock of confections and cigars of the J. L. Marcero Co., in the neighborhood of $50,000, was turned over to the underwriters after the recent fire, and the company are working entirely on new stock. The offices remain at the same location, while storage room is secured on the old Thorpe, Hawley & Co. premises pending repairs.

S. F. HEAVENRICH.

Things Are Different Now

I remember, I remember,
The corn-cob father had;
(A five-cent piece of Navy Plug
In those days made him glad.)
The old stove in the kitchen,
And father's stockinged feet—
All that was ere prosperity
Swept us on Easy Street.

I remember, I remember,
The pump in our back yard,
Where father watered all the stock
And found it rather hard.
But now he has another way
And needs no trough or pump;
He waters stock down in the Street
And makes the lambkins jump.

A New Detroit Factory That Has Made Good

Few cigar manufacturing enterprises have ever been projected under more favorable auspices than the Surety Cigar Co., of Detroit, which was founded in April of this year and has already leaped into a conspicuous position before the trade. It was a matter of general interest as soon as it became known that two men so widely and favorably known as William Lichtig and Mose Eisenberg proposed to join hands. Mr. Lichtig has been in the cigar business ever since he was thirteen years of age. Under Grover Cleveland's second administration he was Collector of Internal Revenue for the District of Cleveland, Ohio. His connection with the American Cigar Co., in charge of the Poughkeepsie factory when the A. C. Co. first took it over, then in charge of the Powell, Smith Co. plant, at Kingston, N. Y., and lastly, general manager for nine years of the Brown Bros. branch, as well as being for a time district manager in charge of A. C. Co., has afforded him a vast experience in factory organization and management that has proved a most valuable asset to the Surety Cigar Co.



COMMODIOUS FACTORY BUILDING, SURETY CIGAR CO., DETROIT, MICH.

To introduce Mose Eisenberg to the leaf or manufacturing trade would be superfluous. He has multitudes of friends among these classes. And the same agreeable personality and marked ability that distinguished Mr. Eisenberg in the leaf trade is fast winning for him strong friendships in cigar distributing circles.

Associated with these two gentlemen in the Surety Cigar Co. are other men who are important factors in the cigar trade, whose influence and co-operation have been valuable elements in the success already achieved.

The firm's leading brands have thus far been "Answer" and "Poster," both five-cent goods. But they are now ready, after careful thought and preparation, to launch a Cuban-made clear Havana which will go forth under the title "La Selona." The brand will be introduced at first in six sizes, to retail from 10c. to three for 50c., and other sizes will be added in due time. The exceptional labor facilities of Detroit satisfy Mr. Lichtig that he can produce Cuban hand work here at a tremendous saving of the cost of similar goods in other cigar-making centres. The destiny of the new brand will be watched with great interest.

Sumatra Smuggling Discovered at Boston

Arrest of Stevedores Leads to Discovery of Wholesale Scheme to Bring Tobacco Duty-Free from Germany

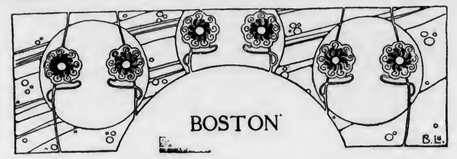
BOSTON, MASS., August 9, 1911.

A GIGANTIC fraud was unearthed yesterday when it was learned that for some time past smuggling of Sumatra tobacco has been going on right under the noses of the customs inspectors. It is stated that more than $100,000 worth has come in duty free during the past two years. $25,000 worth has been seized by the United States officials and a couple of stevedores have been arrested, being charged specifically with smuggling $5000 worth in on July 20th.

This tobacco comes from a small town near Hamburg, Germany, and being used for cigar wrappers, is dutiable at $1.85 a pound. It is alleged that the tobacco was smuggled in while the customs inspectors were at luncheon, from 12 to 1 daily.

Special Agent William Harney is credited with the detection of the fraud, as he noticed an evidently imported tobacco box at the South Station freight yards; found out who shipped it, and making a raid on the premises, secured and confiscated about $25,000 worth.

The Maine Cigar Co., at Waterville, Me., has been incorporated with a capital stock of $20,000. The officers are as follows: President, Chas. M. Richardson, Augusta; treasurer, Cornelius B. Kelleher, Waterville, and clerk, Frank Plumstead, Waterville.



Boston Cigar Trade Improving

Wholesalers and Manufacturers See Advancement—Collections Still Slow

BOSTON, MASS., August 9.

TRADE conditions in Boston have improved considerably during the past two weeks, especially with the wholesalers in cigars. Leaf tobacco maintains its average sales for this period of the year. Collections are slow among the retailers, but are gradually improving.

H. Traiser & Co., Inc., among the largest and oldest cigar manufacturers in the United States, attest excellent business conditions with all of their various brands, especially with the "Pippin," "Harvard," "Traico" and "Tabby." The "Pippin" five-cent cigar is too well known over New England for comment, also the "Harvard." The "Traico" was gotten out a few months ago, selling for ten and fifteen cents straight, and their selling power has been phenomenal from the beginning. Their latest exploitation is the "Tabby" five-cent cigar, which is being given extensive newspaper space.

John R. Goss, of Sawyer street, has purchased the periodical and cigar store of Frederick J. Newcomb, at 1 Water street, North Parish, Haverhill, Mass.

Daniel Frank, head of Daniel Frank & Co., is passing his vacation at Old Orchard Beach, Maine.

Augustus H. Hall & Co., retailers, at 5 Water street, attest a gratifying demand for "Joan of Arc" domestic, and "Alhambra" (Manila), five-cent cigars. In their Havana department, "El Principe de Gales" is a rapid seller.

H. A. Saltmarsh, one of the most popular salesmen for A. H. Hall & Co., has just returned from his vacation.

Chas. B. Perkins & Co., importers of fine grades of Havana cigars, state that business is slightly better than usual for this month.

Breslin & Campbell, manufacturers of "Quincy" six-cent cigars, report trade conditions but fair, and rather quiet.

Lowell D. Hoyt & Co., prominent retailers in the financial district, are well pleased over the phenomenal success which is attending their sales of "L. D. H." ten-cent, three for a quarter perfecto, made by Antonio Roig & Langsdorf, Philadelphia. These are packed in plain boxes, no lithographs, no bands, and they state that they are thus able to offer a fifteen-cent quality at less cost.

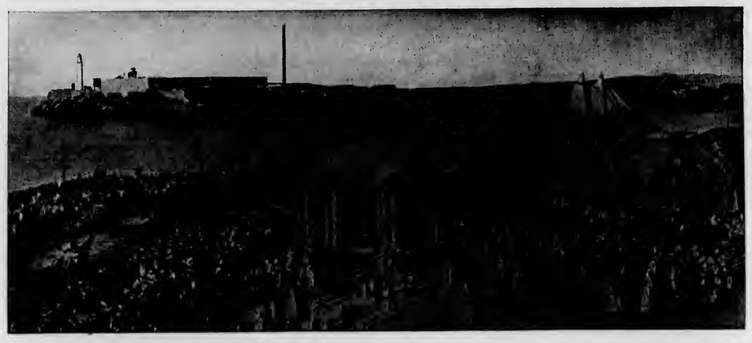
H. D. Kelsey, manager of H. Traiser & Co., Inc., has just returned from his vacation passed in Connecticut.

F. E. Rosendorf, one of the young old time cigarette men with the American Tobacco Co., is doing a lot of good work in the promotion of their "Egyptian Luxury" brand. At the clam bake of the advertising men "Egyptian Luxuries" were served by him.

HENDERSON.

Frank C. Maguire, after a connection of six years with A. A. Schafer, a cigar manufacturer at Macomb, Ill., has opened a factory at 520 West Washington street. Mr. Maguire has been connected with the cigar trade for the past twenty-three years and he expects to have his cigars on the market about the middle of this month.

The Greeves & Fritz Cigar Stores, of Rochester, N. Y., have been incorporated with a capital of $5000. The directors are James W. Greeves, William G. Fritz, Alice Greeves and Frank Bemis.



The Cuban Market

From Our Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, August 5, 1911.

WHETHER the coming crop will be large or small, of good, poor or indifferent quality, will depend all upon the weather principally, and as nobody can foretell this for the next five or six months ahead, it is useless to guess at this problem, particularly as the present crop entails too much worriment upon manufacturers of cigars or leaf dealers to borrow more trouble ahead.

The most serious question is the scarcity of Vuelta Abajo fillers this year, which is bound to play havoc, not alone with the local industry, but to a lesser degree also with all the clear Havana cigar manufacturers in the United States. One of our experts in Vuelta Abajo leaf who had made a thorough study of the situation, by having gone over the whole region, declared that this year's growth would not amount to over about 30 per cent. of a normal crop, or say about 75,000 bales, all told. Supposing that this estimate should finally turn out to have been approximately correct later on, then we should have a shortage of 35,000 bales for our cigar industry, calculating that its requirements would be 75,000 bales per year, and a shortage of 45,000 bales of Colas, as it is figured that a yearly supply of 80,000 bales is needed by our cigarette manufacturers.

Some people assert that this year's crop will consist of 50 per cent. of Colas, but to be conservative only 35,000 bales are calculated for the lowest grades and 40,000 bales of fillers. The few wrappers raised this year are left out in this reckoning, as they would play no role of importance as to quantity of bales. To supply the deficiency in the 1911 growth, our cigar manufacturers have to fall back upon the stocks in their own possession, as well as the suitable ones left over in dealers' hands from the 1909 and 1910 crops. These latter styles have disappeared to a large extent, and while there may be some Vegas left yet, nearly all the desirable lots have changed hands at full prices.

How the cigarette manufacturers will manage to cover their requirements is still harder to figure out, although they may get some relief by the use of loose leaves of Partido and Remedios, and if it should come to the worst they will flatten out the stems of tobacco by machinery and utilize them, as they did during the war of 1898.

Nothing has been said here about the competition of the American clear Havana cigar industry, which undoubtedly will not only require some Vuelta Abajo fillers, but be ready to pay the asking figures for same, although perhaps the bulk of its purchases will consist of Partido tobacco. Besides, it must not be overlooked that our home factories must hold a reserve stock of old fillers in order to keep up the accustomed blend and quality of their product. Therefore the outlook for the next twelve months to come seems to be fraught with innumerable obstacles, and to overcome same it will require all kinds of money, hustling and ingenuity to get a sufficient supply of Vuelta Abajo.

Our expert claims, however, that this year's Vuelta Abajo crop is far superior in light, aromatic quality, fair size leaf and good burn, wherever rains fell, or where the planters had artificial irrigation.

Our leaf market shows that the American manufacturers begin to realize our abnormal condition, and while they evidently hesitate to purchase largely of wrappers, they are anxious to secure as many fillers as they possibly can. Besides the actual sales of tobacco delivered, there are a good many orders left behind instructing our commission merchants to register the new lots of uncompleted Vegas, as soon as they should arrive from the country, and such sales would easily run up to a few thousand bales more. The tendency of our market is upward. A large Tampa manufacturer changed his mind, and after adding a few hundred bales to his previous purchases of 1800 bales, concluded to leave for Tampa, but promising to return here next month.

One of our Remedios houses claims that according to trials made the cost price for his first Capaduras would be $70 per quintal, and the seconds between $55 and $60 per quintal. Some 6a were sold at $50 and 8a at $35 per quintal. Good third Capaduras will have to bring $30, while Botes and Hojas have sold at $12 per quintal, but some holders are now asking $15 already.

Sales during the past fortnight total 11,549 bales, which consisted of 6274 bales of Vuelta Abajo, 4541 Partido and 734 bales of Remedios.

Buyers were: Americans, 6057; exporters to Europe, 376; to North Coast of Africa, 160; to Buenos Aires and Mexico, 244, and our local cigar and cigarette manufacturers, 4712 bales.

Exports of leaf tobacco from the Port of Havana for the two weeks ending July 29, 1911, were.

To all ports of the United States	7203 bales
" Europe (Bremen and Hamburg)	376 "
" Algiers and Oran (Africa)	160 "
" Buenos Aires	234 "
Mexico	10 "
Total	7983 bales

Principal Buyers of Leaf Tobacco That Come and Go.

Arrivals.—José Gasté, of J. Gasté & Co., Toronto, Canada; Sebastian Solares, of S. Solares & Co.; Alvaro Suarez, of Alvaro Suarez & Co.; A. Landfield, of Randall, Landfield & Co.; Nathan Elson, of Elson & Grommes Co.; Mike Friedman, of M. Friedman & Co.; Peter Wohl, of Wohl & Comstock Co.; J. Magison, of J. Magison & Co. Chicago; Felipe Bustillo, of Bustillo Bros. & Diaz; Peregrino Rey, of Cuesta Rey & Co.; Manuel Garcia, of Perfecto Garcia & Bro.; José Lovera, J. S. Allmury, of José Lovera Co.; C. H. Cross, Manuel Sanchez, of Berriman Bros.; Henry Esberg, of Alta Cigar Co.; E. Henriquez, of E. Henriquez Mfg. Co.; P. San Martin, of P. San Martin & Co.; José Arango, of Havana American Co.; Estanislao Ortiz, of Ortiz & Caras; José Pando, of Garcia, Pando & Co.; E. J. Stachelberg, of M. Stachelberg & Co.; Celestino Vega, of Celestino Vega & Co.; R. Fernandez, of R. Fernandez & Co., Tampa; A. Gainsburg, of Bear Cigar Co.; B. S. Jarret, of B. S. Jarret & Co., Los Angeles, Cal.; S. Valdes, of S. Valdes, Atlanta, Ga.; Harry Nichols, A. Artolozaga, of G. W. Nicols & Co., Key West and New York; Eugenio Lopez, of Eugenio Lopez & Co., New York; Joseph Mendelsohn, Harry Mendelsohn, of Mendelsohn, Borneman & Co.; Sidney Goldberg, of M. Batt & Co.; Charles Kaiser, of Kaiser & Klug; Max Schwarz, of Max Schwarz; Sol Cane, of Cane Bros., New York.

Returned.—Sidney Rothschild, of Sidney Rothschild; Mark A. Pollack, of Mark A. Pollack, Havana.

Departures.—Leopoldo Mederos, Joaquin Valle, for New York; José C. Puente, for Spain; Fernando Cardenas, José F. Rocha, Baldomero Fernandez, Vincente Planco, for New York; Fred Davis, Harry Erlich, E. Enriquez, Manuel Garcia, José Pando, for Tampa; Emil Wedeles, Seb. Solares, E. A. Landfield, for Chicago; José Gasté, for Toronto, Canada; A. Gainsburg, for Los Angeles; A. Fromherz, for Chicago.

In the Cigar Factories.

Business is beginning to pick up and quite a number of holiday orders have been received already by our principal factories, to be executed during the coming month and October for Europe, as well as for the United States. Exports during the first half of July show an increase of nearly 14 per cent. against last year, although the total from January 1 to July 15, 1911, is not quite 8 per cent. in our favor, as compared with 1910.

The exact figures, as per Custom House returns, are as follows, viz.:

	1911. Cigars.	1910. Cigars.	Increase in 1911. Cigars.
July 1-July 15	6,641,677	5,838,952	802,725
Jany. 1-June 30	89,541,876	83,334,528	6,207,348
Jany. 1-July 15	96,183,553	89,173,480	7,010,073

While our large factories and those which had enough capital to provide themselves in time with a sufficient stock of leaf to tide over the present short crop of Vuelta Abajo, may be obliged to work a year without profit, the next twelve months for the smaller concerns will be a crucial period, indeed, unless they can weather the impending storm by utilizing the help of friends and their own credit. The hopes of all are centred, however, upon a good and large crop of 1912, and that then our government will at last wake up to the absolute necessity to extend our markets by special treaties.

H. Upmann is quite busy already, as this factory has received good substantial orders from its United States and Canadian representative, Charles Landau, as well as through its European connections.

Henry Clay and Bock & Co., Ltd., continue as busy as heretofore. Director W. L. Houston left Cadiz by the steamship "Buenos Aires," on July 30th, and ought to arrive in New York about August 11th.

Castañeda. Just previous to the departure of Don Fernando Cardenas for New York, July 29th, he made an additional purchase of high-class wrappers in every respect, fifty-two bales, for which this factory paid $15,000. Orders have duplicated since the new owners (Cardenas & Co.) have managed affairs here, and good judges say that this factory is bound to have a splendid future in store for it, as quality and workmanship is bound to tell in the long run.

La Diligencia continues to work regularly on steady orders.

Sol is doing a very fair business and has also received some very fine Christmas orders to be executed later on.

La Flor de P. A. Estanillo cannot complain, as the demand for "Elite" in the United States is steadily increasing in volume and high priced sizes.

"Flor del Fumar," the principal brand of F. Rodriguez & Co. for its European customers, as well as South America, is also extending its circle of friends, owing to the excellency of these cigars.

Romeo y Julieta, Hoyo de Monterey, La Flor de José Otero, F. Garcia & Bro., C. E. Beck & Co. and Allones, Limited, are working well.

Buying, Selling and Notes of Interest.

José F. Rocha was one of the larger sellers, as he disposed of 2000 bales of leaf during the past fortnight.

Sylvester & Stern are credited as buyers to the tune of 4000 bales of all kinds of tobacco during the same period.

Cardenas & Co. sold 934 bales of Vuelta Abajo and Partido to local buyers.

Manuel Sanchez shall have purchased 800 bales for Berriman Bros., of Tampa.

José Menendez reports sales of 915 bales of Vuelta Abajo and Partido.

Sucesores de Juan Lopez purchased 1500 bales of Vuelta Abajo Colas.

Sobrinos de A. Gonzalez were sellers of 700 bales of all kinds of leaf.

Emil Wedeles annexed some choice Vegas of Vuelta Abajo and Partido, in the neighborhood of 500 bales.

Gonzalez y Benitez turned over 700 bales of tobacco.

José Lovera is still here actively examining different Vegas, and must have taken over for his company over 500 bales.

Camejo y La Paz disposed of 700 bales of Vuelta Abajo from their stocks.

B. G. Davis left here with an assortment of fine tobacco, around 500 bales.

José C. Puente closed out 600 bales of his holdings during the past four days.

E. J. Stachelberg is in treaty on a lot of 600 bales of selected old Vuelta Abajo fillers for his Golden Medal factory, of Tampa.

Muñiz Hnos & Co. sold 550 bales of all kinds of leaf to their customers from their choice packings.

E. A. Landfield, Vicente Planco, S. Ruppin, A. Fromherz, were all more or less important buyers.

A. M. Calzada & Co. were sellers of 250 bales of Vuelta Abajo, Partido and Remedios.

J. F. Berndes & Co. purchased 250 bales of tobacco for export to Europe.

H. H. Strater made several sales of Remedios tobacco, old and new crop.

Fred Davis added 300 bales to his previous purchases for his "El Sidelo" factory, of Tampa.

Abella & Co. disposed of 479 bales of Partido leaf from their holdings.

Other buyers were: H. Upmann & Co., Mark A. Pollack, Leslie Pantin, Michaelson & Prasse and A. Moeller.

The most important shippers were: Sylvester & Stern (1532 bales), J. Bernheim & Son (623), Mark A. Pollack (621), H. Upmann & Co. (403), Leslie Pantin (396), E. Ellinger & Co. (306); and below 300 bales, B. Diaz & Co., J. F. Berndes & Co., Manuel Suarez, Heinrich Neuberger, A. Moeller, M. Stachelberg & Co., Alta Cigar Factory, Boning & Co., Aixala & Co. and Emilio Nuñez.

Ernest Ellinger & Co., besides their Partido packings this year, are making a very fine Escojida of Vuelta Abajo which, when finished, ought to give them one thousand and odd bales. Their first bales received show a beautiful type of light quality filler, of a high aroma, the ideal for a clear Havana cigar manufacturer.

Receipts of Tobacco From the Country.

For two weeks ending July 29, 1911.		Since Jany. 1, 1911.
15,586 bales	Vuelta Abajo	75,971 bales
1,202 "	Semi Vuelta	4,750 "
2,986 "	Partido	10,504 "
8,143 "	Remedios	21,121 "
1,318 "	Mayari	2,228 "
29,235 bales		114,574 bales

ORETANIV.

Good Cigars Demanded in California.

GEORGE YOCUM, representing Yocum Bros., cigar manufacturers at Reading, Pa., when recently visiting Pacific Coast towns, remarked that more really good cigars are smoked per man west of the Rockies than in any other part of the United States.

This statement was made by Mr. Yocum while in Chico, California, where he was exploiting the "Y. B." cigars made by his firm, and which are being distributed through Reynolds & Dyer at Chico.

He said: "In Chico and various other California cities I find that 15-cent or two-for-a-quarter cigars are smoked almost exclusively, where in the East 5 and 10 centers are the rule." Said Mr. Yocum: "Very few pay more than 10 cents for their cigars. This holds true of the rich as well as the poor. In Chico there is hardly a ten-cent brand on sale, and the demand for nickel smokes is very light. Everybody asks for the two for two-bits size.

"More high-grade cigars are smoked in the Pacific territory than anywhere else in the world, in proportion to population."

Tobacco Commerce with Ireland

CONSUL GEO. E. CHAMBERLIN, at Cork, Ireland, recently made a report on the imports and exports of Irish ports, by which it is shown that there were imported during 1909, 2,780,994 pounds of manufactured tobacco, and 12,977,483 pounds of unmanufactured tobacco, having the respective values of $2,706,742 and $1,842,019.

The table also shows the exportation during 1909 and indicates tobacco shipments of 1,799,756 pounds of unmanufactured tobaccos valued at $255,457, and 6,863,897 pounds of manufactured tobaccos valued at $6,680,826.

Of the above the following are the imports at the port of Cork during 1909: manufactured tobacco, 205,004 pounds, and unmanufactured tobacco 309,986 pounds.

Tobacco Purchases by Spanish Government.

THE Spanish government recently purchased 1,800 hogsheads of natural Virginia and Kentucky leaf worth $270,000, which will be shipped to a Spanish port during the next few weeks.

The markets of Virginia and Kentucky were visited by representatives of the Spanish regie, which controls the entire tobacco business in Spain, and made their annual purchases. The goods will be shipped from Norfolk per British steamer "Strathtay," which is expected at Norfolk about the middle of the month.

Patents of Interest to Tobacconists.

Cigarette and making same, Joseph W. Blosser, Atlanta, Ga.

Machine for cutting cigar wrappers, Peter E. Shirk, Blue Ball, Pa.

Pipe, Floyd Cooper, Elkins, W. Va.

Tobacco stripping and booking machine, Martin and E. M. Deiller, Newark, N. J.

Show case for cigars, August Lange, Philadelphia, Pa.

Match, Charles H. Palmer and J. W. Denmead, Akron, Ohio.

Cigarette box, Thomas H. Thorne, Vancouver, British Columbia, Canada.

Tobacco pipe, Frank H. Bush, London England.

Cigarholder, William V. Smiley, Staunton, Va.

Match or tooth-pick dispenser, Theodor Kurrell and J. Haas, Los Angeles, Cal.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Slight Decrease in York Output

Eight New Factories Licensed During July—Erecting New Building.

YORK, PA., August 12, 1911.

THE internal revenue receipts at the York office of the Ninth District amounted to $87,000 during July. A decrease of $7,873.49 as compared with June. In July, 1910, the receipts amounted to $90,000. When reduced to numbers at $3 per thousand these figures show the following output:

July, 1911, 29,000,000; June, 1911, 31,624,490; decrease as compared with June, 2,624,490. July, 1910, 30,000,000; decrease in July, 1911, compared with 1910, 1,000,000.

Eight new factory licenses were issued during the month, affording a total employment of 68 hands. The most important of these was a new branch factory, opened on North Queen street, York, by Clarence S. Gable, who will employ 40 hands. The other factories recently licensed were as follows: Mary Poff, R. F. D. No. 1, Windsor; Esta A. Heindel, Red Lion; H. F. Shenberger, Felton; Jacob S. Kinsley, Red Lion; Elmer E. Thomas, York; Fred E. Druck, Dallastown; and Schneider Cigar Co., York.

Edward Hobs, of the North End, who is doing a small cigar business as a side line to his daily work, was arrested last week by a local constable on a charge of surety of the peace, brought by his wife. After having been committed to jail he was served with a warrant by a local detective, charged with the larceny of an unknown quantity of cigars alleged to have been stolen from the warehouse of T. D. Hene, South Court avenue. John Shindler, of Red Lion, who is at present working for Mr. Hene, and in the absence of his employer informed the detectives of a theft, which led to Hob's further arrest. He is said to have been a frequenter of the warehouse, and when it was learned that he was peddling cigars it was suspected that he had stolen them. A case of goods stored in the second floor of the Hene warehouse had been opened and some boxes of cigars extracted. Some of the goods have been recovered by detectives.

I. W. Minnich, of Dallastown, accompanied by W. B. Hostetter, leaf dealer of York; Dan Eyster, cigar manufacturer at York, New Salem and P. C. McCoy, a former Dallastown manufacturer, made a flying auto trip to Philadelphia last week. Mr. McCoy played the part of chauffeur.

Work has been started on the erection of a large brick cigar factory on East Gay street, Red Lion, which will be occupied by C. N. Foreman & Co., when completed.

Slight Decrease at Lancaster.

Visitors and Other Notes.

LANCASTER, PA., August 12, 1911.

THERE was a little disappointment in the output of cigars, as shown by the receipts from stamp sales for July. The total output for the month was 57,762,990. During June the output amounted to 64,234,110. In July of 1910 the production of this district amounted to 58,674,493. These figures show a decrease for July, as compared with June of this year, of 6,471,120, and in comparison with July of 1910 the decrease was 911,503. The July output of this year was, with but one exception, that of 1909, the smallest in the past ten years.

Some of the manufacturing plants outside of this city are at present having a fair run of trade; as, for instance, at Lititz, factories are nearly all running on full time.

L. E. Ryder was entertaining for a week or more Preston Herbert, Jr., son of the vice-president of the Havana-American Co.

J. Kosminsky, with S. Rossin & Son, of New York, was among the Lancaster trade last week.

The Phillip Morris & Co. product, consisting of both cigarettes and smoking tobaccos, was given a considerable boost here last week by Mr. Cleveland, representing the factory.

T. M. Mitchell and S. M. Ottinger, of Mitchell & Ottinger, Florida leaf dealers, have been spending a vacation at Quincy, Fla., their former home.

H. B. Cochran, representing Petre, Schmidt & Bergmann, of New York, was visiting the cigar trade here lately, showing a new line of labels, bands, etc.

The S. R. Moss Cigar Co. factory is meeting with a good August business in sales of their "Flor de Moss," "El Mosico" and "Little Minister" cigars.

H. J. Rindskopf, of the Rindskopf Leaf Tobacco Co., closed a rather important transaction in 1906 goods to W. W. Stewart & Sons, of Reading, some days ago.

L. F. Mueller was a visitor here last week in company with Joseph F. Cullman, of Cullman Brothers, New York packers.

John F. Brimmer & Co. have nearly completed the erection of a large annex to the former Iona Tobacco warehouse on N. Charlotte street and which will give them large increased facilities for storing leaf.

Tobacco Trade of British India.

NEW and higher duties on tobaccos entering India are now in effect and there's grumbling. Respecting the new conditions, the Calcutta correspondent of the *London Financial Times* wrote recently as follows:

"The decline in the imports of tobacco as the result of the raising of the duty was quite remarkable, the quantity falling from three and three-quarter million pounds to three-quarters of a million pounds, and the value by 67 per cent. to £141,000. The downward movement in the importation of cheap cigarettes, which had been steadily proceeding for several years, received a great impetus from the enhanced duties. In 1909-10 there were imported into Calcutta 439 million cigarettes, weighing 1,094,230 pounds, but last year the receipts declined to 155 millions,, weighing 387,018 pounds. The duties not only diminished imports but gave a considerable stimulus to the output of the modern factories which have been established in Bengal. It appears that the Peninsular Tobacco Company has incurred large expenditure in the improvement of the curing of India tobacco, and that consumers have become more accustomed to the flavor of the local leaf, larger proportions of which are now used in the manufacture of cigarettes. The East India Cigarette Manufacturing Company state that their outturn last year was 204 millions, while the Monghyr factory of the British-American Tobacco Company is said to be producing 74 million cigarettes monthly, without meeting the demand."

A. Zurackov & Co., of Chicago, Ill., have incorporated with a capital of $2500 to deal in leaf tobacco, cigars, etc. The incorporators were I. K. Davidson, E. Rosenthal and A. Lord.

TOBACCO CROP REPORT, JULY 1, 1911

Acreage and Condition of Tobacco in the United States July 1, 1911, by States and Districts.

By J. P. KILLEBREW.

THE 1911 area of cigar-leaf tobacco is 154,200 acres, against 146,200 in 1910, an increase of 8000 acres, or 5.6 per cent. The highest condition (100 per cent.) is reported in Wisconsin, while the lowest (85 per cent.) is in the Miami Valley, Ohio. The average condition for the cigar-leaf territory is 92 per cent., which, in connection with the increased acreage, indicates a larger production than last year.

In the chewing, smoking, snuff, and export districts the area is 730,600 acres, compared with 1,070,100 last year, a decrease of 339,500 acres, or 31.7 per cent. Unusually hot, dry weather, relieved only by local showers over limited areas, prevailed during May and June in every district. In only two districts, the upper Green River of Kentucky and the Perique of Louisiana, has the extent planted equaled that of last year. Perique alone covers the full intended area. The average condition July 1 (68.2 per cent.) is lower than in a number of years, and in connection with the reduced acreage indicates a much smaller crop than last year.

The following table shows the 1911 area, by States, with the condition for 1911, 1910, and the 10-year average:

Area and condition of tobacco in the United States July 1, 1911, by States, with comparison.

State.	Area, 1911. Per Cent. of Last Year's Acreage.	Area, 1911. Total, 1911. Acres.	Condition July 1: 1911. Per Ct.	1910. Per Ct.	10-Year Average. Per Ct.
New Hampshire	100	100	95	96	94
Vermont	100	200	97	95	94
Massachusetts	102	4,500	96	95	93
Connecticut	105	11,100	96	97	95
New York	90	5,300	93	96	92
Pennsylvania	108	36,500	92	91	91
Maryland	80	22,800	80	90	89
Virginia	78	121,800	75	86	86
West Virginia	65	13,000	67	86	89
North Carolina	68	146,900	61	75	85
South Carolina	50	15,000	72	75	85
Georgia	75	1,200	80	88	89
Florida	75	2,600	90	88	91
Ohio	80	74,200	80	88	89
Indiana	70	18,900	78	86	87
Illinois	75	1,200	70	86	89
Wisconsin	125	37,800	100	83	90
Missouri	65	4,900	50	85	84
Kentucky	66	319,500	68	88	84
Tennessee	67	57,000	65	90	86
Alabama	100	600	78	90	86
Mississippi	100	100	80	85	86
Louisiana	100	500	80	87	83
Texas	85	600	60	80	85
Arkansas	90	800	65	91	86

The following table shows, by districts, the areas, 1910-1911, and condition, 1907-1911:

Area and condition of tobacco in the United States July 1, 1911, by districts, with comparisons.

Type and District. Cigar Types.	1911 acreage compared with 1910. P.Ct.	Area. 1911. Acres.	1910. Acres.	Condition July 1. 1911. P.Ct.	1910. P.Ct.	1909. P.Ct.	1908. P.Ct.	1907. P.Ct.
New England	101	18,900	18,100	96	96	97	95	88
New York	90	5,300	5,500	93	96	97	94	87
Pennsylvania	108	35,800	33,000	92	91	90	88	85
Ohio, Miami Valley	98	52,800	53,900	85	89	96	85	82
Wisconsin	125	37,800	30,200	100	83	93	95	84
Georgia and Florida	75	3,800	5,100	87	88	91	95	93
Chewing, Smoking, Snuff and Export Types.								
Burley District	61	186,100	305,000	70	84	91	75	83
Dark District of Kentucky and Tennessee.								
Paducah or Western District	66	65,500	99,200	65	94	89	84	75
Henderson or Stemming District	73	74,900	101,200	70	92	92	86	81
Upper Green River District	100	16,000	16,000	62	87	82	81	74
Upper Cumberland District	50	4,300	8,600	60	80	85	91	69
Clarksville and Hopkinsville District.	70	72,500	103,500	65	92	90	84	77
Virginia Sun-cured District	85	11,200	13,200	80	88	80	93	78
Virginia Dark District.	80	57,100	71,100	75	88	93	96	80
Bright Yellow District:								
Old Belt—Virginia and N. Carolina.	77	148,500	192,800	65	80	85	90	81
New Belt—Eastern N. Carolina and S. Carolina	55	69,700	126,700	65	74	79	89	84
Maryland and Eastern Ohio Export	79	25,300	32,000	80	90	90	81	80
Perique, Louisiana	100	500	500	80	87	85	90	65
Scattering		8,400	17,500					

CIGAR TYPES.

New England.

The acreage is four per cent. larger than that of last year. Plants were plentiful, but on account of cool weather in the first part of May were not so early as last season, and planting began later. Because of abundant moisture and favorable weather, transplanting was pushed forward rapidly, and finished about the same time as in 1910. Some damage was done by cutworms and wireworms, but replanting was prompt and a good stand secured. Propitious weather after planting was conducive to rapid and uniform growth; the prospect is for one of the best crops produced in this district in several years. The 2000 acres in shade-grown tobacco represent a fourfold increase over the area of the previous year. There has also been a small increase in the broad-leaf acreage, but a falling off in Havana seed.

New York.

The acreage is 10 per cent. less than last year. The falling off is principally in the Big Flats district, where poor crops and low prices for several years have discouraged growers and caused a gradual reduction of planting. In the Onondaga district the acreage is about the same as a year ago. Dry, cool weather in early May caused a shortage in plants and retarded growth in the beds. The weather in June was unusually favorable for transplanting, which, beginning about a week earlier than last season, was finished in good time with excellent stands. The condition on July 1 indicated a fine crop.

Pennsylvania.

There is an 8 per cent. increase in acreage. Plants, while in some places scarce, throughout most of the State were ample and early; planting began a week or ten days sooner than last year and was finished in seasonable time. Damage, but not serious, was done first plantings by cutworms, but a good stand was secured by replanting. The growth is promising and the present condition indicates a satisfactory crop.

Ohio—Miami Valley.

Compared with last year the acreage is 2 per cent. deficient. Dry weather retarded preparation of the land and delayed transplanting ten days or two weeks, causing the crop to be planted about same time as in the preceding year, or later than usual. Some plants were destroyed by hail in Preble and Montgomery Counties; damage was also done after planting by insects, and in some fields the dry condition of the soil resulted in a poor stand. This crop was not all planted when reports were made to this Bureau, and the condition was lower than at the same date last year. With forcing weather later the condition may improve, but the present prospect is not for a good crop.

Wisconsin.

The acreage is 25 per cent. more extensive than that of 1910. Plants were abundant and early and transplanting, begun three weeks sooner than last season, was completed early. Some damage was done to the first plantings by insects, but with unusually favorable conditions for planting and replanting a good stand was secured. Growth after planting having been rapid and regular, the condition July 1 was the best reported in this State in years.

Georgia and Florida.

The area shows a diminution of 25 per cent., probably due to unsatisfactory prices and the slow sale of tobacco from this district in late years. The reduced acreage is principally shade-grown tobacco which covers a surface less than half that of last year. At transplanting plants were abundant and weather conditions favorable. The crop was planted in good time and a fine stand secured. Growth was vigorous and up to June 1 the prospects were fine, but considerable damage was done by hail in June which lowered the condition of the crop. The fields uninjured by hail give promise of good returns.

CHEWING, SMOKING, SNUFF AND EXPORT TYPES.

Burley District.

The acreage intended for tobacco was 25 or 30 per cent. less than that planted last year, but dry weather at planting further reduced it and only about 61 per cent. of the 1910 area was planted. Plants, though reported scarce in some parts of the district, were, as a rule, plentiful but late. Dry weather during late May and early June prevented proper preparation of the land and delayed transplanting. In some beds the plants became too large to use, in others, they died from lack of moisture. Planting is irregular; parts of the district which had good rains during the latter half of June planted almost the intended acreage and obtained fairly good stands, but in other places rainfall has been light, and less than half the crop was transplanted and poor stands were secured. Plantings, as a whole, were two to three weeks late and the present condition does not indicate a good crop.

Dark Districts of Kentucky and Tennessee.

Paducah District.—The area intended for tobacco shows a slight increase over that of last year. Plants were scarce because late freezes damaged some beds and the growing weather was unfavorable. Dry weather, with only local rains, prevailed during the entire planting season. No general rain fell in May or June. In some beds plants died and in others became overgrown. Planting was irregular; in some localities near the full-intended acreage was planted, while in others only a small per cent. The district as a whole has about 66 per cent. of last year's acreage, but the stand is bad in a large per cent. of the fields and the crop two or three

weeks later than usual. The prospect July 1 was for a late, inferior crop.

Henderson or Stemming District.—Although the area intended for tobacco was about the same as last year, only about 73 per cent. was planted because of hot, dry weather during late May and nearly all June. In the Green River section good rains fell late in June and a larger per cent. of the crop was planted there than in the Henderson section, where the drought was still unbroken on July 1. The late planting, however, was with inferior plants and does not promise good results. The crop as a whole is two weeks late with a bad stand over a large per cent. of the area; the condition on July 1 was the worst in several years.

Upper Green River District.—The report relative to this district is intended to apply to the dark or one-sucker tobacco. Reports indicate that the area, which under favorable conditions for planting would have been 20 to 25 per cent. larger than last year, is about the same. Planting was delayed by hot, dry weather during May and the first half of June; some plants died in the beds and others became too large to use. Copious rains about the middle of June enabled the last plantings to be made. The crop is two to three weeks late, and the condition, lower than in several years, does not indicate a good crop. On account of the low prices last year, very little Burley tobacco has been planted.

Upper Cumberland District.—Low prices on the 1910 crop, scarcity of plants, and hot, dry weather reduced the acreage, as compared with last year, about 50 per cent. Hot, dry weather in May and June ruined part of the plants and interfered with planting. Planting was done after local rains, and on most fields resulted in bad stands and uneven growth. The prospect is the poorest in several years.

Clarksville and Hopkinsville District.—The acreage intended for tobacco was a little larger than last year, but only 70 per cent. of last year's was planted. Planting is very irregular, some sections have nearly the full intended acreage, while others have less than half. Plants were scarce on account of late freezes and unfavorable spring weather. No general rain fell during the entire planting season; the weather was extremely hot and an unusual percentage of the plants died in the field, necessitating much replanting and, where a stand was secured, causing an uneven growth. Some plants became overgrown in the beds and others dried up; a shortage resulted and the entire acreage was not planted. The stand is poor on a large proportion of the area. The prospect on July 1 was for the shortest and poorest crop in years. Favorable weather later may cause considerable improvement in the condition of living plants, but the final yield is certain to be short of last year.

Virginia Sun-Cured District.

The area was reduced to 85 per cent. of that of last year by hot, dry weather during the planting season. Some plants became too large to set and others dried up in the beds; not enough remained to plant the full area when rain came late in June. The area planted is in some sections nearly as large as in 1910, while in others it is much less. The crop is two or three weeks late, has a poor stand, is of irregular growth, and does not promise good results.

Virginia Dark District.

The acreage is 80 per cent. of last year's, while the intention was to plant about the same. The decrease was due to lack of seasonable weather for transplanting. There was no general precipitation during the planting season; the crop, planted after light local rains, has a bad stand in many fields. Plants during the hot, dry weather were burned up in many beds. Many fields became too dry to be put in shape for planting and were not plowed. Some damage was done by insects after planting, and hail injured some plants, both in beds and in the field. The crop, two or three weeks late, has a bad stand and is of uneven growth. The condition July 1 was unpromising.

Bright Yellow District.

Old Belt, Virginia and North Carolina.—About the same acreage as last year was intended for tobacco, but hot, dry weather reduced it to about 77 per cent. No general rain fell during May or June; the planting, done after local showers, resulted in many fields in bad stands. Some plants became overgrown in the beds and some dried up and died, causing a scarcity. After planting, insects did considerable damage, and many plants perished in the fields, making the stand poor. The crop, two or three weeks late, is irregular in growth; not in many years has the prospect been so discouraging.

New Belt, North and South Carolina.—Only 55 per cent. of last year's area was put under cultivation. Plants were scarce on account of dry weather in the winter and early spring when they were growing in the beds. Dry weather at planting made it impossible to get a stand in many fields, and a number were plowed up and planted to corn and cotton. The crop is two or three weeks later than usual, with bad stands and uneven growth. The present prospect indicates a poor result.

Maryland and Eastern Ohio Export.

The acreage is 79 per cent. of last year's. The intended acreage was less than last year, and was further reduced by dry weather at planting time, which partially prevented planting and caused bad stands in many fields. Crop is two weeks later than usual and of uneven growth, making the prospect below that of the previous season.

Perique, Louisiana.

The acreage is about the same as last year. Crop was damaged by wet weather in April and by dry weather later. Prospect is not so good as usual.

News Items from New Orleans.

NEW ORLEANS, LA., August 10, 1911.

HENRY VALLOFT, manager of the Independent Cigar Stores Co., has been in New York taking a much needed rest after a very busy season's work. During his absence from the city Mr. Valloft will visit many of the factories with whom his firm does business.

Emile O'Brien has assumed the management of the cigar department of Smith Bros. Co., while Mr. Frohlichstein, the head of that branch of the business, is in the East on a business trip.

The "El Genio" cigar is having a great sale and Max Guiraud, distributor here for the brand, is much gratified at the increased demand for that popular cigar.

The Press cigar stand, Commercial and Camp streets, has had a handsome window display of "Good and Plenty" tobacco. It is a two ounce package of scrap mixture that sells for five cents.

Letters received from Juan M. Gonzales, from Cuba, state that he has purchased a large quantity of selected Havana leaf tobacco and will give his customers some of the finest clear Havana smokes that have ever been offered on this market. Mr. Gonzales is expected back at almost any time.

The many friends of Laz Michel, of the New Orleans Cigar Stores Co., who has been confined to bed for some days as the result of an operation, are pleased to see him again at his place of business.

The old established cigar store of the late J. B. Desangles, Decatur near Canal street, has been purchased by Sam St. Martin, of Donaldsonville. This business was started thirty-seven years ago by J. B. Desangles, and after his death, some months ago, was continued by his son, A. L. Desangles, who has just disposed of same to devote his time to his wine business.

Louis White, representing the "Owl" and "General Arthur" cigars, spent several days in this city recently.

Dave Frohlichstein, manager of the cigar business of Smith Bros. Co., has returned from an extended trip through the North and East. While away Mr. Frohlichstein called on the factories whose brands his firm control, and also made some large purchases.

C. S. Foster, representing U. Koen & Co., left recently, to cover his regular Alabama and Georgia trip.

Genial Louis Lindheim, representing the Crescent Cigar and Tobacco Co., has just reached the city after a very successful journey in his Mississippi territory.

The obliging counter man of A. P. J. Segassie, Mr. L. F. Sirgo, reports a very satisfactory business, particularly on high price cigars.

Manager Harry Mathe, of the Southern Cigar Co., is one of the most capable and artistic window dressers in the retail business in this city.

Anthony H. Miranda, of the Independent Cigar Stores, Canal and Decatur streets, says he is having a great sale on "Cobs" and "Manillanettes." E. J. Villarrubia, in charge of the shipping department of Valloft & Dreux, says that they are kept busy supplying the demand for "Round Up" and "Ruy Lopez" cigars.

Colonel Moses Meyer, the Dean of the cigar salesmen in the South is in the city. Col. Meyer makes this city his headquarters.

Two arrests for violation of the revenue laws were made by revenue agents recently. Charles Bianchi, 1533 Orleans street, was charged with purchasing and receiving for sale cigars in boxes upon which the revenue stamp had not been destroyed and failing to destroy stamps on empty boxes, as required by law. Bianchi was placed under bond of $500.

PELICAN.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

FRANCIS DANIEL PASTORIUS.—22,732.
For cigars, cigarettes and cheroots. August 2, 1911. A. Mahler & Co., Philadelphia.

VENO POLLA KNOTS:—22,733.
For cigars, cigarettes, cheroots and stogies. August 2, 1911. Julius Greenberg, Chicago, Ill.

OHIO GENTLEMEN:—22,734.
For cigars, cigarettes and cheroots. August 2, 1911. H. G. Ritter, St. Louis, Mo.

CITY HALL SQUARE BLDG.:—22,735.
For cigars, cigarettes and cheroots. August 2, 1911. Wm. Steiner, Son & Co., New York City.

LA NILA:—22,736.
For cigars, cigarettes, cheroots and stogies. August 2, 1911. Chas. Stutz Co., New York City.

LE VOLEUR:—22,737.
For cigars, cigarettes, cheroots and stogies. August 2, 1911. Chas. Stutz Co., New York City.

ADMIT:—22,738.
For cigars, cigarettes and cheroots. August 2, 1911. A. C. Henschel & Co., Chicago, Ill.

ILLINOIS COMMERCE:—22,739.
For cigars, cigarettes, cheroots and stogies. August 2, 1911. Chas. C. Swartz, Benton, Ill.

VALSTAFF:—22,740.
For cigars, August 2, 1911. John Jedlick, Boise, Idaho.

OFF-OX:—22,741.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 2, 1911. W. L. Gillern, Northampton, Mass.

SPECIAL PROCESS:—22,742.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 2, 1911. W. M. Lawn Cigar Co., Kalamazoo, Mich.

DETROIT SPECIAL.—22,743.
For cigars, cigarettes, cheroots and stogies. August 2, 1911. A. W. Fritsch, Rochester, N. Y.

ACQUITANIA:—22,744.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 2, 1911. Seeman Bros., New York City.

EDWARD M. SHEPARD:—22,745.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 2, 1911. Seeman Bros., New York City.

LITTLE FINCK:—22,746.
For cigars, cigarettes, cheroots and stogies. August 4, 1911. St. Louis Cigar Box Co., St. Louis, Mo.

FINCK'S COMMERCE:—22,747.
For cigars, cigarettes, cheroots and stogies. August 4, 1911. St. Louis Cigar Box Co., St. Louis, Mo.

BIG JAKE:—22,748.
For cigars, cigarettes, cheroots and stogies. August 4, 1911. F. J. Roth, Mt. Pulaski, Ill.

AMERICAN GENIUS:—22,749.
For cigars, cigarettes and cheroots. August 4, 1911. Heywood, Strasser & Voigt Litho. Co., New York City.

MASTER OF ART:—22,750.
For cigars, cigarettes and cheroots. August 4, 1911. Heywood, Strasser & Voigt Litho. Co., New York City.

CLOUD SCOUT:—22,751.
For cigars, cigarettes and cheroots. August 4, 1911. F. M. Howell & Co., Elmira, N. Y.

SAVINGS BANK:—22,752.
For cigars, cigarettes and cheroots. August 4, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

HAVANA HASH:—22,753.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 7, 1911. Richman Bros., Chicago, Ill.

BUD FISHER:—22,754.
For cigars, cigarettes and cheroots. August 7, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

HONEST INJUN:—22,755.
For cigars, cigarettes and cheroots. August 7, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

DON BERNAZA:—22,756.
For cigars, cigarettes and cheroots. August 7, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

EL GINERO:—22,757.
For cigars, cigarettes and cheroots. August 7, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

SPEED LIMIT:—22,758.
For cigars, cigarettes and cheroots. August 7, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

JINGABOO.—22,759.
For cigars, cigarettes, chewing and smoking tobacco. August 7, 1911. Chas. Stutz Co., New York.

EMMETT SHAW'S ROUNDER:—22,760.
For cigars, cigarettes and cheroots. August 7, 1911. Emmett Shaw Cigar Co., Atlanta, Ga.

LLADNAR:—22,761.
For cigars. August 7, 1911. L. F. Randall, Jacksonville, Ill.

LA RUSTICANA:—22,762.
For cigars, cigarettes, chewing and smoking tobacco. August 7, 1911. The Moehle Lithographic Company, Brooklyn, N. Y. Re-registration.

LA INTERNO DE CUBA:—22,763.
For cigars, cigarettes, chewing and smoking tobacco. August 7, 1911. The Moehle Lithographic Company, Brooklyn, N. Y.

CHARLES XIV:—22,764.
For cigars, cigarettes, chewing and smoking tobacco. August 7, 1911. The Moehle Lithographic Company, Brooklyn, N. Y.

CITY BLUNTS.—22,765.
For cigars. August 7, 1911. J. G. Shirk, Lancaster, Pa.

ZEPHYR HAVANA:—22,766.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 8, 1911. Standard Stogie Company, Pittsburgh, Pa.

THE LEAMINGTON:—22,767.
For cigars, cigarettes, chewing and smoking tobacco. August 8, 1911. Louis Ash & Company, New York City, N. Y.

EVERSMOKE:—22,768.
For cigars, cigarettes and cheroots. August 8, 1911. Kaufman, Pasbach & Voice, New York City, N. Y.

VALLEY CUBA:—22,769.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 8, 1911. Geo. N. Williams Cigar Company, Reading, Pa.

I AM FROM MISSOURI.—22,770.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 8, 1911. Theobald & Oppenheimer Company, Philadelphia.

EVERY HOUR:—22,771.
For cigars, cigarettes, chewing and smoking tobacco. August 8, 1911. Lambert Robert's Sons, Cincinnati, Ohio.

ORIGINAL GOLD BELT:—22,772.
For cut plug smoking tobacco. August 8, 1911. Pacific States Tobacco Co., San Francisco, Cal.

ORIGINAL RAJAH:—22,773.
For cigarettes. August 8, 1911. Pacific States Tobacco Company, San Francisco, Cal.

TROVELLA:—22,774.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 9, 1911. William Ott, Reading, Penna.

GARNELLA:—22,775.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 9, 1911. William Ott, Reading, Penna.

DON FARBO:—22,776.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. August 9, 1911. American Lithographic Co., New York.

LA COSINA:—22,777.
For cigars, cigarettes, cheroots, smoking and chewing tobacco. August 9, 1911. American Lithographic Co., New York.

CAMPAIGN TIPS:—22,778.
For cigars, cigarettes, cheroots and stogies. August 9, 1911. Wabash Cigar Co., Pittsburgh, Pa.

RIGBY'S LITTLE LARGE 5c. CIGAR:—22,779.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. August 9, 1911. The J. A. Rigby Cigar Co., Mansfield, Ohio.

MADE IN THE GOOD OLD FASHIONED WAY:—22,780.
For use in connection with cigar titles. August 9, 1911. C. C. Casad, Medway, Ohio.

DA CAPO:—22,781.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 9, 1911. John Fleck, Dayton, Ohio.

SATALIA:—22,782.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. August 9, 1911. L. W. Keyer, Dayton, Ohio.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

L. L. SCHLOSS,
CIGAR BROKER,
29 Randolph Street, Chicago, Ill.
Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

HARRY L. ROBY, Leaf Tobacco Broker
21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

N. D. ALEXANDER, Leaf Tobacco Broker
18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

PIPE FOR IRRIGATION PURPOSES.
We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
167 South St., New York City. 3-15-tf.

BROKERS AND JOBBERS wanted to handle our 5-inch "Perfecto" 5-cent cigar, guaranteed clear Havana filled. Connecticut shade grown wrappers, positive duplicators. Lorenzo P. Lopez Co., 353 E. 78th St., New York City. 7-1-r.

M. E. STERN & CO.
Leaf Tobacco Broker, Dayton, Ohio
FOR SALE—Special lots of Spanish, Gebhart, Dutch, Pennsylvania, Wisconsin and Connecticut first quality tobacco at attractive prices. Write today for quotations and samples.

CIGAR SALESMAN, with many years' experience and large trade in Colorado, Kansas and Nebraska, among jobbers and retailers, wants line of Clear Havana, also cheap line of Pennsylvania cigars to sell, in case lots. Address Sam. Woolf, P. O. Box 209, Chappell, Nebr. 8-15-c.

SPIRELLA:—22,783.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. August 9, 1911. L. W. Keyer, Dayton, Ohio.

ADONETTE:—22,784.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. August 9, 1911. L. W. Keyer, Dayton, Ohio.

URSA:—22,785.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. August 9, 1911. L. W. Keyer, Dayton, Ohio.

EREMO:—22,786.
For cigars, cigarettes and cheroots. August 10, 1911. Klingenberg Bros., New York.

ARDITO:—22,787.
For cigars, cigarettes and cheroots. August 10, 1911. Klingenberg Bros., New York.

SARANOSO:—22,788.
For cigars, cigarettes and cheroots. August 10, 1911. Klingenberg Bros., New York.

ACOMODO:—22,789.
For cigars, cigarettes and cheroots. August 10, 1911. Klingenberg Bros., New York.

PAY AS YOU ENTER.—22,790.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 10, 1911. William Kane, Chicago, Ill.

JOSE SERRA:—22,791.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 10, 1911. Morris Newlander, Chicago, Ill.

BARNELL:—22,792.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 10, 1911. B. Marks, New York.

F and K:—22,793.
For cigars. August 10, 1911. Felsburg & Kendall, Minersville, Pa.

EL REPUTADO:—22,794.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. August 10, 1911. American Litho. Co., New York. Re-registration.

NOTICE

Aaron B. Hess, Esq., President,
National Cigar Leaf Tobacco Association.
Leonard Cohn, President,
Leaf Tobacco Board of Trade of the City of New York.
Gentlemen:

In conformity with the rules for sampling Cigar Leaf Tobacco, it is understood and agreed that the general rule shall apply upon the sampling of the 1910 crop, as follows:

Connecticut, Massachusetts and Pennsylvania, September 1, 1911.

New York State and Wisconsin, September 10, 1911.

Ohio, Little Dutch, September 1, 1911.

Ohio, Natural Sweated Zimmer Spanish, September 15, 1911.

(Signed) F. C. Linde, Hamilton & Co., 8-15-c.

For Sale.

FOR SALE—An old established cigar factory leaf warehouse and cigar box factory, with brands and registered labels including good will and all stock and fixtures. Building can either be purchased or leased. Address P. O. Box No. 110, York, Pa. 7-1-e.

FOR SALE—Pure Dutch, Gebhardt or Zimmer Spanish scrap filler tobacco. These scraps are from old resweat wrapper B tobaccos—high quality, clean, dry and ready to work. Write for samples and prices. Homer Tobacco Company, 208 S. Ludlow St., Dayton, O. 2-1-ch.

FOR SALE—Pure Havana scraps, guaranteed high aroma. Price, 4½ cents any quantity.
ALONZO B. PANDOZ CO., 173-175 E. 87th St., New York 8-15-ch

FOR SALE—Complete set of second-hand cigar store fixtures, in good condition. Same was taken in trade on a new outfit. The Cleveland Store Fixture Co., 4059 St. Clair Ave., Cleveland, Ohio. 5-15-tf.

FOR SALE—Choice packing of Lancaster County B's, 1909; also 150 cases of choice Lancaster fillers. Address Packer, Box 45, Marietta, Pa. 8-15-a.

New York, July 31, 1911.
FOR SALE—Established cigar factory, at inventory price. Good opportunity. Detor Brothers, Canastota, N. Y. 8-15-c.

CONGO RIVER CROOKS:—22,795.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 10, 1911. Sig. Strauss, New York.

COUNTERSIGN:—22,796.
For cigars, cigarettes and cheroots. August 10, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

THE H. E.:—22,797.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. August 10, 1911. Herman Edelstein, New York.

TRANSFERS.

LITTLE FINCK:—22,846.
For cigars, cigarettes, cheroots and stogies. August 4, 1911. St. Louis Cigar Box Company, St. Louis, Mo., has been transferred to H. W. Finck, San Antonio, Texas. August 9, 1911.

FINCK'S COMMERCE:—22,847.
For cigars, cigarettes, cheroots and stogies. August 4, 1911. St. Louis Cigar Box Company, St. Louis, Mo., has been transferred to H. W. Finck, San Antonio, Texas.

Business at the Havana-Ribbon Factory.

NOTWITHSTANDING continued overtime work at the three factories of Bayuk Brothers, they say they are still somewhat behind in filling orders. No decision has yet been arrived at as regards an additional factory, but should a heavy demand again come in for "Havana Ribbons" this fall, more facilities may become absolutely imperative.

LEAF TOBACCO MARKET

Buyers Arriving in New York---Philadelphia Trade Has Mid-summer Quietness---Some Ohio Types Running Short---More Rain Needed in Wisconsin---Harvesting New England Crops.

NEW YORK.

New York City.

DURING the past two weeks Western buyers have been arriving in goodly numbers, but, unfortunately, market conditions were such that no particularly noteworthy sales have, as yet, been consummated.

Wrapper tobaccos of the Connecticut types, which are usually among the earliest goods to be shown, have not yet been extensively sampled. The interest which usually centres in light wrappers is doomed to disappointment this year, because the percentage of light wrappers is light this year. Some darker goods have changed ownership, but the transactions have been of a moderate speculative nature. Some business has also been reported in Connecticut broadleaf, to a Western manufacturer.

The apparent small proportion of light wrapper leaf is expected to have a noticeable effect on the price of seconds, for which there is likely to be an increased demand, owing to the scarcity of available Wisconsin tobacco for binder purposes.

The number of visiting buyers is expected to increase steadily for the next week or more, and as soon as sampling has been more generally done business may find considerable stimulus.

A well sustained Sumatra market has resulted from the visits of out-of-town buyers, and considerable quantities of goods have been purchased. Prices no longer seem much hindrance to buyers, and it has resolved itself to a matter of getting satisfactory tobaccos. With the quality of the new tobacco admittedly good, prices were the chief cause of a less active market condition, which prevailed heretofore.

American buyers have been thronging Havana, and old stocks are being cleared out of the market. Manufacturers who have visited Cuba in the expectation of procuring ample stocks, have returned with only partial supplies, because supplies in the Havana market were limited. More goods are being received from the country districts, but it will necessitate later visits to procure additional stocks.

Baldwinsville.

Old Onondaga B's have been in pretty good demand in both natural sweat and re-sweated goods, which are found most useful in supplanting types from other growing sections from which the tobaccos were too light and flimsy for manufacturers' needs.

PENNSYLVANIA.

Philadelphia.

A FAIR leaf market has been experienced for the beginning of August. Purchases are not quite so extensive as they were a fortnight ago, goods are not being offered in particularly large quantities either. The month of July closed with a special rush, and the volume of business done was more than ordinarily large for the time of year. Some of the oldest houses say it was the most active July they had experienced in many years.

The Sumatra market remains unchanged. Goods are being taken in moderate quantities, which in the aggregate has made up a fair volume of business. It is less troublesome to obtain current prices than it was earlier in the season.

With only limited stocks in the hands of importers, Havana tobaccos are not being pressed on the trade, and yet their needs seem to require moderate purchases at more or less frequent intervals.

Lancaster.

There is no noticeable change in the market condition which shows symptoms of intermittency. That is to say, every once in a while, when a certain lot of goods are brought to a buyer's attention there is a consummation of a deal, but the market lacks steadiness. There are some who are anxiously awaiting the sampling season to ascertain fuller particulars of the new goods and then make comparisons. Local manufacturers seem to have been the principal buyers during the past week.

The new crops are now in fair condition, although somewhat irregular in growth. In some fields can be seen rows of finely developed plants, and nearby rows of stunted plants. Some of the plants are about ready for topping.

York.

The tobacco crop promises to be a fair one. There is much less of the burley type this year. Topping is not yet general, and only occasional fields have reached that stage of growth. Plants have a rather healthful appearance, and with continued good weather should turn out well. The humid weather of the past week was very helpful to tobacco fields.

OHIO.

Dayton.

PRESENT indications are that the new crop will be of short growth, and the market in old goods remains dull, notwithstanding that Little Dutch has been practically cleared out of the market. A comparatively small quantity of Gebhard remains in packers' hands. Packers are holding aloof from taking the remaining crops from growers because of the price they demand. It seems rather probable that growers wil soon make some further concessions on the crops they are holding.

WISCONSIN.

Edgerton.

A PROLONGED hot wave is doing much damage to the growing tobacco crops, and unless relief comes very soon farmers will suffer severely. During the past month crops appeared to have been going backward. While a few rains have fallen they were so light that they have not promoted anything like a normal growth or development of the plant. Even should copious rains follow, there cannot help but be a large proportion of short leaf goods in this year's crop.

Buyers have been riding through the country, critically inspecting the growing crops, but the conditions were so unfavorable that no purchases have thus far resulted.

There have been some inquiries for binder goods of any year's crop, but transactions remain limited to very small sales. Not more than five carloads of leaf have left Wisconsin points during the past week.

NEW ENGLAND.

Hartford, Conn.

A NUMBER of tobacco farmers are now harvesting their crop. Late rains have helped its growth wonderfully, but it is nevertheless behind last year's. The Connecticut Tobacco Corporation has commenced the picking of leaves at their Silverlane Plantation.

Poquonock, Conn.

It is estimated that 2,000 people, men, women and boys, are now employed in this section in harvesting the tobacco crop. This number may be augmented by 1,000 more people as soon as outside tobacco is ready to cut.

Glastonbury, Conn.

It was not until this week that tobacco harvest was commenced in earnest. The crop appears to be a good one, although a little more rain would have been a decided advantage.

Suffield, Conn.

At the Hingedale Smith Tobacco Plantation, in Feeding Hills, just over the Suffield line, tobacco picking has progressed, but not under the most favorable circumstances. Charcoal fires have to be started in the sheds to facilitate drying out the leaves.

Thompsonville, Conn.

Charles W. Salomon, of the De Florida Tobacco Co., New York, and Thomas H. Smith, of Hazzardville, have purchased ground in Fairview, where they expect to erect a large tobacco packing warehouse. The property has a frontage of 100 feet along the tracks of the New York, New Haven & Hartford Railroad.

Windsor Locks, Conn.

The American-Sumatra Tobacco Co. are housing 200 New York City young women in tents on their Suffield Plains Plantation. The annual labor shortage in the Connecticut Valley Tobacco Belt made it necessary for this company to go to New York for help.

Springfield, Mass.

The rain which fell in this section early this month was like dropping gold dollars in the pockets of the tobacco firms. Farmers are especially pleased that so little leaf damage is noticeable. The field growth of Connecticut seed is showing up well in all sections, and not only have plants attained a fair height, but splendid stalk growth as well. Farmers are expecting an early harvest.

Westfield, Mass.

The tobacco crops in the Woronoco Valley are well matured, and a large number of young men and women are being employed in priming the crop. Most of the growers had good luck this year, and believe that the high quality of their crops will insure a good price for their tobacco.

Badger State Items

W. J. Holman, of Hart & Murphy, St. Paul, Minn., manufacturers, recently inspected the Wisconsin markets.

S. Pretzfeld, of Pretzfeld & Co., New York, has been driving through the State with Frank McIntosh, of Edgerton.

It is reported that Otto Eisenlohr & Brothers are negotiating for another site in Edgerton for the erection of a large warehouse. The right of way for a side track to the property under consideration, has already been granted by Common Council of that city.

May Be New Tennessee Tobacco Market

Tullahoma, Tenn., has ambitions to become an important tobacco market. In fact, the growth of the tobacco raising industry in the Tullahoma district within the past four years has been phenomenal.

From a crop of 60,000 pounds in 1906 it grew to 2,000,000 pounds in 1910, and the 1911 crop is expected to show another tremendous increase. The crops in the field were never in a finer condition at this time of the year than they are now, and the area planted is about one-third greater than that of last year.

Mayor Marshall recently received a communication from a large tobacco concern at Winston-Salem, N. C., making inquiry as to whether Tullahoma had a "loose-sale" tobacco warehouse, and if so how many, or if not, how would the establishment of large purchasing and sales warehouse be received. They were advised that anything to advance the welfare and commercial interests of Tullahoma would be received with open arms.

We are informed by Wm. Bashar, of the Bashar Leaf Tobacco House, at Wheeling, W. Va., that they are now occupying a double warehouse at 1422-24 Main street, having removed from 1425 Main street recently.

Reorganization of Dayton Firm.

THE Miami Valley Leaf Tobacco Co., of Dayton, Ohio, was recently reorganized by the withdrawal of A. H. Reeder from the firm, and the admission of Bernard Horn to an active interest with Stanley Krohn, a former member of the firm. In the dissolution is was agreed that Mr. Krohn should continue the use of the name of Miami Valley Leaf Tobacco Co. They will continue to specialize on Ohio tobaccos and will retain the former warehouse, which is one of the best equipped plants in the State. Mr. Reeder, it is said, has become extensively interested in railway enterprises, and will devote his time almost wholly to his personal interests.

Merger of Western Cigar Box Factories

THE recent incorporation of the Wiedmann-St. Louis Cigar Box Co., at St. Louis, Mo., is a more significant move than was at first supposed. The plans include the consolidation, under one head, of the present businesses of the St. Louis Cigar Box Co., the J. J. Wiedmann Cigar Box Co., both of St. Louis, and the A. G. Wiedmann Cigar Box Co., of Kansas City, each one of which was a going concern, doing a prosperous business.

The principals in the newly organized enterprise are Louis G. Twichaus, Albert Stossel, William A. Keeft, Frank Ahrenhoerster, William H. Hehrlein, A. Otto Wiedmann, Charles A. Meredith, all of St. Louis; and Arthur G. Wiedmann, of Kansas City.

The new company will also engage in the wholesale lumber business, and will handle cigar box lumber for the trade.

John O. Moseley, Sr., an old tobacco dealer at West Springfield, Mass., aged 75 years, died last week after a long illness. He is survived by a widow and one son.

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LA ALTOONA, Perfecto
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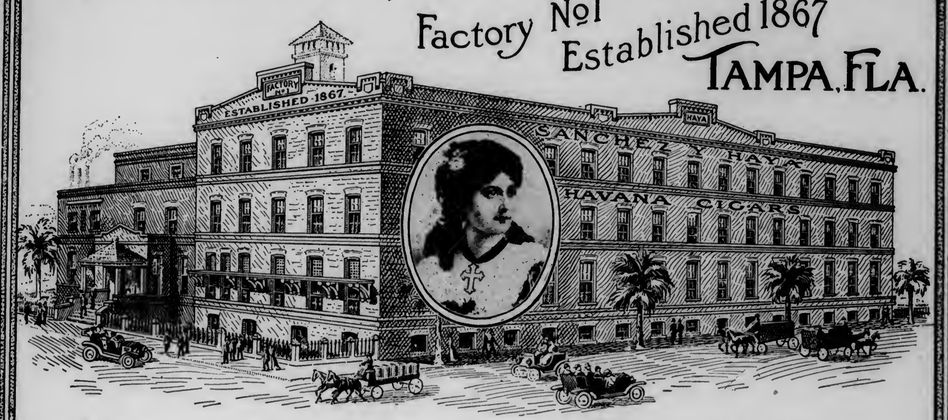
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ESTABLISHED 1881

Vol. XXXI No. 17

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The Manillanette Stogies are packed three in a package in triangular shape. Each package is banded and wrapped in oil paper, which keeps the Stogie in a clean and wholesome condition, and also prevents breakage. Write us for particulars.

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If You Do Not, You Ought to Know

that we have built our reputation on quality

That

ALVAGAR

and annexed brands of clear Porto Rican Cigars of

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are repeating wherever placed.

What better reason would you want?

Porto Rico, Caguas and San Lorenzo — New York at 128 Water Street

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Made by

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"QUALITY CREATORS"

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PRICE, 5c.

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DETROIT

"QUALITY CREATORS"

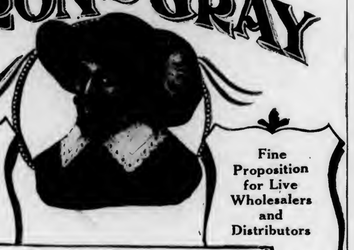
Established 1857

M. STACHELBERG & CO.

Havana Cigar Makers

Tampa

BARON~GRAY



A Five Cent Cigar "Good Till the Last Puff"

Fine Proposition for Live Wholesalers and Distributors

WRITE TO-DAY TO
W. R. WALLASTON
Manufacturer - - DAYTON, OHIO

CENTRAL UNION



No other brand of Tobacco has grown so quickly in public favor

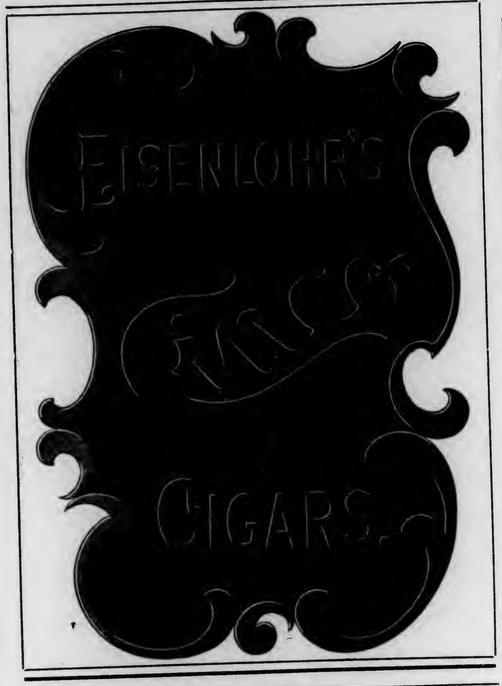
Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL 2ND EXPOSURE



THE CIGAR THAT MADE PHILADELPHIA FAMOUS!

Jobbers and Dealers have been attracted to

Juan F. Portuondo

CIGARS

by their quality-tobacco, workmanship, package, for more than forty years. They are still pleasing the consumers and benefitting the trade because

"THEY HAVE NO EQUAL"

Established 1869
Incorporated 1893

Juan F. Portuondo Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA

The Signature is on every box

Highest Grade of All Havana Cigars



Made in Thirteen Sizes of the Most Popular Shapes

For prices and other particulars address

I. M. HERNANDEZ, Maker, **1714 Columbia Ave., Philadelphia**

BUILD YOUR TRADE ON QUALITY

ORANGE FLOWER

A Five-Cent Straight Cigar



Hand-Made in Five Sizes

A Live Proposition for Live Distributors

H. B. GRAULEY, Manufacturer, 6th & Chestnut Sts., Phila.

An instant winner of constant customers



CRESSMAN'S **COUNSELLOR** 5¢ CIGAR

Allen R. Cressman's Sons
Makers
Philadelphia

BAYUK BROTHERS

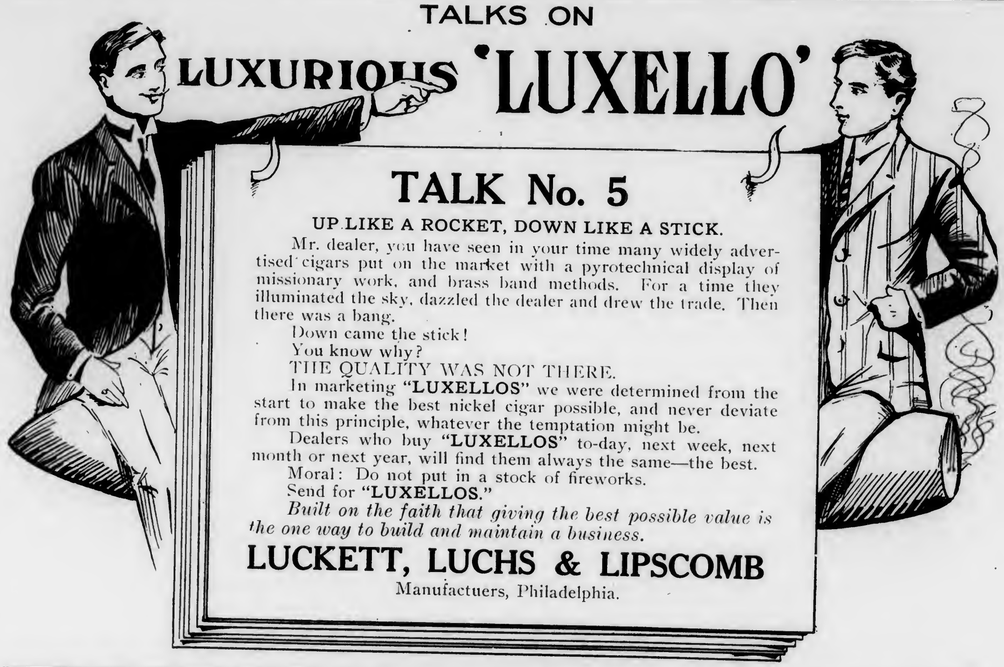
"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

TALKS ON

LUXURIOUS 'LUXELLO'



TALK No. 5

UP LIKE A ROCKET, DOWN LIKE A STICK.

Mr. dealer, you have seen in your time many widely advertised cigars put on the market with a pyrotechnical display of missionary work, and brass band methods. For a time they illuminated the sky, dazzled the dealer and drew the trade. Then there was a bang.

Down came the stick!

You know why?

THE QUALITY WAS NOT THERE.

In marketing **"LUXELLOS"** we were determined from the start to make the best nickel cigar possible, and never deviate from this principle, whatever the temptation might be.

Dealers who buy **"LUXELLOS"** to-day, next week, next month or next year, will find them always the same—the best.

Moral: Do not put in a stock of fireworks.

Send for **"LUXELLOS."**

Built on the faith that giving the best possible value is the one way to build and maintain a business.

LUCKETT, LUCHS & LIPSCOMB

Manufactuers, Philadelphia.

HERE IS THE WINNING PACKAGE



EL BORITA

Dealers who have sold EL BORITA 5 Cent Cigars know that they *draw trade and hold it.* Are you a wise dealer. If so, order EL BORITAS and watch your business grow. . . .

Made of the best Domestic Leaf by Skillfull Hands in Clean Factories. Banded and Put up in Attractive Boxes. Tastes and Looks like a Cigar Twice the Price.

OTHER LEADING BRANDS

LAVOCA 10 to 50c.

LA TONIA 10c.

John Steigerwald & Company

Main Office, Twentieth & Tioga Sts., Philadelphia

"Sweet as the Opera"

RIGOLETTO

Havana CIGARS



E. A. Kline & Co.

Makers

Cleveland, Ohio

Lipschutz "44" Cigars



A proposition that is meeting with success the country over. It has among its many friends some of the largest distributors in the country. Why not join the successful ones?

"44" CIGAR COMPANY, Philadelphia, Pa.

LA SARAMITA CIGARS

INAUGURATING our 17th successful year in the manufacture of the famous La Saramita brand of broadleaf Havana cigars we are putting on the market three new sizes.



Commanders---
Panatella Finos
3 for 25 Cents

Admirals---10
Cent Straight
Size

THE SHIELDS-WERTHEIM CO.

MAKERS

CLEVELAND

HAVANA STICKS



we have some territory open for good live jobbers

EITEL & CASSEBOHM COMPANY
INCORPORATED
LOUISVILLE.

LIKE CANDY FOR THE CHILDREN

For Gentlemen of Good Taste



San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

CLEAR HAVANA CIGARS OF MERIT

Manufactured by

S. WOLF'S SONS



Factory No. 318 KEY WEST, FLORIDA
WRITE FOR QUOTATIONS



PITTSBURG'S LEADERS
Brands

2 for 5c—London Trophies, Spanish Blunts and Wabash Big Havanas.

3 for 5c—Seal of Florida, Day Star, Pittsburg Sticks, and Factory No. 8 Specials.

Some good territory open for live brokers and dealers

Wabash Cigar Co., Pittsburg, Pa.
The Makers

Build your trade on

RED RABBIT STOGIES

Made in Pittsburgh

The Best Brand on the Market

Fine proposition for distributors who appreciate good things.

PENN CIGAR COMPANY, 2247 La Place St.

Attractive Packages

Why not call attention to your HIGH CLASS or SPECIAL BRANDS by packing in a box

Different from the Ordinary?

WE ARE FULLY EQUIPPED to furnish anything from a Book Box to highly Polished Cabinets. We have served some of the largest Cigar Manufacturers in the country along this line; why not you? Give us an idea of what you want, accompanied by a rough sketch showing sizes, and we will do the rest.

Henry H. Sheip Mfg. Company
COR. SIXTH STREET AND COLUMBIA AVENUE
PHILADELPHIA, PENNSYLVANIA

Graham Courtney
HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company
135 West 42nd Street, New York

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Havana Cuba Cigars



We Suggest CASTANEDA

Highest Class Materials
Best Workmanship Perfect Colors Delightful Aroma

New York Office: 3 Park Row, Dave Echemendia, U. S. Rep. Telephone Connection
London Office: 14 Gracechurch Street
Castaneda (Havana) Cigar Factories, Ltd., 129 Virtudes, Havana
Cable Address, Havana, London and New York: "Cigarestas"

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO



FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY
3 PARK ROW, NEW YORK

Havana's Kingly Product



Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

The Tobacco World Registration Bureau

¶ Has the Most Extensive Lists of Registered and Used Brands in the Country.

INSURIND PROMPT AND EFFICIENT SERVICE



Why Waste Money

On "Tom Fool" advertisements, and sacrifice the quality of your cigars when

The Sales Humidor Case is the **best and lasting** advertisement ever invented for a SPECIAL BRAND CIGAR?

A number of firms have increased their business surprisingly with no let up for the demand for these cases.

Send $1.35 for a sample, and return in ten days if it don't prove worth a dozen times more.

P. A. BECKER, 132 Cumberland Street, Brooklyn, N. Y. Manufacturer glass lids and ventilating moistenera.

GEORGE W. PARR

Manufacturer of **FINE CIGARS**



MAKER OF

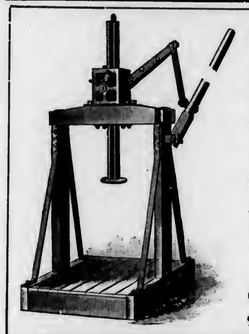
Fernside and Lord Wharton

Five Cent Goods

Sold to the Jobbing Trade Only

Correspondence Invited

LITTLESTOWN, PENNA.



CLARK'S "SAMSON" TOBACCO PRESS

The platform of this press is 3½ feet wide and 4 feet long.

The height in the clear is 4 feet. The total height with rack fully extended is 8 feet, 10 inches.

The press or jack stand is on top of the beam overhead.

This is a very Powerful Press

Many hundreds of them are now in use throughout the tobacco sections and giving entire satisfaction. Larger sizes made for special work.

The woodwork is made of best hard Maple, Ash or Oak. The ironwork is constructed of the very best iron and steel, strongly bolted together.

Write Today for Special Prices

Cutaway Harrow Co.
948 Main St., Higganum, Ct.

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

.:.Cigar Box Labels.:.

Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office--Paul Pierson, Mgr., 160 Washington St., Chicago, Ill.

ESTABLISHED 1887

LOUIS C. WAGNER & CO.

43 EAST 20th STREET NEW YORK

ORIGINAL PRIVATE DESIGNS IN STOCK

IMPORTERS OF FINE CIGAR LABELS AND BANDS

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.

CHICAGO 56 5TH AVE E. E. THATCHER, Mgr.

SAN FRANCISCO. 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

THE BEAU BRUMMEL OF STOGIES

PHOEBUS

Manufactured by

Consolidated Cigar Co., Pittsburg

Distributed by

MITCHELL, FLETCHER & CO.

Philadelphia

PULLIAM

Are They in Your Show Window?

Five Cents **PULLIAM CIGARS** Five Cents

Please Particular People

A masterpiece in fine nickel goods, and a revelation in quality and excellence.

Made by

HERMAN WARNER & CO.

YORK, PA.

Write Us To-day—It'll Pay

PULLIAM

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

'ELITE' F.R.y Ca. HABANA

Manufacturers of the celebrated "ELITE" Habana Cigars.

MAX SCHATZ

82-88 Wall St., New York

Sole Representative for United States and Canada.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A LA FAMOSA EQUAL TO ANY MILD 10¢ CIGAR

E. Kleiner & Co., Makers, New York



DANTON

A revelation in clear Havana Cigars

FISHER & YGLESIA CO.

Manufacturers of Quality Clear Havana Cigar

Factory: TAMPA, FLA. Office: 120-122 Livingston St. Brooklyn, N. Y.

Samples Submitted for Open Territory to Responsible Firms

THE KEY WEST CIGAR FACTORY KEY WEST FLA

THE

Key West Cigar Factory

Factory No. 413, KEY WEST, FLA.

Office and Salesroom:

43 to 47 W. 33d St., New York

Something NEW Mr. Jobber

Here's an Up-to-the-Minute Advertising Feature on Cigars:

A Premium Outfit That Will Draw Attention and Secure Trade

Every smoker needs and wants a humidor. It's the best "teaser" that can be offered as a premium on purchases. It **compels** business, because it appeals to the self-interest of the consumer.

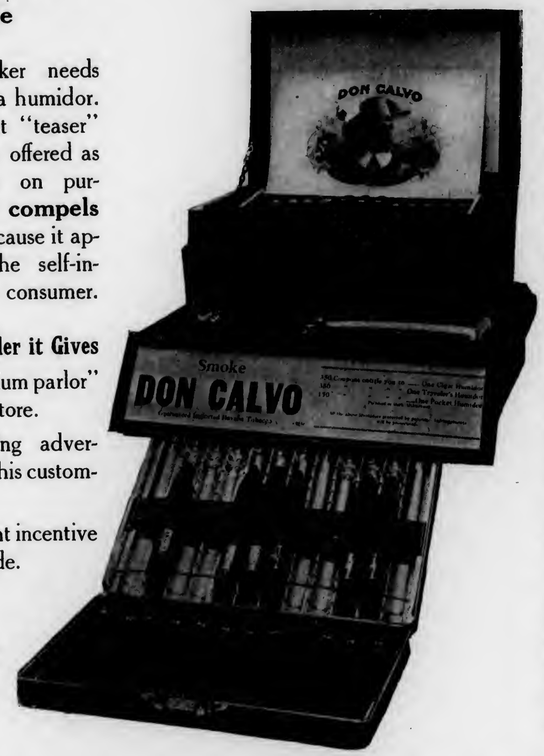
To the Retailer it Gives

¶ A "premium parlor" in his own store.

¶ A standing advertisement for his customers.

¶ A constant incentive for their trade.

So, this is a Business-Builder for YOU, Mr. Jobber.



THE CIGAR

"Don Calvo"

A High Grade 10c. Havana Cigar

Packed 50 to the Box

The Humidors

Fitted with porous mineral moistening device, prepared by secret processes. Based on scientific refrigerator principles. Protected by twenty-four patents and claims. Moisture is released or absorbed only as required by the cigars. Humidor is always equable, and cigars can be preserved for months in absolutely *hygienic* and *sanitary* condition.

Premium Outfit Contains

1 Hardwood Humidor, golden oak, mahogany or mission finish, porcelain lining, piano hinge, fitted with lock and key; capacity 50 cigars.

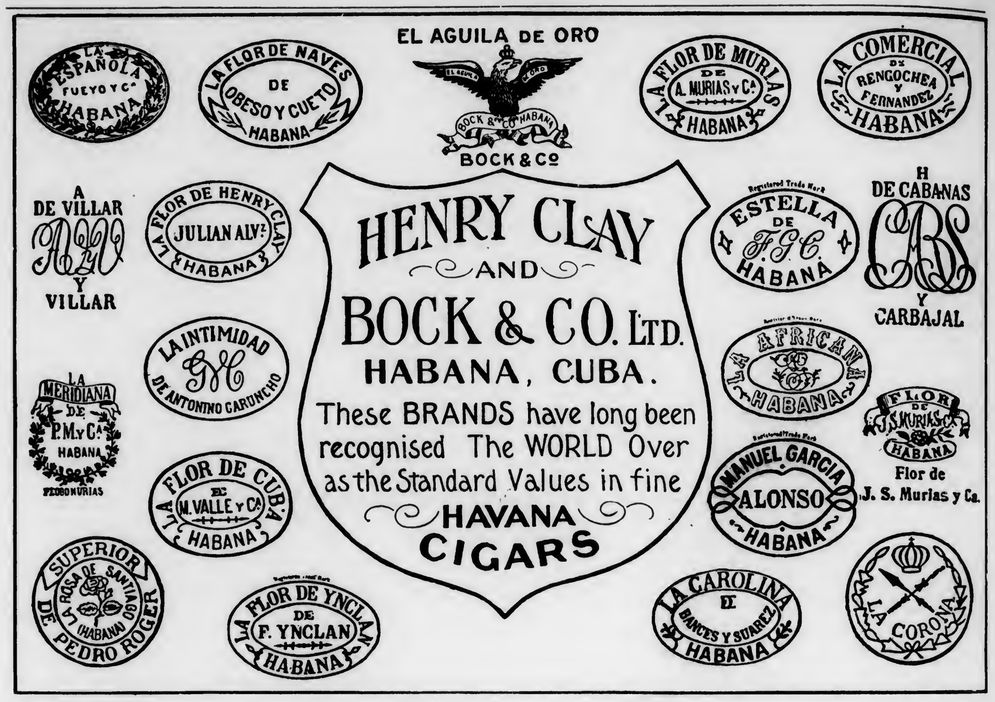
1 Traveling Humidor, metal case, aluminum interior, morocco leather cover, spring clutch; capacity 24 cigars.

2 Pocket Humidors, aluminum polished or gun metal finish; capacity 3 cigars.

The Proposition: "DON CALVO" cigars are sold to the retailer at $60 per thousand. With every order for 1000 cigars, the retailer obtains the complete premium outfit described above. He also receives 1000 coupons, containing the retailer's printed name.

Send us an order for 1,000 DON CALVOS and one premium outfit, or 10,000 with Ten outfits. To be returned at our expense, if not satisfactory. Regular discount to Jobbers. Write or Wire us for available territory. Some good sections left.

Don Calvo Cigar Co., 1135 Broadway, New York



Send for Free Sample Book
OF
German Process Cigar Bands

THEY HAVE THE "LUSTER THAT LASTS"

THE BOOK contains an issue of original designs in a variety of colors, and every one perfect and superior to most imported bands. They are sold at a price that will save you money and yet give the most satisfactory results.

Attractive designs that are characteristic and highly embossed.

German Process Cigar Bands are the Best

Write Now—Made only by

Wm. Steiner, Sons & Company
LITHOGRAPHERS
Steiner Building 257-265 W. 17th Street
NEW YORK

HOW TO ATTRACT TRADE

There is no better way to do this than by Exhibiting a nice display of

WHITE OX and KING POLLY CIGARS

Sold retail at Five cents.

THESE cigars never fail to satisfy discriminating smokers, and pleased customers come again and again. ¶ A stock of **White Ox** and **King Polly** cigars will prove their worth. ¶ Send us a trial order and get the benefits of the repeats they will bring.

Jacobs, Holtzinger & Co.
MANUFACTURERS
WINDSOR, PA.

DON'T LOSE YOUR PROFITS



SEE THAT THE BOTTOM HOOP IS STRONG

A National Cash Register system will stop the leaks through which profits escape. Let us show you how

The National Cash Register Co., Dayton, Ohio

Philip Morris
ORIGINAL LONDON **Cigarettes**



IF THE quality smoker fails to like a "P. M." the answer is simple. He needs the size that suits his taste.

Philip Morris & Co., Ltd.
402 West Broadway
New York

Factories: New York
Montreal London Cairo

1

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP-BABCOCK-BECKER COMPANY
525 Garfield Bldg., Cleveland

Boston	New York	Chicago	St. Paul	Minneapolis
Indianapolis	Albany	Atlanta	Cincinnati	Dallas
Milwaukee	St. Louis		San Francisco	Oakland



SURETY CIGAR CO'S

"ANSWER and POSTER"

Five Cent Cigars

Live Distributors Write for Terms.

"Made in Detroit"



World Famous Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA
Havana, Cuba

T&O COMPANY MAKERS

½ THE SIZE - ½ THE PRICE

LITTLE Wm Penn

THE NICKEL SIZE OF A GREAT 10c. CIGAR
5c. STRAIGHT
THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

A NEW FEATURE
OF ALL
PROMINENT STORES
VERY MILD

CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY

E. A. CONDAX & CO.
NEW YORK

The Originators of the
CONDAX STRAW TIPS

Pittsburg Stogies and Cheroots

Made by *Experienced Hands*, in *Daylight Workrooms*, under *Sanitary Conditions*.



"Workmanship, Cleanliness and Quality," our Motto.

"PURO SPECIALS" our Leaders

Write for Prices. Territory Open for Distributors

W. D. SHARPE CIGAR CO.
Pittsburg, Pa.

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, SEPTEMBER 1, 1911. No. 17.

Progress In Reorganizing A. T. Co. Is Being Made

Second Conference Leads to Encouraging Announcement—Time Limit for Depositing Securities Extended

THE second meeting within a week between the officers and attorneys of the American Tobacco Co. and representatives of the Federal Government and the Judges of the United States Circuit Court, was held in New York August 31st.

They met to discuss the tentative plans for reorganizing the American Tobacco Co. in accordance with the recent Supreme Court decision; and, although nothing definite as to the outcome has been announced, it is believed that they are making substantial progress. This is indicated by the brief statement made by Attorney-General Wickersham following the meeting.

The time limit for depositing the preferred stock and the 4% and 6% bonds with the Protective Committees, which was fixed for August 28th, was extended on that day until September 15th for the stock and September 28th for both classes of bonds. It was announced that day that between 49% and 50% of the preferred stock had been deposited, but there was such a rush at the last minute of those who were in line to leave their stock that they could not be accommodated, and for that reason the extension was made. The bondholders' committee made no statement as to the amount of securities that had been turned in.

There being some objection of the security holders to paying any assessments for defraying the expense of the committees, application will be made to the Court for an order directing that the reasonable expenses of the committees be borne by the company.

Application has also been made to the Stock Exchange to list the receipts given for the bonds and securities deposited, and there is no doubt that this will be granted.

Once the reorganization plan is submitted to the Circuit Court, the security holders, through their committees, will be at liberty to approve or disapprove of it. If they find objections to the plan, it is possible that they will submit an alternate proposal.

Following the first conference, held August 25th, Attorney-General Wickersham stated that he believed that some plan could be worked out before the expiration of the period allowed for the reorganization. "I think," he said, "that we are making progress and that the present indications are very encouraging to a satisfactory readjustment."

The conference was attended by Judges Lacombe and Noyes, Attorney-General Wickersham and James G. McReynolds, and as representatives of The American Tobacco Company, James B. Duke, its president, and the following counsel: Junius Parker, W. W. Fuller, Thomas Fuller and DeLancey Nicoll. William B. Hornblower attended as counsel for the Imperial Tobacco Company, and Sol M. Strook as counsel for the United Cigar Stores Company.

It is now believed that no redistribution of stocks will be permitted by the Federal authorities, and that it will be necessary to dissolve some of the subsidiary companies absolutely to effect a reorganization within the scope of the law.

When the Court decision was handed down last May, the American Tobacco Co. officers were of the opinion that the reorganization would not present many difficulties.

(*Concluded on next page.*)

Box-Stuffers Run to Cover, Crusade Will Continue

Government Will Not Be Deceived By Lull in Illegal Practice—Distributors Interested in "Cinco" Prosecution

SINCE the first arrest in the Government's crusade against boxstuffing in Philadelphia, consternation has seized the crooked dealers, who have been resorting to this practice.

Exposure of the fraud in the last issue of THE TOBACCO WORLD and the publication of the Government's determination to prosecute all violators to the limit, have sent the boxstuffers scurrying to cover. Nevertheless, the Internal Revenue men have not let up on their relentless hunt for the dealers who have been defrauding the public and violating the law.

Chief Deputy Collector James H. Wilkes, in an interview with THE TOBACCO WORLD, yesterday, said, "There has been a lull in the boxstuffing since the exposure of the scheme made by THE TOBACCO WORLD, but we are not being deceived by this, as we know that once the excitement has subsided, many are likely to go back at the old game, and it is then that we will swoop down on them and put them where they belong. We have a number of cases under surveillance now, and as soon as we can catch them in the act we will make the arrests."

Samuel B. Welsh, manager of the Scarlett cigar stores, who was the first to be arrested in Philadelphia in the present crusade, will be arraigned shortly in the United States Court on the charges preferred by the Government. The outcome of his case will be watched with considerable interest, since it is the announced intention of the Internal Revenue authorities to make an example of this case and to prosecute him as far as the law allows. As far as the Government is concerned, there will be no compromise.

Otto Eisenlohr & Bros., manufacturers of the "Cinco" cigars, which brand Welsh is accused of stuffing, have been the recipients of numerous letters from their distributors throughout the country, urging them to prosecute all boxstuffers and make an example of them. Probably no brand in the country suffers more from this evil than the "Cinco," which is known wherever nickel cigars are sold.

The Niles & Moser Cigar Co., Kansas City distributors of "Cinco" cigars, are especially interested in the outcome of the Philadelphia prosecution, since boxstuffing has become quite flagrant in the Kansas City territory.

Eisenlohrs have also received a letter of congratulations from Kingsbaker Bros. & Co., Los Angeles distributors of "Cinco" cigars, urging them to keep up the crusade.

Cigarette Prices are Advancing

ANOTHER advance, ranging from 25 to 50 cents per thousand, in the price of some cigarettes of the American Tobacco Company, was put into effect on August 28th. This is the second advance that has taken place within a comparatively short time, and retail dealers are agitating an advance in the retail price. In fact there are instances in which the customary 10-cent goods have been advanced to 12 and even 13 cents per pack.

Jobbers, of course, are making new prices in accordance with the advance in the cost of the goods, and retailers will soon have to raise the prices to the consumer.

The brands chiefly affected by the advance are "Mogul," "Murad," "Egyptian Luxury," "Turkish Trophies" and "Helmar."

So far, no advance has been made by the cigarette manufacturers not affiliated with the American Tobacco Company.



Modern Apparatus for Intensive Tobacco Culture

Intensive Cultivation of Tobacco Lands

IN no branch of the tobacco industry are modern methods more eagerly sought than in the cultivation of leaf tobacco by farmers. In fact, the modern farmer is regarded as among the most progressive of persons, for he will avail himself of every opportunity of improving his methods of cultivation, and anything which tends to improve his method interests him.

There is shown herewith a comparatively new apparatus for cultivating tobacco lands which will undoubtedly appeal to tobacco growers of every State. It is known as the "Cutaway" harrow, made by the Cutaway Harrow Co., of Higganum, Conn., and has been thoroughly tested in the tobacco fields of Connecticut.

In the vicinity of Tariffville, Conn., are fields aggregating about 700 acres, upon which are grown large quantities of Sumatra tobacco, most of which is cultivated under cloth. In hot weather horses and men easily fatigue under the canvas, and therefore some method of easier and cheaper cultivation was needed. It was decided by some of the growers to try a 20-horsepower gasolene engine and a double-action "Cutaway" harrow, and it has proven a success.

This apparatus takes the place of six eight-feet harrows, six men and twenty-four horses, effecting a large saving during the time of operation, to say nothing about horse feed during a season of year when there is no need for them.

The outfit can be run day and night, if need be, with simply changing crews. The engine is easy to guide; simply set the lever, adjust the clevis, and the harrow requires no further attention. It is not necessary for a man to ride on the harrow. The engine and harrow turn in a circle of sixty-four feet, and the harrow can be set to work as deep as necessary, virtually taking the place of plows, and pulverizing the earth well and preparing it thoroughly for planting the crops.

Progress in Reorganizing A. T. Co.

Continued from page 13

The first plan submitted provided for a separation of the corporations into its integral parts and a pro rata distribution of stocks and bonds to security holders, but this proposal was rejected, it being decided that by the Court's decision many of the corporation's subsidiary or accessory concerns were monopolies in themselves, and, therefore, would have to be dissolved.

The American Snuff Company was cited as an example. In the first period of its career the tobacco concern manufactured very little snuff. There was organized in 1900 the American Snuff Company, which absorbed all the large firms manufacturing this product. The company is owned by the tobacco company. It is said the concerns regarded as monopolies were not kept from doing business merely because there was consideration for innocent stockholders. It was said that if the tobacco company permit the appointment of a receiver for such concerns foreclosure and sale could be ordered, the courts seeing to it that the main company could not regain possession cheaply, to the detriment of stockholders.

The problem now before the conferrees is not only a legal one, but has a very keen financial aspect. For that reason a number of well-known financiers, prominent in Wall Street, have been called in for advice, and they all admit that they have a very difficult task to perform.

Sixty Thousand Tobacco Farmers Join in Pool

Growers in Virginia and North Carolina Enter Big Combine to Boost Prices---Will Ask 20 cents, Want 15

REPRESENTATIVES of 60,000 farmers of the bright leaf belt of Virginia and North Carolina have allied themselves with the Farmers' Educational Co-operative Union, and holding an executive session at Greensboro, N. C., on August 26th, entered into an agreement to pool the 1911 tobacco crops and hold it until a price of not less than 15 cents per pound is obtained in any section. The "bright" grade of tobacco will be held for 20 cents.

It is estimated that this pool represents about 60 per cent. of the entire crop of 1911 of those two States. The farmers declare they have ample funds and financial backing to enable them to hold their tobacco for years, unless their price is paid for the goods.

This is regarded as the most far reaching pooling movement that has ever been organized purely for the purpose of boosting prices. Similar movements heretofore have been only partially successful, and the outcome of this instance will be watched with deep interest.

The Macedonia Tobacco Company

THE public is just being notified of the large tobacco companies of Turkey consolidating into one strong corporation for the purpose of importing Turkish tobaccos into the United States only. The capital stock is to be $4,000,000, underwritten mostly by Greek capitalists. Mr. Gregory Gregoriadis, of Kavalla, Turkey, is credited with having brought about this consolidation.

It is said that the Bank of Athens, and millionaires of Egypt, Gianiclis, Benakis and Zervudakis, together with several influential millionaires of Kavalla, Turkey, are backing the enterprise. The president of the corporation is Gregory Gregoriadis.

It is the intention of the Macedonia Tobacco Company to sell Turkish tobacco at a less price than it is sold at present. Miken Athineon will be the American representative.

That Strange Light in St. Louis

THE following contribution to THE TOBACCO WORLD from Charles Bosse, of the Wm. A. Stickney Cigar Co., St. Louis, Mo., sheds unique light on cigar conditions in that city since the advent of the "Tungsten," manufactured by Jeitles & Blumenthal, Ltd., Philadelphia:

"Great excitement in St. Louis—everybody star gazers. Our great daily, *The St. Louis Globe Democrat,* as well as other newspapers in St. Louis, contained a graphic description of the beautiful planet Venus, upon the authority of our most renowned astronomer, the best in the United States, which he claimed was plainly visible in the day time.

"In consequence thereof, over 500,000 citizens of St. Louis watched this strange sight.

"In due deference to our most able astronomer, I regret to say that I will have to differ with him on this. Upon thorough investigation, I find this was but a bright 'halo' reflected from the earth caused by the bright 'Tungsten Lights'—the scintillic light of the cigar world."

A Fine Display of a Fine Cigar

The reproduction below is from a photograph of a window display of the well-known "La Saramita," clear Havana cigars, in the store of L. Steiglitz, at Prospect avenue and E. Fourth street, Cleveland, O. Intended as it is to feature a cigar for which there is an immense local demand, this display no doubt proved an affective drawing card. The "La Saramita" cigar is, as readers of THE TOBACCO WORLD must know, made by the Shields-Wertheim Company, and has an extended sale through the Middle West as well as other sections of the country, wherever it has been introduced.



Display of "La Saramita" Cigars



FRANK JORET, Manager Royal Cigar Co., New Orleans, La.

A Prominent New Orleans Cigarist

FRANK JORET is an example of the progressive, wide-awake young business man of the South. The Royal Cigar Company, Canal and Royal streets, of which he is vice-president and active manager, is one of the leading retail stores at the Crescent City.

As full of ideas as a pumpkin of seeds, energetic, obliging and possessed of a wonderful amount of personal magnetism, Mr. Joret has forged ahead in the cigar and tobacco business, attracting to his store the prominent men of the city to supply their wants in his line.

Although absorbed in matters pertaining to his business, Mr. Joret finds time to mingle with his friends and can frequently be found at the Elks' Home, among whose membership he is deservedly popular.

The Royal Cigar Company carry a very large assortment of the popular brands of cigars, and their case displays of smokers' articles is as complete as any store in the Southern country.

They feature the following brands of cigars: "Lovera," "Charles the Great," "Elisardo," "Mirey," New Batchelor," "El Trado," "Charter," "Royal Special," and "Cobs."

The Mayes-Lyons Cigar Co. has commenced operations at Muskogee, Okla., in the manufacture of cigars. Quarters have been procured in the Colorado Building and while business was begun with only a small force, the members of the firm are hopeful that in time a good trade can be built up, requiring an increased number of cigars makers.



Cigarette Factory of I. B. Krinsky, Brooklyn, N. Y.

The New Krinsky Factory Starts Operation

DURING the past fortnight I. B. Krinsky, the Egyptian cigarette manufacturer, who has been making very rapid headway in the trade circulating his several brands of Egyptian cigarettes, has moved his office and factory from the old location, 227 Bowery, New York, to a splendidly equipped plant at 207 North Fourth street, Borough of Brooklyn.

Here, at the corner of Roebling and North Fourth streets, Mr. Krinsky is occupying an entirely new building, three stories high, 30 x 100 feet, which has been especially adapted for his business, and with the facilities now at hand he will at once proceed to widely enlarge the scope of his activities, and endeavor to make "Egyptian Lotus," his popular 15c. goods, and "Fifth Ave." and "Egyptian Heroes," which are two of his leading 10c. brands, among the most popular sellers in the country.

I. B. Krinsky is a practical cigarette manufacturer in every sense of the word, and he is fortunate in having, as a general manager, Joseph Levin, who, in addition to knowing his business thoroughly, is the personification of energy and push. Mr. Levin is the important selling factor of the concern, and he is ably assisted by Mr. Krinsky's son, M. Krinsky.

We take pleasure in reproducing herewith a photograph of the new Krinsky factory, and also portraits of Messrs. Joseph Levin and M. Krinsky.

I. B. Krinsky, as soon as their removal was completed, sailed from Hoboken last week, via steamship "George Washington," for a sixty days' vacation trip touring the old country.



JOE. LEVIN, Manager I. B. Krinsky Cigarette Factory, Brooklyn, N. Y.



M. KRINSKY, of the I. B. Krinsky Staff, Brooklyn, N. Y.

Cigar Department Manager Resigns

DICK" GRIFFIN, manager of the Bingham Cigar Importing Company, at the Bingham House, Philadelphia, has resigned and will leave that establishment today. Mr. Griffin joined the Bingham staff six months ago under contract, which, however, provided for a termination by either party at the period of any six months. He gave notice some time ago of his intention to terminate the arrangement at the conclusion of six months which expire today.

He has not yet fully decided on his future plans, but will in all probability remain in the cigar trade.

Humidors As Premiums With "Don Calvo" Cigars

A NEW premium plan, which has real worth and originality back of it, is presented on page 9 of this issue of THE TOBACCO WORLD, by the Don Calvo Cigar Co., of 1135 Broadway, New York.

The proposition places in the hands of the dealer premiums of exceptional merit, which should appeal to every cigar smoker. According to the "Don Calvo" plan, the dealer distributes coupons with each sale of the "Don Calvo" cigars. These coupons are redeemable according to the quantity, for one of three kinds of humidors, viz., the 50-cigar capacity hardwood humidor, either in oak, mahogany or mission; the traveling humidor with a metal body, aluminum tray, morocco cover and holding twenty-four cigars; or a pocket humidor, aluminum, polished or gun metal finish, with a capacity of three cigars.

The premiums once displayed in a retailer's window are sure to attract crowds to his store and patronage for the "Don Calvo" cigars, which, by the way, are guaranteed to be of the best Havana stock and well worth the price.

Any dealer sending an order for 1000 "Don Calvo" cigars will receive a premium outfit free. As a guarantee of the merit of their proposition, the company stands ready to have the shipment returned at their expense should the dealer not be satisfied.

The proposition is especially interesting to jobbers, as the means of opening new accounts, and a special discount is made to the jobbing trade. Dealers who have been complaining of slow business will find the "Don Calvo" plan a real trade stimulator well worth a trial.



Joe Carlisle Joins Santaella Staff

JOE CARLISLE is one of the most popular men in the clear Havana trade. He not only makes friends fast, but he also holds them fast. For the past three or four years he has been covering the Middle Western States, and now has a large clientele in that territory.

Mr. Carlisle was a few days ago engaged by A. Santaella & Co., New York and Tampa, makers of the "Optimo" and other brands of clear Havana cigars, and will represent them in the territory extending from Buffalo to Denver, Col. He succeeds Adolph M. Seckbach, who is retiring to associate himself with another house.

J. C. Revercomb, southern representative of the "Havana Ribbon" Factory, Bayuk Bros., recently made the rounds of the trade in Baltimore and Washington. In the capital city it was found that Wm. Deisches & Sons were making large gains in the distribution of "Havana Ribbon" cigars throughout Washington. The Baltimore house of Wm. Deisches & Sons is also having a big sale on these goods.

Mahlon A. Funk, sales manager of the "44" Cigar Co., Philadelphia, upon a recent trip through New England States opened a number of desirable new jobbing accounts in Massachusetts.

E. M. Davis, New England representative of Antonio Roig & Langsdorf, Philadelphia, recently reported a fine business on the "Roig" line in Cambridge, Fall River and Boston, Mass., and New Haven, Conn.

J. J. Foley, New York State Representative, of Bayuk Bros., recently visited the Blakesly-Snyder Co., at Buffalo, N. Y., who are extensive distributors of "Havana Ribbon" cigars.

O. L. Myers, a "44" salesman, of the "44" Cigar Co., Philadelphia, recently completed a trip through Texas, where he succeeded in placing the "44" cigars among very live jobbing houses.

R. V. Morrison, formerly manager of the cigar department of Lang & Co., Portland, Ore., recently visited that city with a line of Cayey-Caguas Tobacco Company Porto Rico cigars.

W. J. Dunker, representing Engelhardt Bros., of Nashville, Tenn., is touring Texas and meeting with good success on the "Englo" brand of cigars made by that firm.

Victor Thorsch, with T. J. Dunn & Co., New York, was a visitor among the jobbers of Milwaukee last week.

T. A. Burt has joined the sales staff of the Straus Cigar Company, of Richmond, Va.

J. F. Johnston is superintending a lively advertising campaign on "Velvet" smoking tobacco, made by Spalding & Merrick, of Chicago. He has a crew now at work in Cincinnati.

Charles B. Rowley, of the Havencia Cigar Company, returned to New York a few days ago after a month's sojourn in the Bermudas.

Dave Erdreich, Pacific Coast representative of Samuel I. Davis & Co., is now covering the Northwest and reports a good business from Seattle and Spokane.

Howard Kinney, representing the Sumatra house of H. Duys & Co., New York, in the Middle West, spent several days last week in the New York office of the firm.

E. W. Lockwood has joined Robert E. Lane's staff of "Partagas" salesmen. He will confine his efforts entirely to New York City.

Boltz, Clymer & Co., Philadelphia, have secured the services of F. B. Ruthenberg who will represent the house in New York City and vicinity.

F. P. Baldwin, of the American Cigar Company, last week returned to his headquarters in St. Louis, after a swing around the Western circuit.

H. G. Alces, representing Simon Batt & Co., clear Havana cigar manufacturers of New York, has been rounding up some heavy business for his firm in Cincinnati.

J. A. Lappan, representing A. B. Smith & Co., Boston, Mass., has been meeting with fine success in placing the "3-20-8" cigar throughout Vermont.

L. Hartman, with John Steigerwalt & Co., Philadelphia, is reporting a fine business on "El Borita" and "La Tonia" cigars in St. Louis.

Charles H. Knubel, Pacific Coast broker, representing Salvador Rodrigues, New York, has been visiting New York City lately.

H. C. Martin, with the Juan F. Portuondo Cigar Manufacturing Company, Philadelphia, is now covering St. Louis and other Western points.

Leo Rosenthal, representing A. S. Valentine & Son, Philadelphia, is expected in Milwaukee shortly.

Sol. Rosener, a well-known clear Havana salesman, was a visitor in St. Louis last week.

Joe Lovenstein, representing the Cortez Cigar Company, was a visitor in Baltimore last week.

PROBLEMS of the RETAILER

Selling Plans for Cigar Dealers

IN order to sell cigars, or other goods, it is necessary to advertise. Every retailer knows this to be a fact, and thoroughly appreciates it. Everyone does advertise in some form or other. It may consist merely of the words "cigars and tobacco" being lettered on his store front, or it may be an elaborate electric sign over his doorway. The little paper bags, which he uses for enclosing plugs of tobaccos, or a few cigars, invariably bear his name and address to call attention to the fact that he is a dealer in cigars, tobacco, etc.

But to advertise successfully requires a definite system or plan—a campaign, to use the general term. In planning an advertising campaign there are many important items to consider—the cost, the kind and the territory to be covered.

The cost should be determined by the size of the business then being done, and the amount that can be afforded to be spent during the course of a year, in order to make that business larger. The kinds of advertising may be conveniently grouped into four classes, namely: newspapers, circulars, window displays and signs and show-cards. The territory is also important because it governs the whole thing, and will determine which of the four classes of advertising will demand the most careful attention.

Considering these elements in their order, a good plan is to go over the receipts of the business for the last month, or year, as you prefer, and determine to spend on your advertising at least 2 per cent. of the total receipts. This would give you for advertising purposes $10.00 a month, if your business is bringing you in $500.00 a month, and as much more proportionately as the aggregate receipts would exceed the figures given.

By this plan there would be few dealers who could not well afford to spend $4 or $5 monthly for advertising, but even this small amount would prove a great benefit to a small business, if properly managed.

The kind of advertising will be determined mainly by the conditions surrounding. If you have in your town or city, good live newspapers with reliable circulation and reasonable rates, then newspaper advertising should receive the greatest proportion of your advertising outlay. If large crowds of people are passing your windows daily, your window trims require careful attention and frequent changes. If there be no good newspaper convenient, more stress should be placed upon advertising by means of circular letters, booklets, etc.

A dealer in a good sized town in Ohio, who had receipts each month of $1800, spends about $35 a month and divides it as follows:

Newspapers	$15.00
Window Trims	10.00
Circulars, etc.	6.00
Show Cards	4.00

The plan has worked out very well and is a fair proportion. Of course, he uses judgment and occasionally holds the circular appropriation over a month in order to do some special advertising. In such a manner half of the above amount could be judiciously spent each month, and the dealer would make a success of it, or ten or twenty times the amount as the case may be.

Newspaper Advertising.

If located in a town where there is only a weekly it would seem advisable that the paper should be used each week. A four inch double column space makes a good ad., and should not cost over $4 or $5 per month. Make a contract for a year and you will find that by so doing you can get a lower rate. Also arrange to change your ad. every week, if you wish. Even if it costs a trifle more. Some publishers offer special rates for a "set" ad. or one that is not to be changed—they are worthless. Change your copy frequently and make it just as interesting as anything else that is in the paper. The publisher of such a paper would soon lose his subscribers, if he ran "set" news and never made a change.

Circular Letters.

Circular letters are so valuable as a selling medium, that they may be more fully discussed upon another occasion. They cost from $3 to $5 a thousand; but if you have your letterheads printed in large lots, say 5000, it will pay you to take three or four hundred letterheads and have the circular letter printed on those at a cost of about 50 cents a hundred—that is, if you only need a small quantity. They should be used at least four or five times a year to inform possible customers of new lines in your stock, etc. They will be found very profitable.

Cards and Circulars.

By no means should you neglect the post-card for quick, sure and successful advertising. Print your announcement on them and write the address on the other side, and they are ready for mailing—no envelope, no stamp, no folding or enclosing. The cost is the least of any form of advertising to mail.

Circulars may be issued once a month and should always be for general wholesale distribution and for wrapping up with goods on the counter. It will pay you to use a fair quality of paper instead of the cheap circular paper so generally used. The additional cost should not be more than 20 cents on a thousand.

The most definite plan is to estimate the number of houses in your neighborhood, and then order twice that number of circulars. This will provide for counter, and all extra distribution that will be necessary. Next, get an honest distributor to deliver the circulars, so that they will not be thrown away.

Window Displays.

Methods and plans in this work are frequently mentioned in these columns and, therefore, it is only necessary to mention the fact that all of this advertising is done or should be done, in order to bring to your store steady customers—for that is the kind that pays. Those persons who come to you regularly for everything they want in your line, are the ones you have to depend upon. If your advertising campaign succeeds in adding to your list, then it has been successful, for their custom in time will make it very profitable indeed.

George Martin Opens Fourth Cigar Store

GEORGE MARTIN, of Davenport, Ia., has opened his fourth cigar store, which is at the corner of Third and Harrison streets. The new store is one of the finest equipped establishments in that city, and is in full keeping with all of the Martin stores. Three of his present chain of stores were opened during the past ten months, one in the St. James Hotel, Davenport, and another at First street and Third avenue, at Cedar Rapids. The original Martin store is located at Second and Brady streets.

Albert H. Rieger, of Freeport, Ill., is engaging in the cigar and tobacco business in that town. He was a recent visitor to the Rockford jobbing houses of Fay Lewis & Bros. Co. and the Moffatt Cigar Co., laying in stocks for the opening.

Late Retail Bulletins

The Cigar Emporium of J. A. Wheeler & Son, at No. 7 Main street, Oshkosh, Wis., was recently entered by thieves, but only a small amount of plunder was obtained.

The Collat Cigar Co., of Chicago, Ill., with a capital of $5000, has been organized to deal in cigars and tobacco, by A. J. Pflaum, Edward X. D'Ancona and Charles J. Wendland.

The Stag Pool & Cigar Co., at 613 South Fourth avenue, Louisville, Ky., was prosecuted some days ago for operating pool tables without a license. The case against them was, however, dismissed after a license was taken out.

The Cafe Cigar Co. has been incorporated in New York to operate a wholesale and retail cigar store with a capital of $10,000. The incorporators were Patrick Coughlin, 688 Washington street; Louis Fischel, 1481 Avenue A, and Charles Newman, 210 East Tenth street, all of New York City.

Worcester, Mass. Cigar Co. Dissolved

THE Edson M. Shattuck Cigar Co., of Worcester, Mass., has filed a petition in the Superior Court for the dissolution of the corporation, the company having disposed of its property and effects, and is no longer engaged in the business for which it was organized. All debts had been discharged and no claims had existed against the company, which was organized April 28, 1911. Edson M. Shattuck was the principal stockholder.

"La Saramita" Salesmen in New Territory

REPRESENTATIVES of The Shields-Wertheim Co., Cleveland, O., have lately entered into territory where they are now spreading the merits of the "La Saramita" cigars. The report is that they are meeting with encouraging receptions wherever they go. J. C. Leverence, who set sail some days ago for Los Angeles, Cal., has made stops at a number of intermediate points with the result that "La Saramita" cigars are today better known in that territory than ever before. S. S. Stein, another "La Saramita" booster, is sending good reports from the Northwest.

New Tobacco Company Organized in Kentucky

THE Kentucky Farmers' Tobacco Co. is the name of the latest business venture which has been launched at Hickman, Ky. The company was incorporated with a capital of $250,000.00, for the purpose of cultivating, manufacturing, buying and selling tobacco, and the company promises to inaugurate new ideas. Their stock will consist of tobacco at all times in the natural leaf and which is to be called "Tobactonature." The product is to be put up in popular priced packages and packed in cartons. The tobacco will also be put up in different grades.



Display of "Rounder" Cigars at Roper's Pharmacy, Atlanta, Ga.

Unique Display of Emmet Shaw Cigars

THE Emmett Shaw Cigar Co., of Atlanta, Ga., put out one of the cleverest window displays ever shown in that city, and it surely did attract attention all around the town. The above photograph gives some idea as to what it was.

S. H. Gross, sales manager for the firm, has four windows in different parts of the city at his disposal, and placed his goods therein late at night; in the morning it was the talk of the town, everybody was wondering whether the show windows were broken for an advertisement stunt, or were really broken by some vandals.

The local papers helped the scheme by stating that the windows in all parts of the city, in which "Rounder" cigars were being featured, had been broken during the night, and that the Emmett Shaw Cigar Co. had offered a reward of $25.00 for the arrest and conviction of the person or persons who were responsible.

Of course, the reward was never claimed, but this offer attracted people from all parts of the city, who were talking and wondering how a box of cigars could be stuck through the glass without breaking it all to pieces, the effect of a broken window having been perfectly secured in all cases.

After thinking it over, hundreds decided to try the goods anyway and learn for themselves if the cigars have as much merit as the advertising would indicate.

Leo Abraham & Co., of Milwaukee, are meeting with a decided success on the "El Werth" cigars, from the factory of Wertheimer Bros., of Baltimore. "El Werth" signs are being displayed in many new places, and the increasing popularity with local dealers is quite apparent.

James H. Price, district manager of the American Tobacco Company, died recently at his home at Columbia, S. C., after a short illness following a surgical operation. He was 41 years of age, and he is survived by a widow. Interment was made at Green Bay, Va.



A NEW method of placing tobacco on the market has just come to my attention. I have before me a clipping from a St. Joseph, Mo., newspaper which tells in startled tones of a farm wagon, drawn by two Missouri mules, pulling up in front of the Livestock Exchange Building in that city last week. The driver, George McMillan, drew back the tarpaulin cover of his wagon, and disclosed to the curious eyes of the cattlemen a wagon-load of tobacco leaf which he proceeded to sell in "hands" at 10c. each, or at the rate of 20c. a pound.

In less than an hour McMillan had sold his entire load of 150 pounds, and started back to his farm for more.

The farmer explained that the tobacco which he was selling was from last year's crop on his farm which was located near Savannah, Mo. Being unable to obtain a market through regular channels without shipping it East or South, the idea occurred to him that he could sell it direct to the consumer who is always on the lookout for a good chewing or smoking tobacco.

McMillan took advantage of this opportunity to emphasize the fact that the tobacco acreage in Missouri is decreasing, because of the lack of proper storage facilities near the farms.

It takes those Missouri folks to show us something new every once in a while!

If you are a single man and a cigarmaker, you had better keep away from Mendota, Ill., in dull times. The principal manufacturer in that thriving little Illinois town has not much use for bachelors in any shape or form, and he evidenced this thoroughly the other day when a lull struck him and it became necessary to lay off some hands.

An inspection of the shop a few days later disclosed the fact that our friend did not gauge his labor by their skill in manufacturing goods, but by whether they were married or single. All the bachelors were fired, and the married men who had families to maintain were retained at their benches. The cigarmakers who were let out did not go into the ethical side of the problem at all, but we learn that most of them left for other territory where a man's views on matrimony have nothing to do with the retention of his job.

Campaign cigars have at last gotten into court! I observe that a Spokane, Wash., tobacconist has brought suit against a judge for a bill of $4.65, incurred in the purchase of cigars for campaign purposes.

Judging from the campaign cigars that I have smoked, I believe that if the jurist should call for testimony from the victims that smoked the aforesaid cigars, they could prove he was overcharged, and the case would be nonsuited.

In commenting on the progress that has been made in quality, as well as quantity of Pennsylvania tobacco, the *Evening Telegraph*, of Philadelphia, makes some interesting observations, which I believe are worth passing along:

"A generation ago cigar boxes were hardly complete unless they bore the effigy of a callous-fingered Spaniard strumming his guitar or the gaudy likeness of a Cuban damsel, in honor of the polite fiction that all cigars, or at least the materials used in them, originated in the West Indies.

"Today a new trademark is in order. It is the likeness of a 'Pennsylvania Dutchman'—Mennonite of Lancaster or Winebrennarian of the Cumberland Valley—which has a claim for recognition, for the yearly tobacco crop of Pennsylvania is now rated at about $4,000,000, or one-third of the potato crop valuation and one-third more than the value of the buckwheat crop.

"Time was when the Pennsylvania product was held of low account. It would smoke and smell, and the less said on that subject the better. Today its quality could move another Barrie to create a new version of 'My Lady Nicotine,' while its annual value of $4,000,000 would warm the cockles of Adam Smith's economic heart were he here to know of it."

As a means of introducing his new "El Primo," 10c. cigar, Mitchell F. McKay, a Tampa manufacturer, last week stood in the Cotter drug store, in that city, and handed out neat little boxes of five cigars to the first one hundred purchasers of the "El Primo" brand.

When the store opened at 7 o'clock there was a big line of customers waiting for the free smokes, and the one hundred boxes were exhausted in a jiffy. But Mr. McKay did not stop at that. He proceeded to hand out free smokes to every purchaser that came over. Yes, he put a good one over for the new brand.

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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EDITORIAL.

What the Latest Cigar Figures Teach

On first thought, analysis of the latest statistics of the cigar and tobacco industry, issued by the Commissioner of Internal Revenue, would lead to the conclusion that every branch, with the exception of the manufacturers of tobacco and snuff, has made remarkable progress for the fiscal year ending June 30, 1911.

Comparing the figures of the same period for 1910, the cigar industries show a progress which the over-optimistic might seem to take as unprecedented. However, when we begin to compare the output of cigars, both big and little, for 1911 with those of the year 1907, we notice that there has been a decrease of 167,315,433. But it must be taken into consideration that the year ending June 30, 1907, marked the topnotch of production, which was immediately preceding the famous panic. The production of cigars fell off enormously during the panic year, and has not as yet gotten back to the halcyon days preceding it.

Nevertheless, the increase during the past two years has been marked and, at the present rate of progress, we have every reason to believe that the output of the cigar industry, within the next twelve months, will approximate if not surpass, the high record of 1907.

One of the most striking features of the latest report is the abnormal increase in the manufacture of cigarettes. The total production has now reached the high mark of 9,254,351,722, compared with 7,884,748,515 in 1910, showing an increase of 1,369,603,207.

This increase in the consumption of cigarettes is one of the marvels of the trade, since it has come in spite of hostile legislation, which seems to be spreading into all quarters of the United States; and indicates that the cigarette is gaining a stronger hold than ever, notwithstanding the efforts of lawmakers.

When it is considered that such States as Idaho, Tennessee, Nebraska, South Dakota, Arkansas, Wisconsin, Oklahoma, Minnesota and Kansas prohibit the sale or manufacture of cigarettes within their boundaries, and other States have stringent laws regulating their sales, the increase in the manufacture of cigarettes is certainly remarkable.

Porto Rican importers will be much gratified by the showing of the imports of Porto Rican cigars, which, for the fiscal year ending June 30, 1911, showed 176,783,103 cigars, which represents a gain of about 25,000,000 over the previous fiscal year and about 170 per cent. increase since Porto Rican cigars were allowed free entry into American ports.

The import of Philippine cigars, however, shows an appalling decline. In 1909, when the free trade bill with the Philippine Islands was passed, permitting the free entry of only 150,000,000 Philippine cigars, there were comparatively few Philippine smokes admitted. However, during the first year of the operation of this bill, there were 84,299,000 Philippine cigars admitted. A drop from these figures to the present year imports shows a decrease of something like 200 per cent.—a condition which Manila importers in this country will have to meet, if they wish to maintain their market.

There are many causes which have led to this falling off in demand for Manila goods, prominent among which are the irregular quality of the goods which were first brought in, and, secondly, the lack of the right kind of publicity in exploiting them. The quality evil can be remedied, but it remains to be seen whether the men in charge of the sales end in this country will have learned their lesson as to the publicity feature of their business.

A Bill Which Should be Passed

Senator Carroll S. Page recently introduced into the Senate a bill which deserves the most careful and considerate thought, and, if enacted into a law, would do much toward promoting a better system of education along agricultural and industrial lines and in home economics, especially in as far as it relates to our middle class and poorer children.

Senator Page calls attention to the fact that, while our higher educational institutions and the children of our wealthier class have all the advantages in their secondary schools and careful watching and particular training along the lines toward which they show aptitude, that in our public schools, normal schools and similar institutions which are maintained almost exclusively for the benefit of the middle classes and poorer children, little, if any, attention is paid to the study of the great subject of agriculture, and the consequence is that the poor farmer's son studies three hours in a rural school house getting little, if any, specific training as to just what the vast possibilities of the soil are, both from an economical and a financial standpoint.

The bill provides for an expenditure of one cent per capita per month by the national government under a properly organized force, and the money is to be allotted to chosen institutions who will specialize in the various communities upon the particular subject desired.

The senator further calls particular attention to the fact that Germany, whose commercial supremacy in the markets of the world is generally conceded, has obtained its great prestige by the careful and consistent training of all its children in a system of compulsory education, and along lines for which they seem peculiarly adapted; agriculture receiving particular prominence.



Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Manila Cigar and Tobacco Man in New York

A. DETERMAN, manager for the La Yebana Cigar and Cigarette Factory and the Manila Commercial Company, has spent several days in New York City on business. He is about to leave, however, as he is on his way to Paris and Germany to visit the larger European tobacco markets.

Mr. Determan has been engaged in the Manila tobacco market for over twelve years with the original firm of Baer, Senior & Co., formerly a copartnership, but who incorporated into the name of The Manila Commercial Company in the year 1910. This company has a large plantation of 5000 acres, which establishment produces, packs, buys and sells tobacco. It also manufactures high-grade cigars and cigarettes.

Mr. Determan states that the tobacco industry in the Philippines is growing by leaps and bounds. That they have a splendid market in all of the leading cities of Asia and Europe, and that their cigars are having a strong demand in the United States. He has been successful while on his trip through the States, particularly with the "Brisas del Pasig" cigar, which is, indeed, a very fine smoke and a credit to any manufacturer. The Manila Commercial Company makes very large shipments of leaf tobacco to German, Holland and Belgium markets. The New York representative for this large house is Mr. Henry Rothenberg, 172 Water street, who is well known in the leaf tobacco trade, and has an ever watchful eye for the interests of the Manila firm.

New Line of Cigar Lighters

THE Kreamer Manufacturing Co., who is specializing on patent cigar lighters, offer the trade one of the most varied lines in this class of goods, which is to be found anywhere on the market.

They have a special showing of lighters, made in gold and silver, some of them mounted with precious stones, and they also carry a separate line of lighters which are decorated with the various insignia of the fraternal and secret organizations of the United States.

S. Herlinger is the vice-president and general manager of the company at the New York headquarters, No. 149 Broadway.

Frank Pulver, a well-known Water street leaf broker, returned to New York last week after a tour of inspection through Hartford, Springfield, and other Connecticut valley tobacco centers. Mr. Pulver visited a number of the larger plantations, and expressed himself as being well pleased with present conditions.

Partagas Holiday Packings

DURING the past two weeks Robert E. Lane, the United States and Canadian sales agent for the Partagas factory of Havana, of which Cifuentes, Fernandez y Ca. are the owners, has been displaying with unconcealed pride the first holiday samples of the Partagas factory, which arrived in New York about the tenth of the month.

These goods were prepared especially for their Western representative, but it was necessary for them to receive Mr. Lane's O. K. before the samples were sent forth.

The holiday offering includes some 120 different styles and sizes of the Partagas brands, and the utmost skill and cleverness is exhibited in the arrangement and packing. A natural cedar box and trays are utilized, and the boxes themselves are models of the boxmakers' skill. The goods are being packed in fourteen layers, which is an innovation, and the cases are finished with German silver clasps at either end.

The cigars are arranged with four sets or sizes, in each tray. It is marvelous to think of 120 sizes of cigars, from the smallest to the 15-inch Partagas, being so artistically arranged. And there was no objectionable feature to the trained eye, for the setting was perfectly harmonious and in keeping throughout with the original designs. The cigars were carefully made by skilled workmen. In all, the display was a treat to those who were fortunate enough to see it, and it was equal to any display of any commercial line in this commercial age.

Mr. Lane was congratulated on every hand by the pleased callers on account of the most favorable conditions surrounding his successful business. He himself is grateful and realizes that his success with the Partagas cigar is due to the complete and harmonious co-operation of the manufacturers, Cifuentes, Fernandez y Ca., and the honest efforts of his agents and distributors. The samples have been consigned to the Chicago representative, Mr. B. F. Alexander, who has already secured large orders for holiday goods.

W. B. Shearer In New York

W. B. SHEARER, the popular sales agent for the I. Lewis Cigar Manufacturing Company, whose headquarters are in New Orleans, and who covers the State of Louisiana on "Cobs" and other Lewis products, has been visiting New York during the past fortnight, making his headquarters at Hotel Victoria.

Since taking the "Cobs" account in Louisiana, Mr. Shearer has quadrupled the sales on these goods.

S. Rothschild, of Montevierno & Co., is now on a trip to the Middle West, and is doing some very aggressive work on their "El Rayo" clear Havana cigars. He is already sending in some fat orders for fall delivery.

Late New York Notes

Felix Wohlgemuth a representative of A. Oppenheimer & Co., has lately done a good volume of business in Philadelphia for his house.

The Acker, Merrall & Condit Co., corner of Forty-second street and Broadway, had a very fine window display of "Nestor" cigarettes during August.

F. S. Lucy, secretary of Phillip Morris Co., sailed from England on the "Olympic" on Wednesday, August 30. He was abroad five weeks, visiting the London factories.

The retail cigar store of C. M. Wicks, corner of Columbus avenue and Eighty-third street, has two very pretty window displays. One window has the "Nestor" and the other the "Royal Nestor" cigarettes on view.

H. S. Lederer, American representative for the famous "G. B. D." pipes, has lately been covering New England territory, and reports a big business on his line of Calabash pipes.

After spending several weeks on a visit to factory headquarters of Ganz Bros., William Scisco, Pacific coast representative of the house, has returned to his headquarters in San Francisco. Before leaving New York he expressed himself as feeling very optimistic of a big fall season.

T. Chalkiadi, of the Turkish cigarette manufacturing firm of T. Chalkiadi & Co., of 70 Wall street, reports a very good business on their line of goods. Mr. Chalkiadi is of the opinion that prices of Turkish tobacco will moderate in the near future and that the conditions will then become a little more favorable to the manufacturing industry.

Hill Schneider, of Alonzo E. Pandoz Co., makers of good Havana cigars, reports that the demand for their "Little Major" and "El Pandoz" cigars is keeping their plant at 173 East Eighty-seventh street going full force and full time. The policy of this concern is to produce good "goods at a reasonable price," and the goods do stand up according to the big orders, particularly from the Pacific Coast and New England States.

Mendal & Co's Extensive Campaign.

WITHIN recent weeks, Mendel & Co., manufacturers of "Flor de Mendel," have been conducting an extensive advertising campaign, utilizing such mediums as the *Saturday Evening Post*, *New York Evening Mail* and several of the trade journals.

Unlike most cigar advertising in general publications, the "Flor de Mendel" business is being placed for the benefit of the jobber and retailer, and it is not a mail order proposition. The firm is spending its money to popularize their goods, and to have the public call for them in the cigar stores of the country, and they do not solicit mail orders.

They are backing up their advertising, which is very attractively prepared, with a piece of goods which is all that is claimed for it in every respect, and they tell us that the results have been most satisfactory.

Their column announcements in the *New York Evening Mail* have been particularly successful, and the output today is larger than at any time in their history.

Mendel & Co., at 200 E. 100th street, New York, invite correspondence from jobbers and distributors who are interested in taking hold of a line which has both merit and publicity back of it.

Abraham Cohn Dies at Summer Home

Prominent Cigar Leaf Man and Founder of A. Cohn & Co. Claimed by Death

IN the death of Abraham Cohn, which occurred at his summer residence in New Jersey on August 30th, one of the pioneer leaf tobacco men who have played a prominent part in developing the new ideas in the American market, was removed from the stage of activity.

Although Mr. Cohn had been ill for several months, and had not been at his desk for more than six weeks, his death, nevertheless, came as a shock to his numerous friends and his immediate family. It is stated that the direct cause of his death was the rupture of a blood vessel in his brain.

Future historians of the tobacco trade in this country must accord to Mr. Cohn much of the credit for the development of the shade grown tobacco industry. Mr. Cohn was among the first in the trade to realize the possibilities of this project, and the early experiments which were conducted in Georgia and Florida were largely attributable to his enterprise.

As a result of his unswerving belief in the merits of shade grown tobaccos and his indefatigable energy in bringing them to the attention of the trade, his firm early took the front rank in this class of goods, although A. Cohn & Co. have always been large handlers of imported Havana and Sumatra.

About two years ago when some of the leading Florida tobacco raising interests were merged into the American-Sumatra Tobacco Company, Mr. Cohn became president. This company has large warehouses at Quincy, Fla., and Amsterdam, Ga., the plantations being in both States. The New York offices of this company are at 144 Water street, adjoining the offices of the original firm of A. Cohn & Co.

The deceased was well known among the leading cigar manufacturers of this country, by whom he was universally respected and admired for his keen business qualifications and pleasing personality.

Surviving him are his wife, three sons, Leonard A., who was associated with him in business; Dr. Alfred E. and Edward J. Cohn, and a daughter, Mrs. Berolzheim, all of New York. Mr. Cohn's brother Leopold was also engaged in business with him.

The funeral services will be held this morning, September 1st, from the family residence at 64 E. Sixty-sixth street, and interment will be made at Salem Fields Cemetery.

Fine Business for D. Theocaridis

D. Theocaridis, 2876 Broadway, New York City, and of Cairo, the Egyptian cigarette manufacturer, has just closed negotiations with Sprague, Warner & Co., wholesale cigar distributors, 600 West Erie street, Chicago, giving the latter firm the exclusive territory of Illinois for the selling of their cigarettes. This is a strong combination, as both of the firms are old and reliable in their respective fields, and big business is expected.

This firm has a unique card, which holds eight packs of cigarettes, designed for the purpose of placing on the retail counters, so that the customers can conveniently help themselves.

Mr. Theocaridis is a "Progressive" in every sense of the word. Any person passing his beautiful store and office on upper Broadway, comments on it. It is in the select West Side neighborhood, and every detail in connection with the Theocaridis cigarette business is in keeping with the refined location.

Mr. George L. Symons, of Symons-Kraussman Co., is making his usual semi-annual trip throughout the States. This trip takes Mr. Symons to the Pacific Coast and the Gulf States. The firm reports a very good business.

New York State Notes

Albany.

Dearstyne Bros. Tobacco Co., jobbers and retailers, report a splendid summer business. They are having a big run on their "Seal Skin" cigar.

Robert Ritchford, of the Arcade Cigar Store, on Broadway, states that the vacation season is treating him very well. That the travel this month of August has been very heavy through Albany, making the sales of cigars as big as any other time of the year.

Parker Donivan, manager for the Sautter Drug Co., North Pearl street, tells his friends that the cigar business is on the increase. This they are pleased to hear, as Donivan is a popular business man and is considered an authority on good cigars. He has one of the finest cigar stands in the city, which is a rendezvous for good smokers.

Buffalo.

The large jobbing house of Blakesly-Snyder Co., report a very active business in the cigar line. They credit this season's active business to the vacationists who have patronized the cigar trade very generously.

This firm has discontinued jobbing cigarettes on account of the cutting of prices.

Utica.

The Dygert Cigar Co., whose fine retail store is on Bleeker street, say they are having a very good trade with their leader the "Jose Rio" cigar. Bert Dygert has a large following and is very popular among the "Elks."

Frank Allen, who is connected with the Subway Cigar Co., has just recovered from a very serious illness, and his friends are pleased to see him about again. Since Mr. Allen has taken charge of the Subway Co. business in Central New York, it has taken on some new life.

Frank D. Wilson is again doing a big business at his old cigar stand in the Hotel Royal. He is no longer in partnership with Albert Rucker, the arrangement having been dissolved some time ago.

Rochester.

C. H. Grashof & Co., jobbers on Cortlandt street, have added a $10,000 pipe department to their growing business. They are extending their territory as far south as Elmira, and report a very good out-of-town trade.

J. P. Mericle & Co., East Main street, report a good business in the cigar and tobacco line. This large jobbing house has discontinued the jobbing of cigarettes.

The Switzer-McAuley Smoke Shop, on the corner of State and Main streets, is having a good summer retail trade. Here can be found a full line of Havana and seed and Havana cigars.

Louis Phaler, the popular retail cigar man, whose store is on State street, is doing a fine business with the "Alto Pluma" and "La Mira" cigars. Louis is a popular Shriner and his store was a rendezvous for the boys during Shriners' Conclave last July.

Syracuse.

McArthy Bros.' retail store on Washington street has a beautiful window display of "Nestor" cigarettes and "La Azora" cigars. The boys report a very fine business.

Sam Marcuson has added another retail stand to his well established chain of stores. The new stand occupies a large and prominent space in the front end of the Weld-Dalton Drug Co., in the Theatre Building on South Salina street. Sam makes good because he knows how to hold his trade when he gets it.

The new retail store of D. H. Tiffany, corner of Warren and Fayette streets, is holding its own and the business done is beyond his expectations.



Factory of Streeter, Fernandez & Co., Tampa, Fla.

The Streeter, Fernandez & Co. Organization

W. H. STREETER, head of Streeter, Fernandez & Co., was formerly the head of the Terra del Lago Factory at Tampa, for some years.

Tornay Fernandez was, for twenty years, connected with the "Charles The Great" factory of Salvador Rodrigues, and is, therefore, a very thorough tobacco man.

Walter B. Osterman, of New York, has just taken charge of the offices of the firm, and will relieve the partners of much routine work which prevented them from attending to other and equally important matters. Before leaving New York some days ago, Mr. Osterman tendered a farewell dinner to his friends, all of whom are wishing him success in his new undertaking.

Harry Prochaska, the New York representative of the house, is doing a very wholesome business on their brands, and recently booked an order for 75,000 of their "La Rama" clear Havana cigars.

This house is one of the most active of the newer establishments in Tampa, and every indication points to their becoming an important factor in the trade there.

Investigation of Export Freight Rates Asked

THE New Orleans Board of Trade, Ltd., has petitioned the Interstate Commerce Commission to investigate the export rates on tobacco from Owensboro and Henderson, Ky., through New Orleans to points in Europe. The complaint states that the Illinois Central and the Louisville & Nashville Railroad Companies have agreed upon a rate of 21½ cents on tobacco when it is exported to Liverpool and Bristol, England, but a higher rate is applied when shipped to other foreign ports.

The Board of Trade desires that this low rate shall also apply to shipments of tobacco from points in Kentucky through New Orleans, to Belfast and Dublin, Ireland. The present arrangement of rates, it is stated, restricts the exportations of tobacco through New Orleans.

The complaint names the following list of steamship lines and agencies, with which exports are arranged by the railroads: The Head Line; Hamburg-American Line; Austro-American Line, and A. M. Miller & Co., general steamship agents.

The American Tobacco Co., of Mississippi, the headquarters of which are at Clarksdale, has given notice of its intention to amend its charter and increase its capital stock from $10,000 to $500,000.

An injunction was recently sought against this company, alleging an infringement on the name "American," but the Federal Judge before whom the case was heard held that the word "American" was not subject to copyright or of exclusive use, and the company was permitted to continue the use of the name.

all that's new with JOBBERS and DISTRIBUTORS

Pinkussohn Co. Gets Another Stand

THE J. S. Pinkussohn Cigar Co. has taken charge of the cigar store in the Pulaski House, which was recently acquired from Ed. L. Byck. The establishment will be very greatly improved, and will be taken charge of by C. A. Glieber. All the popular brands being handled by the Pinkussohn Co. will be on sale at this store. The more prominent of the brands include the following: "La Caroline," "Manuel Garcia," "La Diligencia," "Belinda," "Hoyo de Monterrey," imported goods. In domestic clear Havana goods, they will feature the "El Principe de Gales," Stachelberg's "La Fama," Cuesta, Rey & Co., Cortez Cigar Co. and Gonzales & Sanchez products.

This is the fourth store for the company in Savannah.

Wilkes-Barre Jobber Visiting Philadelphia

AMONG the visitors to the offices of THE TOBACCO WORLD during the past week was Max J. Lewis, a well-known cigar jobber of Wilkes-Barre, Pa. Mr. Lewis is distributing large quantities of "Cinco," "44" and "Counsellor" cigars in his territory, and came to Philadelphia not only to visit the factories, but also make a short sojourn at Atlantic City. He informs us that his business during the past summer has been well sustained, and he is looking for a healthful increase during the fall. While in Philadelphia Mr. Lewis consummated arrangements to carry a line of the products of the Marie Garden Cigar Co., which recently was incorporated to manufacture the "Marie Garden" and other brands.

Re-Organization of Louisville Jobbing House

THE C. C. Bickel Co., jobbers and manufacturers at Louisville, Ky., was reorganized a few days ago. J. King Stewart, who had been for a number of years vice-president of the company, has retired and Virgil R. Bickel, a son of the founder of the house, has succeeded. A. P. Gans, who has been connected with the firm for a number of years, has been elected secretary and treasurer. The business will be continued along old established lines which have proved successful.

Old St. Louis House Opens New Store

A NEW store has been opened by Moss & Lowenhaupt, the old St. Louis, Mo., jobbing house, in the Specht Cafe, at 412 Pine street. At the new stand they will feature specially among clear Havana brands the "Tadema," "Luis Martinez," "Ruy Lopez," "Cortez," "Solace," "Baron de Kalb," and others. "Upmann's" imported Havana cigars will be made a leader.

The stand will be in charge of Frank Gibbons.

The sales staff of the John Hoffmann & Sons Co., of Milwaukee, Wis., is making a whirlwind campaign on the "Caperetta" cigar, made by Barnes-Smith Co., of Binghamton, N. Y., and during the recent introductory visits of their salesmen an aggregate of 50,000 was placed.

The G. H. P. Cigar Co., of Philadelphia, have placed a line of their goods with the Peglar Cigar Co., of Denver, Col.

Indianapolis Jobbers Branching Out

DONAHUE & EATON, progressive jobbers of cigars, etc., in Indianapolis, recently leased a store in the Hume-Mansur Building, where they will conduct both a wholesale and retail business. The store has a frontage of 25 feet on the main floor and extends back 125 feet. After providing for the retail department in the front, the remainder of the floor is devoted to office space and for the wholesale departments.

New Jobbing House in Des Moines

DAVID BROS., of Oskaloosa, Ia., cigar manufacturers, have opened a jobbing department at Seventh and Locust streets, Des Moines, Ia., but will continue their manufacturing business at Oskaloosa as heretofore. They will feature their own cigars, of course, but will also handle a general line of goods.

The Dingman-Evans Co., at Seattle, Wash., is doing quite a thriving business on the "El Rayo" clear Havana cigars made by Montevierno & Co., New York, and the "Opia" nickel goods made by the Barnes-Smith Co., Binghamton, N. Y., in their territory. They do a wholesale business only, and have branches at Portland and Tacoma. Several brands of their own also receive deserved attention, and their territory is constantly and well covered by local representatives.

The Four States Grocery Co. was recently organized at Texarkana, Ark., with a capital of $150,000, by W. T. Murphy (president), C. W. Mosely (vice-president), Robt. Buchanan, Wm. Temple, G. W. Bottoms, H. V. Miers and E. W. Frost. They have taken on the "44" cigars of the "44" Cigar Co., Philadelphia.

The "Quatility" cigar of Theobald & Oppenheimer Co., Philadelphia, is making quite a big hit in Richmond, Va., and vicinity, where the goods are being distributed through the jobbing house of R. L. Christian & Co. This house is also handling the "New Bachelor" cigar, made by T. J. Dunn & Co., of New York.

The Strauss Cigar Co., of Richmond, Va., are featuring very strongly the "Savarona" and "Valle Rico" Porto Rico cigars, made by the Cayey-Caguas Tobacco Co. They are also doing well with the "Armona" brand of nickel cigars made by Kraus & Co., of Baltimore. Allyn C. Strauss is back at his desk after several weeks' vacation in the North.

The "Golden Rule" five-cent cigar, made by H. B. Grauley, Philadelphia, was recently taken on by Berdan & Co., of Toledo, O., and is proving a good seller. They have for some time been selling the "Orange Flower" brand made at the same factory.

Allen & Lewis, of Portland, Ore., have been doing a vast amount of business in Alaska this season, and recently received orders for considerable quantities of "El Sidelo" cigars, made by Saml. I. Davis y Ca., and "La Integridads," made by Chas. S. Morris & Co., both of New York.

PHILADELPHIA.

Attractive North Broad Street Store

SOME four months ago C. A. Reed opened an attractive store at Broad and Erie avenue, which is now a thickly populated residential section of the city. Mr. Reed believed a demand, if any, could be created for high class goods. That he was quite correct in his judgment, is evidenced by the fine line of high-class cigars which his stock reveals. This includes the "Stratford" of El Draco Cigar Mfg. Co., Philadelphia; "Jose Vila," Berriman Bros, New York; "Henrietta," Otto Eisenlohr & Bros., Philadelphia; "William Penn," Theobald & Oppenheimer Co., Philadelphia; "El Palencia," Boltz, Clymer & Co., Philadelphia; "La Tonia," John Steigerwald & Co., Philadelphia; "Leda," T. H. Hart & Co., Philadelphia; "As You Like It," Godfrey S. Mahn Co., Philadelphia, and a large line of others. Mr. Reed is contemplating some further improvements to the store, and will within a few weeks install modern wall cases, pipe racks, and other accessories, making it one of the most complete retail establishments uptown. The summer months are naturally a quiet period in that section, but Mr. Reed has experienced an increase during each month the store has been opened.

Sam Bayuk to Make Extensive Trip

SAM BAYUK, of Bayuk Bros., "Havana Ribbon" fame, left on August 24th upon an extended trip through the western states. The itinerary includes all important points east of the Rocky Mountains as well as Pacific Coast towns where there are now "Havana Ribbon" distributors. Sales of "Havana Ribbon" londres are still exceeding the present supply although every effort is being made to fill orders as quickly as possible. Some good sized orders have just been received from The Scranton Tobacco Co., of Scranton, Pa., and the Diamond Tobacco Co., of Wilkes-Barre, Pa.

New Cigar Firm Expanding

THE Marie Garden Cigar Co., at 846 Wharton street, which was recently incorporated with a capital of $15,000 is planning an important expansion of its business as soon as the company is fully organized. Bids have been invited for the erection of a new factory building at 734 Latona street which will be 16x70 feet, four stories high. A meeting of the Board of Directors will be held at an early date when a contract will no doubt be awarded. The work is to be completed in about ten weeks. D. Miller and M. Bliden are the active members of the company.

An Exclusive Box Business in Clear Havana Cigars

PERHAPS no other cigar establishment in this city can claim so exclusive a box trade as is done at the establishment of Jose Alvarez, 58 South Second street, which was established many years ago. They do but a small transient business, and yet handle a considerable volume of trade on their own product of clear Havana goods in a strictly box trade. The "El Delerio" which is made up in three sizes, and "Alvara" clear Havana cigars made in nine sizes, are the principal brands of the establishment.

Casey-Swasey Company Buyer in Philadelphia

A. M. FRIEND, buyer and manager of the cigar department of the Casey-Swasey Co., at Forth Worth, Texas, recently visited the "Havana Ribbon" factory, of Bayuk Bros., in this city, and was royally entertained by Mr. Samuel Bayuk of the firm. Mr. Friend was able to give a very interesting account of the large "Havana Ribbon" sales throughout Texas and left assurances that the business would be greatly increased in the near future.

"44" Cigar Co. Opens New Accounts

New accounts are constantly being opened on the "44" cigar, made by the "44" Cigar Co., of this city. Among the latest distributing establishments to be included in their already large list, are Schmull & Co., at Indianapolis, Ind., and E. G. Levy, of Little Rock, Ark. They have also just received advices from F. Delaveni, Portland, Me., that the "44" cigar is selling well in that territory.

F. J. Donnelly, one of the most successful cigarists in Germantown avenue, who holds forth at 4215, attributes his success to be due in a large measure to the suggestion which he had gotten from the TOBACCO WORLD as early as 1904, when he first begau his career in the cigar business. Last week Mr. Donnelly related to a WORLD reporter the story of his early beginning and struggle, and informed us that he was almost on the verge of despair when he happened to read in the WORLD of a successful little scheme which had been employed by a dealer in Ohio. He adopted a somewhat similar plan and found it to work satisfactorily, and by persistent effort and close attention to his business it has grown to considerable proportions as a local jobber.

Quaker City Items

J. Harvey McHenry, manufacturers' agent, has taken an additional warehouse at 152 N. Third street, in which he will carry a large stock of matches.

S. Greenwald, a retailer No. 5 Market street, was last week spending a short vacation at Betterton, Md., employing his time in fishing and other sports.

Julius Vetterlein & Co. have engaged Simon Schloss as a representative to cover Pennsylvania territory. Mr. Schloss was, until lately, with Karl Straus & Co.

Chas. Bollstatter, one of the city's oldest cigar manufacturers, is still turning out large quantities of the "El Premio" five-cent cigars from the factory at 1433 Ridge avenue.

Frank Dominguez, of E. A. Calves & Co., Havana importers, is making preparations for a visit to Cuba early in September, when Mr. Calves of the firm will retrn from a vacation now being spent in the New England States.

Mitchell, Fletcher & Co., are featuring a new line of "La Preferencia" Havana cigars in three sizes, three for 25c., ten cents straight, and two for 25c. A new line of "Hernan Cortez" is also a recent shipment received by this firm, coming in three sizes.

Terry & Duncan, of 10th & Chestnut streets, celebrated their first anniversary on August 25th, and feel very much gratified at the result of the year's business. The store was tastefully decorated with cut flowers, and both members of the firm were kept busy acknowledging the felicitations of their many friends.

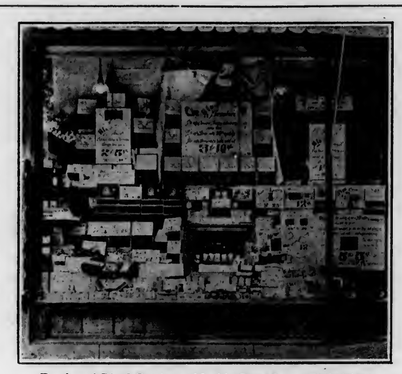
Jeitles & Blumenthal recenty entertained Taylor Stickney, of the William A. Stickney Cigar Co., of St. Louis, which house is an extensive distributor of J. & B.'s "Tungsten" brand. Mr. Stickney proceeded to Atlantic City for a short vacation after completing his business visit in this city.

P. J. Eckenroad, Pennsylvania representative of Allen R. Cressman's Sons, was a visitor at factory headquarters here this week. The very fact that he visited the factory at this time is an indication that business is good, and this is verified by the firm.

Henry Hilbronner, of Hilbronner & Jacobs, is again off on a business trip. He is visiting his old friends in the jobbing trade through the South and reoprts received from him indicate that he is meeting with a fine reception on the "El Gonzales" and other brands.

Adam Fisher, the genial bookkeeper and office manager with A. S. Valentine & Son, returned to his desk last week after delightfully spending a two weeks' vacation. Mr. Fisher was head over ears in work to pick up the vast details of the large accumulation of work during his absence.

Through friends of Max Lipschutz, son of B. Lipschutz, president of the "44" Cigar Company, it is learned that his engagement to Miss Lilian Weinberg, a very estimable young lady and daughter of a prominent New York furrier, may soon be announced. Congratulations are now in order.



Display of Blu-J Stogies at Hoch's Cigar Store, Philadelphia

The striking feature of the new Hoch Smokery, at Columbia avenue and Sydenham street, is the unique window trims. F. W. Hoch, the manager of the store, is a past-master in the art of window dressing, and is frequently urged to install special trims for other dealers. The new venture we understand is proving quite successful and the business is showing a steady gain.

M. Babayan, a local manufacturer of Egyptian cigarettes, recently procured new quarters at 213 S. 52nd street, where he will have sufficient floor space for both factory and a retail department. Mr. Babayan is the manufacturer of the "Deran" cigarettes which were introduced in this market only a few months ago, but have already attained considerable popularity.

George I. Watson, of Sig. C. Mayer & Co., has been pleasuring through New York State in his commodious touring car, taking a well earned vacation. Sig. C. Mayer, of the firm, informs us that business is fully up to expectations for this time of the year, and there is every prospect of exceeding all former records during 1911.

Ralph Levine, territorial representative of H. Duys & Co., New York Sumatra importers, was in this city last week and closed several good sized transactions on the firm's importations of this year's tobacco. Mr. Levine informs us that their business through his territory has been quite good throughout the present season.

Murphy Bros., at Front and Market streets, Camden, N. J., who recently gained recognition as direct jobbers in procuring products from large tobacco manufacturers, are now engaged in an extensive campaign to increase their trade.

W. H. Coupe operating two stores, both near Germantown and Chelten avenues, recently received a consignment of "El Werth" cigars of Wertheimer Bros., Baltimore, and will at once proceed to put them on the market. Mr. Coupe has for a number of years been a local distributing agent of the "Cinco" cigars, and is as enthusiastic as ever on this brand.

C. W. Saunders, of the Cortez factory, was a Philadelphia visitor this week.

DETROIT DOINGS

DETROIT, Aug. 25, 1911.

STATISTICS gathered at the office of United States Internal Revenue do not indicate any falling off in the manufacture of tobacco and cigars in the First District of Michigan. The month of August promises to be a very big one. The sale of stamps in July was $61,131.57 for cigars, equivalent to close to twenty-one million cigars for the month. This was a slight gain over the same month in 1910. The sale of tobacco stamps was $148,169.09, as against $106,677.29 in July, 1910.

Retail sales have been quite brisk. The national gathering of the Loyal Order of Moose brought about fifteen thousand "good fellows" to town, who have been burning up quite a quantity of smokes. Aggregate sales to the Moose and their friends, and to the thousands drawn hither by the conventions and gatherings of many other orders and organizations are no inconsiderable factor in the month's record. August is a big month in the convention field here.

Oscar Rosenberger is again at his office after a week's vacation with his wife and two children at Goderich, Ontario.

Richard Helms is taking a very much needed rest and vacation near the shores of Lake Huron.

Harry Farbstein, of the San Telmo Cigar Mfg. Co., was recently fished from the bottom of Whitmore Lake after going down the regulation "third time." As the result of this experience he suffered a very severe attack of tonsilitis which marred his outing altogether. Harry says he has no desire for further submarine activities and will hereafter do his yachting on a trolley car.

Chauncey Damon, city auditor for Harry H. Watson, is away on a ten days' trip in company with his mother. He hopes to build up sufficiently to resume his duties with the Watson Company on his return. Mr. Damon was for six weeks confined to the hospital with typhoid fever. During this time several minor operations were found necessary to relieve him of severe abscesses on the leg.

E. Daniel, formerly at 173 Griswold street, who has been out of business since June 1st, has just opened a well-equipped stand at No. 713 Woodward avenue, just above Selden avenue.

C. J. Russell, who bought the former stand of Mr. Daniel, reports business as quite satisfactory and steadily growing. This is as it should be, for the immediate neighborhood has changed wonderfully within the year and continues to gain month by month as a business center.

S. Fox, to whose delicatessen and wholesale liquor business the addition of a cigar department was noted in TOBACCO WORLD a month ago, has replaced the temporary cigar cases with a handsome marble base elbow case from the Detroit Store Fixture Co. Among Havana goods he has placed in are "Romeo y Julieta," "Webster," "El Planco," etc. "Judge Durand," "La Azora" and "Preferencia" show in broadleaf. There was no seed and Havana brand at the time of my visit other than "Liederkranz Cabinet" but Mr. Fox, recognizing the merit of Detroit-made lines of this character, expects to add one or two. "San Felice," "Luxello," "Cinco," "La Azora," "Opera," are his leaders in nickel goods.

Mose Eisenberg, of the Surety Cigar Co., returned this week from Cincinnati, whither he was summoned by the sudden death, from typhoid fever, of his son-in-law, Mr. Chas. Levi. Mrs. Levi and an infant child have returned to Detroit with Mr. Eisenberg.

The friends of Harry Newman will rejoice in the news of Mrs. Newman's return from the hospital and her rapid progress toward complete recovery from the critical illness with which she was recently attacked.

Detroit friends of Vic. Ettlinger, of E. Hoffman & Sons, New York, are showering him with congratulations on the announcement of his engagement to Miss Hirschfield, of Kalamazoo, Mich.

Jos. Muer, the hustling heavyweight manufacturer of "Swift" cigars, leaves about September 1st with his Cadillac car for a trip through Canada and New York State. Members of his family accompany him.

Ike Goldberg, of the Lilies Co., is holding down the president's chair at the La Azora factory, while Sam T. is showing a fine line of bathing togs at Atlantic City.

Abe Heavenrich, of L. Schmid & Co., Sumatra importers, leaves Sunday night for a trip to Cincinnati, Lima, Dayton and other Ohio points.

Harry Nathan, of E. Spingarn & Co., was in town a few days. He is already counting the money he has wagered against the Detroit Tigers.

Dyk. M. Swan, maker of "Emid" and "Seven Kings" cigars, has removed his factory from 713 Dubois street to Grandy avenue, opposite the factory of the Davis Cigar Co.

C. E. (Parson) Howell is back in harness after a week or so spent rusticating. "El Mosico" and other S. R. Moss Cigar Co. brands are his favorites.

Frank Horning, representing H. Anton Bock & Co., was recently in town; likewise W. S. Janes, of the Jenkinson Company.

Ed Jandorf, popular member of the leaf firm of Keiser & Boasberg, Buffalo, showed some fine Connecticut growths here.

Milton Kraus, of the firm of A. Kraus & Co., Chicago, was another visitor. Also Chas. Waxelbaum, of Chas. Waxelbaum & Co., New York.

The writer paid a brief visit this week to the firm of Keiser & Boasberg, Buffalo. They report very liberal sales of their 1910 Connecticut. The broadleaf runs generally dark, wholesome, well-matured colors. It is of a fine character, excellent in burn and taste. The firm has a high regard for Detroit as an outlet for high-grade broadleaf.

They operate extensively in primed and in Havana shade-grown Connecticut, as well as the ordinary types.

S. F. H.

Wisconsin Prices Ascending by Stiff Competition

A STIFF competition has been waging in the Wisconsin tobacco fields for this year's crops, with a consequent rapid advance in prices. The large operators are seemingly sending prices upward by having numerous buyers in the fields at various points, and they are going to limits which smaller packers would not undertake, and consequently they are practically frozen out of the race.

There is admittedly an urgent need of a large supply of binder leaf existing among the larger manufacturing establishments, and with them a few cents a pound will not stand in the way of a purchase, and yet it is a competition which the smaller interests can hardly meet without incurring the danger of a possible loss at the other end of the line, and there are still many who remember their sad experiences with the 1906 crops.

The activity prevails mostly in the northern section, and is accounted for by the fact that in the southern section the crops were more severely affected by the drought and grasshoppers, making it more uncertain what the outcome of the crop will be.

A slight fire damage was inflicted upon the factory of Fred Derbing, 1684 Walker avenue, Memphis, Tenn.

Campaign Against Non-Union Cigars

UNION cigarmakers of Edwardsville, Ill., are now waging a campaign in that place against all non-union cigars. After a conference between the union cigarmakers of Edwardsville with William A. Elkin, of Peoria, national organizer, and John Geary, president of the Alton cigarmakers' union, a committee of five was appointed to visit every dealer in the city and agitate the union label. The conditions are to be brought before the Federation of Labor. Literature of non-union cigars and manufactures is being distributed among the business houses here.

The Editor's Letter-Box

WILKES-BARRE, PA., August 19, 1911.

Editor, THE TOBACCO WORLD,
Philadelphia.

Dear Sir:

Will you have the kindness to inform me who makes "Steamboat" Playing Cards, also address of Cigarette Paper manufacturers?

Awaiting your reply, we are,

Truly yours,
WILKES-BARRE CIGAR CO.

Answer.—"Steamboat" Playing Cards: United States Playing Card Co., 685 Broadway, New York City.

Cigarette Papers: L. Kehlman, 202 Centre street, New York City: A. B. Newman Co., 288 East Houston street, New York City.

A Word Regarding Calabash Pipes

IN our July first edition appeared an article on the "Growth of the Calabash Pipe Industry," which has been corrected in one instance by Leslie F. Leo, at present of New York City, but a native of South Africa, the home of the calabash product.

In an interesting talk on the subject Mr. Leo stated that while many countries have tried to produce and propagate the particular gourd suitable for the pipe industry, its growth and development has been successful only in a small section of South Africa. This section is approximately as large as the State of New Jersey. Considering this limited area, from which the whole world will have to draw its supply, together with many natural drawbacks such as droughts, frosts, insects, etc., and in view of the ever increasing demand, he has no doubt that the article will always maintain a firm market price.

The American manufacturer can be benefited, however, by importing the raw product direct from South Africa at practically the same cost, and make the finishing of the pipe a local industry. The American jobber up to the present time has had to accept any finished article the British market had to offer. By finishing the pipe here a big duty can be saved.

There is no doubt that our manufacturers appreciate, and are beginning to avail themselves of the advantages which the direct importation would bring, as Mr. Leo, who recently began the importation of the goods, has already secured orders averaging 100,000 each from three different manufacturers, thus showing that the calabash pipe industry is taking on a new and strong impetus.

New Orleans Budget

NEW ORLEANS, LA., August 27th.

IT is possible that after October 1st the New Orleans Cigar Stores Co., Canal and Dauphine streets, will liquidate their affairs and go out of business. The owners of the building decline to lease the premises any longer for a saloon, and as the cigar store is in front of the saloon the chances are that it will pass out of existence with the saloon.

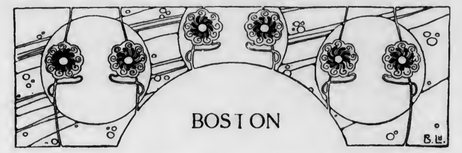
For nearly forty years the place has been conducted as a cigar stand and saloon, and is known to every resident of New Orleans.

Henry Meyer and Laz Michel, proprietors of the New Orleans Cigar Stores Co., are well known and very popular, and it is the hope of their many friends that they may secure another good location and remain in the cigar business.

The convention of the Commissary Managers' Association, held under the auspices of the Merchants' and Manufacturers' Bureau at New Orleans last month, was largely attended by commissary buyers from the States of Louisiana, Mississippi, Alabama and Arkansas. All of the cigar and tobacco jobbing houses did a fine business with the visiting buyers and were well pleased with the success of the convention. The managers attending represented the lumber mills, coal mines and other great industrial enterprises in the States named.

Henry J. Valloft, manager of the Independent Cigar Store Co., New Orleans, after an extended trip through the North and East, visiting the various factories with whom his company does business, has returned to his home city.

The Lew Dockstader Cigar Co., of East St. Louis, Ill., was incorporated several days ago to manufacture and deal in tobacco, cigars, etc. The incorporators included: August H. Schlange, Edward C. Schwartz and C. Price. The capital stock is fixed at $50,000.



Boston Summer Trade Above Normal

BOSTON, August 28, 1911.

IN reviewing general retail and wholesale trade conditions in and about Boston during the past month, the consensus of opinion is that August has been slightly above normal as regards volume of business, owing this increase to the numerous conventions held here, among which were the American Press Humorists' Association, and National Association of Boards of Pharmacy. Demand among the leaf interests remains steady. Wholesale cigar dealers and manufacturers attest an increased demand, and are optimistic for a busy fall trade. During the latter part of August the National Aviation Association will be held at Atlantic. This is a drawing card for thousands of men, mostly smokers.

F. M. Merrill, with H. Traiser & Co., Inc., has returned from an outing at Kennebunkport, Maine. E. A. Nagel, with above house, is on a vacation at South Lyndeboro, N. H.

R. G. Sullivan, makers of "7-20-4" ten-cent cigars, at Manchester, N. H., announces that his factory's output for 1910 was over twenty-three millions, being an increase over 1909 by about five millions. To meet the demand, he is planning to add two stories to his factory.

A new corporation, entitled Maine Cigar Co., (Waterville, Me.), has been formed. Capital, $25,000. Par, $100. Officers are: Charles M. Richardson, president; Cornelius Kelleher, treasurer; Frank Plumhead, clerk, all of Waterville.

A city certificate has been filed by Hyman Bornstein, 3 Dock Square, to carry on a cigar and tobacco business under the name of Arcade Cigar Co.

Ella M. Slipp has taken out a Married Woman's Certificate to conduct a cigar and tobacco store at 1152 Dorchester ave.

Louis Hyneman, of Hyneman Bros., manufacturers of "The Priscilla" and sole New England agents for "Hoffman House Bouquet" cigars, is motoring throughout the White Mountains and Canada.

Ehrlich & Kopf, one of the largest of our pipe manufacturers, have an interesting display of their many grades of meerschaum pipes.

Woodbury's, one of the best known cafes in the city, enjoys a steady call for "Old Belle Marie" made by L. Sanchez & Co., Tampa, in all sizes.

Thomas O'Loughlin has opened a cigar and tobacco store in City Hall Block, Athol, Mass.

A building permit has been granted to Cambridge Factory Trust to erect a three-story building for cigar factory and stores at Massachusetts avenue, Cottage and Easthampton streets, to cost $50,000, size 150 x 6 x 86 x 31.

"La Integridad," a ten-cent clear Havana made by Chas. S. Morris & Co., New York, is selling well at the several stores carrying same.

At the American House stand "Marguerite" and "El Toro" panatellas are called for constantly. The complete line of Eastbrook & Eaton is carried.

A. W. Altgeld, with Schinasi Bros., manufacturers of "Naturals" (cigarettes) visited the trade last week.

"La Fama Universal," made by M. Stachelberg & Co., Tampa, is now handled by McGreenery & Manning, 24 Fulton street.

HENDERSON.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, August 22, 1911.

A VERY active demand has been the feature of our market during the fortnight, we have had big and small buyers galore from the United States, and besides a very important factor has been played by Sylvester & Stern, who have operated to a very large extent, not only in Vuelta Abajo, but also in all other kinds of leaf tobacco.

While our receipts from the country have been large, it is claimed, however, that the bulk of the crop has come forward already. Whether the crop in reality will be quite as small as has been previously stated, is doubted by some people, and only the future will disclose the actual figures. Prices have ruled very firm and if the demand should keep up there is no chance of seeing any lower figures until the beginning of next year, by which time we shall know more of the coming crop. However, as good factory Vegas are scarce, there is no possible chance of a retrograde movement in these styles—the only kind of tobacco which possibly might be influenced are the 1st and 2nd Capaduras of Remedios.

If the weather conditions are such as to indicate a larger and good quality growth, these prices ought to come down for the coming crop. Our packers and dealers know this vulnerable point of their situation, and for this reason have not operated as extensively as in former years, and it is also possible that they would entertain offers more readily this fall, as long as they could dispose of their holdings at cost price. The principal point in doubt is with how little Remedios tobacco the American manufacturers could get along for the next twelve months to come? After all, the stocks held by them are supposed to be very small, and even if there are some factories which would purchase very little, or nothing at all, there must be quite a number of them which cannot afford to run down their brands and will be obliged to buy their regular supply, no matter what the ruling prices may be this coming fall or winter. The law of supply and demand will solve this problem in due course of time.

Preparations for the seed beds are going on now in various parts of the country, as this is the season of scattering the seeds, in order to have good healthy seedlings for the month of October when the planting period commences.

Sales are figured this time for three weeks and have run up to 30,371 bales, or, divided by origin, represent 20,015 of Vuelta Abajo, 7752 of Partido and 2604 bales of Remedios.

Buyers were: Americans, 18,304 bales exporters to Europe, 585; shippers to South America, 175, and our local cigar and cigarette manufacturers, 11,307 bales

Exports of leaf tobacco from the Port of Havana were from August 1st to August 19th, 1911:

To all ports of the United States	10,763 bales
" " " " Europe	585 "
" South America (Valparaiso)	175 "
Total	11,523 bales

Principal Buyers of Leaf Tobacco That Come and Go.

Arrivals.—Louis Cantor, of Leonard Friedman & Co., New York; H. Anton Bock, of H. Anton Bock & Co., New York; F. Bolaño, A. M. Seckbach, of F. Bolaño & Co., Chicago and Tampa; Harry Barron, of Barron Bros., Chicago; Antonio Fernandez, Chicago; Wm. J. Lightbourne, of Cortez Cigar Co., Key West; Luis Martinez, of Martinez Havana Co., Key West; A. W. Arnold, of Ferdinand Hirsch Co., Key West; E. H. Gato, of E. H. Gato Cigar Co., Key West; Francisco Fleitas, of S. & F. Fleitas, Key West; H. B. Roberts, of J. W. Roberts & Son, Tampa; Manuel Fernandez, Ramon Fernandez, of Fernandez, Lopez & Co., Tampa and Key West; Francisco Diaz, of V. Guerra Diaz & Co., Tampa; Fred Davis, of Samuel I. Davis & Co., Tampa; J. B. Gonzalez, of I. W. Roberts & Son, Tampa; Guy Clarkson, of W. C. Clarkson, Tampa; E. F. O'Halloran, Tampa; D. A. Murphy, W. J. Holman, of Hart & Murphy, St. Paul; David Frankel, of Frankel, Gerdts & Co., San Francisco; Wm. P. Presnail, of The Tucker Mfg. Co., Hamilton, Ont.; Harry Cohn, of Cohn Bros., Chicago.

Returned.—Mark A. Pollack, of Mark A. Pollack, Havana.

Departures.—José Arango, E. J. Stachelberg, Manuel Sanchez, Estanislao Ortiz, Henry Esberg, P. San Martin, for Tampa; W. J. Kaffenburgh, for Boston; J. Magidson, Peter Wohl, Harry Barron, Alonso Suarez, Nathan Elson, for Chicago; Jesus Vales, for London; A. Artolozaga, for Key West; Manuel Rodriguez, Saturnino Garcia, Sal Cane, José Negreira, Harry Nichols, Ernest Ellinger, Joseph Mendelsohn, Louis Cantor, Otto Sartorious, Max Schwarz, H. Anton Bock, Fred Davis, José Garcia, Harry Mendelsohn, for New York.

Among the Factories.

Judging our industry by the continued increase in exports during the second half of July, the same ought to be satisfactory, but unfortunately, owing to the exorbitant high prices of Vuelta Abajo fillers, the contrary is the case. Some manufacturers openly confess that they do not care to execute all the orders they have received, as instead of making money they are actually losing by the execution of them, and for this reason they prefer to go slower, instead of increasing their exports. Evidently the impossibility to raise prices on cigars under such conditions is manifestly wrong. The only reason why manufacturers do not dare to close their factories is that they fear they would lose more in the end if their brand was stopped from being manufactured, and for this reason they prefer to choose the lesser evil of the two; hoping, however, that the coming crop may be good and large, so that prices for leaf tobacco will come down again.

According to our Custom House returns, the exports are as follows:

	1911.	1910.	Increase in 1911.
July 16th to July 31st	7,193,031	5,084,974	2,108,057 cigars
Jany. 1st to July 15th	96,183,553	89,173,480	7,010,073 "
From Jany. 1st to July 31st ...	103,376,584	94,258,454	9,118,130 cigars

H. Upmann & Co. are as busy as every year at this season of the year, as orders are good and plentiful. The famous H. Upmann factory never lacks orders from all parts of the world.

Partagas reports cheerful news, as Don Eustaquio Alonso had a very successful European trip, making new connections which resulted in increased orders, so that this factory is now working with 1000 cigarmakers here in the city and including their branch factory at Guines.

Henry Clay and Bock & Co., Ltd., are making the same heavy shipments as previously. Director W. L. Houston is expected to arrive here tomorrow accompanied by their London representative, Mr. M. P. Troy.

The Sol factory cannot complain, as the brand is too favorably known all over the globe ever to lack substantial, high-priced orders. Behrens & Co., the owners, are jealously watching that the same aromatic, but mild, flavor of their cigars is constantly kept up and have secured enough choice Vuelta Abajo Vegas for this purpose.

Don Fernando Cardenas, of the Castaneda factories, is expected to arrive here tomorrow (August 23rd) from his very successful trip to the United States. The factory is working with increased forces upon a full order slate.

La Diligencia reports also an improved state of affairs, as orders are arriving in good shape from the United States as well as elsewhere. Don Bernardo Moreda is still at San Diego de los Baños rusticating, but is expected to return by the end of this month.

La Flor de P. A. Estanillo is doing a good substantial business on its well-liked brand of "Elite" for the American market. Don Feline Rodriguez is still hustling in the United States, but expects to be back here early in September. The calls for "Flor de Fumar" from Europe are also increasing steadily, principally for Regalia sizes.

Other factories which are working strong are: Romeo y Julieta and Hoyo de Monterey, while Allones, Ltd., C. E. Beck & Co. and La Flor de José Otero report increased orders.

Buying, Selling and Other Notes of Interest.

Muñiz Hnos & Co. sold 2210 bales of Vuelta Abajo, Partido and Remedios during the past three weeks.

Sylvester & Stern were credited with purchases of 10,000 bales of all kinds of leaf for their customers during this month.

Rodriguez, Menendez & Co. report sales of 2100 bales of Vuelta Abaja and Partido.

Manuel Sanchez has purchased for Berriman Bros. 2000 bales of very choice Vegas.

Sobrinos de A. Gonzalez were sellers of 1950 bales of leaf of all kinds during the month of August.

H. Anton Bock, according to good authority, has bought 1500 bales of Vuelta Abajo and Partido.

Gonzalez y Benitez closed out 1850 bales of Vuelta Abajo, Partido and Remedios.

Harry Nichols is stated to have accumulated 1000 bales for their Solace factory of Key West.

Cardenas & Co. disposed of 1600 bales of Vuelta Abajo and Partido.

E. J. Stachelberg made some excellent purchases of old and new Vuelta Abajo Vegas from our famous districts.

B. Diaz & Co. made several deals amounting to 1600 bales of Vuelta Abajo and Partido.

José Escalante is said to have secured around 1000 bales of extra selected Vegas for his "La Corona" factory, at Tampa.

José Menendez sold 1415 bales of Partido and Vuelta Abajo.

Louis Cantor made some excellent purchases of prime old and new tobacco.

Menendez & Co. were sellers of 1287 bales of all kinds of leaf.

J. F. Berndes & Co. bought 500 bales for export to Europe.

Gutierrez y Zabala closed out 925 bales of Vuelta Abajo and Partido.

H. B. Roberts was a buyer of 500 bales of leaf tobacco.

A. M. Calzada & Co. sold 500 bales of Vuelta Abajo, Partido and Remedios.

Manuel Rodriguez, of Rodriguez & Tejeiro, New York, secured some 500 bales of very choice Vuelta Abajo Vegas.

José F. Rocha turned over 300 bales of leaf tobacco to his customers.

Max Schwarz has made the usual selections of the finest Vegas of Vuelta Abajo for his New York factory.

Camejo y La Paz sold 950 bales of Vuelta Abajo.

Joseph Mendelsohn and his son Harry left on Saturday last per steamship "Saratoga," homeward bound for New York, after having purchased quite heavily of good Vegas. The customers of Mendelsohn, Borneman & Co. can be sure to find the right kind of tobacco and at the right prices also, as Don José from his long stay in Havana knows where to find the goods and what they are worth according to the year and circumstances.

Fred Davis added a few hundred bales to his previous purchases, all consisting of choice Vuelta Abajo Vegas for their celebrated "El Sidelo" factory at Tampa.

Ernest Ellinger left last Saturday, August 19th, per steamship "Saratoga," for New York, after having spent a very hard and painstaking campaign in the country to secure and pack enough Vegas in the Vuelta Abajo and Partidos. He only purchased in the very choicest districts which produced aromatic fillers and good yielding wrappers of light colors and excellent in burn.

Don Lorenzo Sanchez Alfonso, who is the administrator of the Artemisa Tobacco Co., which owns the celebrated Vega "La Resolucion," about 600 acres, part of which, however, is only devoted to the raising of tobacco, stated the other day that, in his opinion, our farmers neglected to pay enough attention to the selection of seed. He himself has set apart each year 10,000 plants of the healthiest that his Vega produces, for the sole purpose of collecting the seed, and even after that he has imported a sifting machine which blows away all the light, and not serviceable ones, and only retains the thoroughly sound seed. By this method he is sure to raise good, healthy seedlings and always has the finest tobacco plants in the famous Artemisa district. Of course, besides the scrupulous care bestowed upon the raising of seed, he also does not neglect to use only the best kind of manure for fertilizers, adapted to the soil, and he also grows the plants under cheesecloth, or palm leaves, and employs a thorough system of irrigation. Under such circumstances a failure of a crop is virtually a thing of the past, with the sole exception, that in case of a cyclone the growth of the plants may be retarded for a month or two in the worst cases.

If our poor Veguenos could only be educated enough to employ the same methods of raising their own seedlings, instead of buying them, a great step would be gained to produce a better class of tobacco in the future.

Don Rufinio Cano, one of the old-time leaf dealers and packers of Vuelta Abajo and Partido tobacco, entered into rest on August 10th in his sixty-sixth year of age and after a long period of frightful suffering from cancer. His funeral was well attended by the trade, as he was universally liked and esteemed.

The most important shippers were Sylvester & Stern (1840 bales), Leslie Pantin (737), J. Bernheim & Sons (688), E. Ellinger (496), Manuel Suarez (424), Garcia & Co. (386), J. F. Berndes & Co. (441), Menendez & Co. (301), and below 300 bales: Mark A. Pollack, Rodriguez, Menendez & Co., Miguel V. Perez, Monroe Commercial Company, H. Upmann & Co., Sidney Rothschild, Sobrinos de A. Gonzalez, I. Kaffenburgh & Sons, M. Stachelberg & Co. and Alta Cigar Company.

Receipts of Tobacco From the Country

For 3 Weeks Ending August 19, 1911.		Since July 1, 1911.
34,288 bales	Vuelta Abajo	110,259 bales.
2,893 "	Semi Vuelta	7,643 "
3,555 "	Partido	14,059 "
18,627 "	Remedios	39,748 "
2,049 "	Mayari	4,277 "
61,412 bales		175,986 bales.

ORETANIV.

Gate City Gleanings

New Comers in the City---Heavy Tobacco and Cigar Publicity in This Section---The United Stores Are Boarded Up

ATLANTA, GA., August 26, 1911.

W. L. McGAHEE, who recently covered Alabama and Mississippi for the Santa Clara Cigar Manufacturing Co., has now been transferred to this point as local city man for his company. He reports business very good for the new brand that they are placing on the market, "Reina De Georgia."

Bobbie Kern, of the Compeer Cigar Co., makers of the famous "Plantista" cigar was in the city last week and reports business very good.

It was stated recently in the issue of another trade publication that Wm. Mills was the representative of the Wertheimer Co. in Atlanta. This is a mistake. Mr. Ed Layton has been the sales manager here for the last ten years and reports business strong on his "El Werth" and "Bull Head" brands.

George Tatum, recently with the R. J. Reynolds Tobacco Co., is now with the F. R. Penn Co., and is sure doing some advertising. If he stays here much longer he will have every fence in this part of the country covered with his posters.

Ed Moorhead, the "Queen Quality" man, states since the coronation in England his business has increased one hundred per cent. and he figures that they are going to sell two hundred thousand pounds of his tobacco in this territory. Mr. Moorhead is an optimist.

Emmett Shaw, president of the Emmett Shaw Cigar Co., of Cordele, Ga., has been very sick for the last ten days, but is now able to be at his desk again.

The Lyric Theatre soda and cigar stand has recently been purchased by F. H. Smith, this making the third that he has recently bought. It is his intention to have the finest soda and cigar stands in the city.

One of the most popular corners in the city now is the Dickerson corner. The Dickerson Brothers are all young men, with good grit about them, and with the attention they are giving their store they are bound to prove important factors.

John L. Porter, sales manager for the Santa Clara Cigar Manufacturing Co., of Brunswick, Ga., was in Atlanta for the past week and reports business bang up with a promising outlook for a big season.

W. N. Ruffin, Jr., special advertising man for the Butler-Butler Co., has been in the city for the last ten days in behalf of this company. They are using some beautiful sofa pillows to advertise their cigarettes, and this is making him very popular with the fair sex, as they are after that pillow.

The United Cigar Stores Co. came into our city, with them an unlimited amount of capital, and leased some of the very best sites in the city for their stores on the most prominent corners. They gave contracts for the remodelling of the stores and purchased fixtures of the finest kind to place in them. Work on the new places had nearly been completed, when all at once everything came to a standstill. All signs have been taken down, all work stopped, clerks laid off, and the present condition of the stores that are being remodeled with fences in front of them, makes a very unsighty scene for Atlanta business streets. It certainly would be a great loss to them if they did not open, and in the meanwhile the independent dealers are all over with smiles. What is going to be the outcome?

OGLETHORPE.

W. C. Welmuth is removing his cigar factory from Mount Olive to Naperville, Ill.



Key West Factories Preparing for Rush

Indications Point to Record Breaking Fall Trade---More Hands Being Seated

KEY WEST, FLA., August 25.

THE end of August finds the cigar situation in a healthier state than at the beginning of the month, and with the indications that within the next thirty days all of the shops will be rushed with orders and working with full forces of men.

None of the factories have felt the demand for holiday goods as yet and the increase in the demand is for the standard sizes. Practically all of the houses are using the new crop in many sizes and it is being found to work very well, although very slow in maturing. Nearly all of the manufacturers are prepared for the rush which is soon to come and they have bought large quantities of tobacco which is being held in bond ready for shipment.

Everybody is very optimistic this year, as it is almost certain to be the banner year of the history of the trade in Key West. Even should a hurricane come, it will not keep the record from being broken. Every house, without a single exception, will far surpass the output for last year or any previous year.

A few extra men are being seated each week at the present time, but shortly the men will be seated in large numbers. Many of the cigarmakers who have been in Cuba and other places during the summer are returning to Key West, as they know that they will get plenty of work and they want to be here in time to get the good jobs.

Norberg Thompson stated yesterday that things were going on very satisfactory with the box factory. The building proper has been completed and there remains only the sash to be placed when the entire structure will be finished. The machinery is nearly all installed and the end of next week will see it all in place.

A fine baby boy was born to Mr. and Mrs. Thomas H. Gato, at their home in Havana last Tuesday. Mr. Gato is secretary of the E. H. Gato Cigar Co.

First Vice-president Fernando H. Gato, of the Gato Company, and Mrs. Gato, accompanied by their children, have left for Havana after spending a few days in Key West on their return from an extensive trip in the North. They were accompanied by Second Vice-president E. H. Gato, Jr., who went to Havana to meet his daughter, Miss Mercedes, who will return to Key West to attend school.

President E. H. Gato spent a few days here last week and then left for Havana. Mr. Gato has been in the North for a few weeks of recreation, as well as business.

F. T. McNulty, formerly of Key West, but now manufacturing cigars in Fort Myers, Fla., stopped off in Key West for a few days last week on his return home from a tobacco-buying trip to Havana. Mr. McNulty has a rapidly growing business and is rapidly forging to the front.

President Francisco Fleitas, of the S. & F. Fleitas Company, is in Cuba purchasing tobacco for the coming season. "Homerica" brands are growing in popularity.

Walter J. Lightburn, manager of the Cortez Cigar Co., left last week for a short vacation which he will spend in New York and with his family at Capon Springs, Va.

Manager A. W. Arnold, of the Ferdinand Hirsch Co., spent a few days last week in Cuba looking over the new crop and buying some tobacco for the local factory.

Jas. H. Fort, of the Cortez Company, and Mrs. Fort, are spending a few days in New York on pleasure. Mrs. Fort will go to Capon Springs to spend the remainder of the summer with her family.

Mrs. H. E. Mahoney, wife of Manager H. E. Mahoney, of the Havana-American Company, will leave on Tuesday for Chicago and the West, where she will remain for several weeks. Mr. Mahoney will join her later.

Superintendent Remegio Lopez, of the Havana-American Co., returned this week from a short trip to New York, where he went on business and pleasure.

The José Lovera Co. has increased the force in the last week and will seat a few more this week. The new label which will be used exclusively for the goods put out by the Key West shop, has arrived and will be put into use at once. It is "El Confido." Mr. Lovera is expected to arrive in Key West in a few days.

R. Fernandez, of the R. Fernandez Havana Cigar Co., returned to Key West this week after spending some time in Chicago and the Middle West. Mr. Fernandez says that business is good with him and he has plenty of good orders on hand. He will remain here for some time, after which he will go to Cuba to buy more tobacco. Mrs. Fernandez will remain in Chicago for a few weeks longer.

Ramon Fernandez, of the Fernandez Lopez Ca., spent a few hours in Key West this week while on his way from Havana to Tampa.

About fifty extra cigarmakers have been seated at the Martinez-Havana Company's shop this week. President Luis Martinez is expected to arrive here on one of his regular visits some time next week.

President John Wardlow, of the Ruy Lopez Ca., is one of the manufacturers in Key West who has been working with a full force of men throughout the summer. He is now preparing to seat some extra men for the fall rush which will be on hand shortly. He has a line lot of tobacco on hand and ready for use and expects to surpass any previous year in the history of the company.

A. Aurelio Torres, president of the El Principe de Golfo Company, reports increasing orders and he is seating a few extra men each week.

The Key West Cigar Factory is having its hands full to keep up with the demand at the present time, and Secretary George Robinson of the firm stated yesterday that when the fall rush struck them he hardly knew what they would do. They have already increased their floor space about 100 per cent. since they started this year, and they will be soon looking for even larger quarters.

N. B. RHOADS.

Cigar Man Predicts Prosperity for South

W. B. SHEARER, factory agent for the I. Lewis Cigar Manufacturing Company for Louisiana, Mississippi and Texas, who has been on a visit to the factory he represents at Newark, spent a few days in Philadelphia on his return trip South. Mr. Shearer, whose home is in New Orleans, is a great believer in the future greatness of the entire Southern country and predicts one of the most prosperous years the South has ever enjoyed.

"The crops are the finest for many seasons," said Mr. Shearer, "cotton acreage has been increased, prices are satisfactory, corn and food stuffs have been raised not only in sufficient quantities for home consumption, but enough to ship. Farmers have paid more attention to the raising of hogs and cattle than in past years, and the money that has formerly been sent to the West for meat and food stuffs will be kept at home."

"Do you know," remarked Mr. Shearer, "that within a radius of two hundred and fifty miles west of New Orleans we have the most fertile soil under the sun? Just to think of a stretch of country that distance, producing sugar cane, corn, alfalfa, rice, oats, cotton, garden truck enough to supply the wants of the cities and towns, shipping fish and oysters from the salt water lakes in abundance, thousands of cars of pine and cypress lumber from the many mills are exported annually from the country included in the area referred to. In the same distance are the oil fields of Welsh and Jennings, at Sulphur next to the largest sulphur mine in the world. At Avery Island the salt mines. Now beat this diversity of productions of the earth in any part of the world for a strip of two hundred and fifty miles."

In speaking of the raising of the celebrated Perique tobacco, Mr. Shearer said the cultivation was about the same as tobaccos produced in Kentucky and Virginia, but the work of rolling it into carrots is all done by hand, no machine having yet been invented to get Perique into marketable condition. It is raised in St. James Parish, Louisiana, the only soil and climate where it will grow.

"The factory I represent," he said, "are enlarging their business in the Southern States and I only wish that the idle money of the North and the energy of her people could be attracted in numbers sufficient to develop our industries, cultivate the thousands of acres of idle soil, build factories and make our Southland what the climate and nature intends it shall some day be. No country in the world offers finer opportunities."

In speaking of the cigar and tobacco business Mr. Shearer said that the demand had been satisfactory this season, but with the fine prospects for the fall and winter we could expect the banner year in the South for the sale of cigars and tobacco.

The Ohio Cigar Co., at Springfield, O., formerly owned by Louis J. Stumpf and Frank J. Bucher, has passed entirely into the hands of Mr. Stumpf, who will continue under the former firm name.

Business Brightening in 'Frisco

Numerous Conventions Benefit Retail Trade---Local Representative Renew Activities

SAN FRANCISCO, CAL., Aug. 24, 1911.

THE consensus of opinion of the cigar wholesalers of this city is that business is still improving as has been the case since the latter part of July. City retail business has been considerably aided by the extraordinary large number of visitors in the city. Many large conventions have been held here this year and they are by no means over, as at the present date the Typographical Union members are in session here and the Eagles will soon be here in great numbers. That this will aid business to a great extent is not to be doubted.

At the present time there are no new stands being opened, but it is thought that several new ones will be put in operation in the near future, especially in the district about Pine and Battery streets, which is now one of the principal wholesale cigar sections in town.

The reason for this site being selected for some new shops is to be found in the fact that the Exposition Company has leased an entire building here where it will soon make its headquarters, where practically all of the business of the company will be transacted. The work on the Exposition is expected to commence about the midde of this fall. An elaborate celebration will probably be held at the ground-breaking exercises to which President Taft has been cordially invited and which he will probably attend. The commencement of work will mean the arrival of many outsiders and the retail business in general in this city should be of the best during the coming fall, with the result that the cigar merchants will be largely benefited by the brightened conditions.

Emil Judell, traveling man for the firm of H. L. Judell & Co., left early this month for the Northwest where he will spend some weeks directing his efforts to increasing the business with the "Watt" cigar. H. L. Judell reports that the "Watt" is gaining ground rather steadily in the city and that heavier shipments are now coming in than formerly.

Ed Allenberg, one of the traveling representatives of the Bercovich Cigar Company, has returned from a very successful trip to Sacramento where he found an excellent market for the "Bachelor" cigar. M. Snelling, of Atlanta, Ga., has come to the Coast and is at present in San Francisco, pushing the "New Bachelor" with which considerable success is being had. Ed Goodman, manager of one of the Market street stores of this company, has left for a vacation at San Diego.

R. Lewis, who represents the A. Frankau Pipe Company of London, is visiting the local trade.

M. A. Gunst & Co., who recently added to their large line a brand which was formerly carried by this house called the "Aristocratica," report that this new line is moving quite satisfactorily, clubs and cafes using it to considerable extent. The "Van Dyck" and "Partagas" business has been all that could be expected and Mr. Duffy says the company has every cause to be pleased with the way these goods are now moving. A special advertising campaign on the "General Arthur" has brought about increased demand for this brand. Sello Blumenthal, one of the traveling men of this house, has just started for the San Jose territory after a short vacation. Ike Falkenstein has left for two weeks, to be spent at the seashore.

J. M. Diaz, of the firm of Bustillo Bros. & Diaz, of Tampa, Fla., the well known manufacturers of "Alexander Humboldt" and "Henry IV" brands, is expected to return to this city from Los Angeles in a few days. Mr. Diaz came through the Salt Lake district which he considers an excellent one. After stopping a few days in this city he went to the Southern part of the State with Arthur Meyer, who met him in Salt Lake City. After spending some time in Los Angeles and in and about San Francisco, the two will make an extended trip through the Northwest.

M. Michaelitsche, San Francisco jobber handling Bustillo Bros & Diaz' goods, has returned from a delightful stay in the Napa valley. Mr. Michaelitsche says he notices considerable improvement in local business conditions. The house recently had a call from M. Siverthau who represents Bonila & Cook, a Porto Rican firm.

Edward Wolf speaks very contentedly of the way things are improving in town. Mr. Wolf's house is making two elaborate exhibitions at fairs now in session in this State; at the Industrial Fair which is held at the Auditorium in San Francisco a large exhibit of the "Don Antonio," made by H. Anton Bock & Co., in twenty-five sizes, as well as "La Insulars" in twenty sizes is shown. The other exhibit is being made at the California State Fair held in Sacramento. Extensive exhibit of "Nestor" cigarettes is also being made. The company has secured the sole privilege of selling cigars in the State Fair and also in the Eagles' Roaring Camp which will soon be a scene of great activity in the city. A large shipment of "La Insulars" has just arrived on the "Manchuria" and Mr. Wolf says that this line is going extremely well. Mr. L. C. Friedman, Portland representative of this Company, will cover Idaho, Montana and Utah territory in the future. E. Gallina has left on his Northern California trip.

Frankel, Gerdts & Co. have been putting forward considerable effort in the Los Angeles region to work up the trade which was lost during the strike last year, at which time the company was unable to supply orders. Chas. Koening recently returned from Los Angeles where he spent two weeks with J. J. Gans & Brother, southern representatives of the San Francisco manufacturers of "La Naticidad." Their efforts were rewarded with many large orders from old-time customers. G. Frankel has arrived in Havana and will probably put in several weeks looking after the interests of the house.

The Manila Cigar Company, which for sometime has been manufacturing goods which were handled through the San Francisco branch, has filed a petition with the United States District Court asking that it be declared bankrupt. The liabilities are estimated at $11,944.00 and the assets at $6,236.00. R. V. Dell, one of the members of the firm, is a well known and popular jobber and Mr. Dell's personal credit is felt to be unimpaired by the recent action on the part of the company.

G. M. Duncan, a wholesale tobacco merchant of Houston, Texas, is spending some days in this city.

A. R. Chance, a cigar man of Los Angeles is in this city for a short stay.

Leopold Powell, of the "Espina" factory, left recently for New York.

Syl Coblentz, formerly with Ehrman Bros., has taken a position with the Charles Mattheas Company and is now doing missionary work on "Feifer's Union 5."

R. Reuben, of the Lincoln Pipe Company, of Chicago, is spending some days with the San Francisco trade.

Celebrated Fiftieth Anniversary in Pittsburgh

JOSEPH ZIMMERMAN, the well-known Pittsburgh cigarrist, on August 29th celebrated his fiftieth anniversary in the cigar and tobacco business. The store at Liberty street and Oak alley was specially and beautifully decorated for this occasion, and a large number of his friends responded to his special invitation to participate in the celebration.

In 1861 Mr. Zimmerman occupied the cigar stand in the Washington Hotel, at the end of the Pennsylvania Canal Bridge, now Eleventh street, and four years afterward located at Canal and Liberty streets, which he occupied for thirty-nine years, making it a famous landmark. In May, 1900, he removed to his present quarters, where the golden anniversary was celebrated a few days ago.

4,250,000 Manila Cigars in One Month

THE Manila Daily Bulletin reports that 4,250,000 cigars were shipped to the United States during the month of June. The cigar business in the Philippines seems to be rapidly increasing, and there appears to have been a pretty thorough readjustment since a rigid ruling of shipments of grades of cigars has been enforced, and which requires that there shall not be more than 25 per cent. of consignments made, consisting of low grade goods, while medium grades may consist of 50 per cent. and high grades 25 per cent.

The low grade cigars, as rated in the ruling made by the Bureau of Internal Revenue, does not go below what is known in the Philippines as "Londres Extras," or "Especiales"; that is, they must be of selected tobacco, long filler, and not the usual grade of Londres sold in the Islands.

The average monthly shipments for the fiscal year is approximately 2,000,000 cigars, consequently the aggregate of June shipments is considerably above the average.

Exports of cigars from the Philippines during nine months ending March 31, 1911, totalled in value $1,227,543.00. The value of the goods shipped to the United States in that time was $448,031.00. The exports in the same period of the preceding year amounted to $2,061,823.00, of which $1,345,327.00 worth went to the United States.

The value of Philippine cigarette exportations was $27,756.00, as compared with $25,728.00 in the year before. The comparative exports to the United States during the periods above mentioned were $9,519.00 and $10,645.00, respectively.

Exports of other tobacco was valued at $21,273.00, while during the corresponding period of the preceding year it amounted to $8,135.00. Of the total exports of other tobacco the value of goods shipped to the United States was $6,772.00.

Philippine importations of tobacco and manufactures, during the nine months ending March 31, 1911, were valued at $92,414.00, of which $73,926.00 came from the United States. In the corresponding period of the previous year, the Philippine importation, amounted to $129,354.00, of which $107,815.00 worth came from the United States.

Wilkes-Barre, Pa., Tobacco Factory Expanding

THE Penn Tobacco Co., of Wilkes-Barre, recently purchased a large tract of land which is centrally located and upon which they propose to erect an immense tobacco factory. The plot purchased has a frontage of 500 feet on a main street, and a depth of 1000 feet, and is situated as to afford it exceptional railroad facilities, making it an ideal factory location. Manager Uhl, of this company, claims that they are at present having the largest sale of their product they have ever known, and that their business is simply outgrowing their present facilities.

Cigar Man on Mobile Excise Board

SIDNEY DOUGLASS, recently appointed a member of the Excise Commission of Mobile, Ala., is a well-known cigar salesman of the Gulf City.

Mr. Douglass has always been a warm personal friend of Governor O'Neal, and secured his appointment on his own personality. The position pays $4500 a year salary. He is well known in New York, having lived there for several years in the early eighties.

S. Mazza, director of the National Federation for the Promotion of Commerce in Italian Tobacco, in remitting for their subscription to THE TOBACCO WORLD, says: "THE TOBACCO WORLD is much appreciated in our country."

Revenue Officials Raid Newark (N. J.) Cigarette Factory

THE cigarette factory of Mrs. Rachael Gilkin, at 170 Prince street, was recently raided by the Internal Revenue Officers, who confiscated a wagonload of machinery, tobacco and cigarettes. A charge of selling cigarettes and tobacco without the required government stamps has been made.

The raid followed an arrest made just previously of Louis Schosa, an employee. Schosa's movements had been watched for some little time, because a license had been granted to Mrs. Gilkin last January, but her purchases of revenue stamps were so small as to create suspicion. He was seen entering the rear of the building, where the factory is located, and brought out a package of cigarettes which he stole. The goods it is alleged bore no revenue stamps.

The proceeds of the raid it is believed will figure up to $500.00. Together with a considerable quantity of tobacco, several cigarette rolling and cigar shaping machines were also confiscated.

Patents of Interest to Tobacconists

Cigarette and cigarette tube with mouthpiece, Julien Guenniffet and J. Nicault, Paris, France.

Cigarmaking machine, Julius Haarer, Frankfort-on-the-Main, Germany.

Match box, Michael P. Brazill, Fresno, Cal.

Match, James A. E. Criswell, New York, N. Y.

Manufacture of matches, James A. E. Criswell, New York, N. Y.

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Manufacture of matches, James A. E. Criswell, New York, N. Y.

Manufacture of matches, James A. E. Criswell, New York, N. Y.

Making matches, James A. E. Criswell, New York, N. Y.

Match box, Vivian T. Moys and H. E. Cradock, Cape Colony.

Tobacco pipe, Daniel Payton, St. Louis, Mo.

Tobacco pipe, John R. Perry, Chicago, Ill.

Cigar and cigarette holder, John R. Perry, Chicago, Ill.

Box for packing and shipping leaf tobacco, Frank L. Short and A. J. Rieth, St. Louis, Mo.

Match safe, Frank E. Mead, Utica, Pa.

Cigarette tipping machine, Julius C. Drucklieb, New York, N. Y.

Tobacco pipe stem, Leon Riggs, St. Joseph, Mo.

Cigarette and cigar case, Charles W. Bishop, Roanoke, Va.

Match safe, Charles D. Dellinger, Enterprise, Okla.

Combined match safe, wind shield, cigar holder and card case, Karl E. Johansson, Chicago, Ill.

Tobacco pipe, William A. Pratt, Blundellsands, England.

Robbers recently effected an entrance to the cigar store of B. F. Pierce, 444 E. 43rd street, Chicago, Ill., cracked the combination of the safe and escaped with $120.00 in cash. Mr. Pierce also discovered the loss of cigars to the value of $150.00.

Charles Cockrell recently started a cigar factory at Beatrice, Neb., and is now manufacturing a brand under the title of "Beatrice Belle."

A tobacco factory of Ed. Daniel, at Olmstead, Ky., was recently destroyed by fire which was of accidental origin, and causing a loss of $5000.

Cigar and Tobacco Production 1910-1911

8,474,962,786 Cigar Output Shows Gain of 261,606,282

Production During June, 1911

THE report recently issued by the Commissioner of Internal Revenue shows a comparative statement of the receipts from cigar and tobacco taxations in the United States, during the fiscal years ending June 30th, 1910 and 1911.

It is, of course, a preliminary report and subject to revision until published in the Commissioner's Annual Report. It shows, however, that there was collected in taxes during the year ending June 30, 1911, more than $67,000,000 on cigars, tobacco, cigarettes, etc., which is nearly $9,000,000 more than the collections during the preceding year.

Following is the table showing the figures in detail:

Objects of Taxation.	Receipts during fiscal years ended June 30— 1910.	1911.	Increase.
Cigars weighing more than 3 lbs. per thousand	21,420,689.51	21,755,714.06	335,024.55
Cigars weighing not more than 3 lbs. per thousand	580,748.40	917,294.25	336,545.85
Cigarettes weighing more than 3 lbs. per thousand	64,670.12	76,108.76	11,438.64
Cigarettes weighing not more than 3 lbs. per thousand.	7,021,284.90	11,541,513.00	3,620,228.10
Snuff of all descriptions	1,920,602.65	2,251,746.62	331,143.97
Tobacco, manufactured, of all descriptions	26,210,461.45	30,463,573.87	4,253,112.42
Total	58,118,457.03	*67,005,950.56	8,887,493.53

*Includes $95,596.25 from sale of internal revenue stamps affixed to Philippine products, as provided for in Act of August 5, 1909.

The above table of receipts of taxes shows the quality of cigars, cigarettes, tobacco, snuff, etc., manufactured during the past two years, as follows:

	1911.	1910.	Increase.
Cigars (number)	8,474,962,786	8,213,356,504	261,606,282
Cigarettes (number)	9,254,351,722	7,884,748,515	1,369,603,207
Tobacco (pounds)	380,794,673	436,608,898	* 55,814,225
Snuff (pounds)	28,146,833	31,969,111	* 3,822,278

* Indicates decrease.

These figures include the following:

Porto Rico products: 173,783,103 cigars at $3 per thousand; 183,050 cigarettes at $3.60 per thousand, and 12,207,600 cigarettes at $1.25 per thousand.

Philippine products: 27,804,743 cigars at $3.00 per thousand; 9,483 cigarettes at $3.60 per thousand, 8,397,689 cigarettes at $1.25 per thousand; and 20,635 pounds of tobacco at 8c. per pound.

Report for June, 1911.

	1911.	1910.	Increase.
Cigars	$2,054,015.28	$1,970,933.79	$ 83,080.49
Cigarettes	1,197,778.41	893,798.34	30,398.07
Snuff	167,076.59	188,544.13	* 21,467.54
Tobacco	2,840,140.00	2,981,051.74	*140,911.74

Report for July, 1911.

	1911.	1910.	Increase.
Cigars	$1,829,981.34	$1,732,034.24	$ 97,847.10
Cigarettes	1,025,265.88	779,418.70	345,837.18
Snuff	203,628.64	174,285.43	29,343.23
Tobacco	2,424,370.05	2,037,453.66	386,916.39
	$5,483,245.91	$4,823,192.03	$859,943.90

*Indicates decrease.

Errattum

Frank H. Forrest, of the Lilies Cigar Co., calls attention to the fact that he was mentioned in our last Detroit letter as being sales manager of this company. Mr. Forrest states emphatically that such is not the case, but he is devoting his entire time to doing missionary work under the general manager of the Lilies Co., who is S. T. Goldberg.

Tobacco Exhibits at Connecticut Fair

CONNECTICUT tobacco men will be given an opportunity of exhibiting their wares at the Connecticut Fair, which will be held at Hartford, Conn., during the week beginning September 4th.

Realizing that tobacco farming is one of the principal industries of the State the Connecticut Fair Association, under whose auspices the show will be held, has decided to offer premiums for the best displays of the products. Premiums are offered in four classes of tobacco grown in the open field; those are broadleaf wrapper, broadleaf seconds, Havana seed wrappers and Havana seed seconds. Premiums are also offered in three classes on shade-grown tobaccos. These classes are light wrappers, medium wrappers and dark wrappers. No entrance fees are being required and the prizes of $5, $3 and $2, respectively, for first, second and third best displays, which will be awarded by competent judges.

Gathering of Ohio Tobacco Farmers

THE second annual gathering of Miami Valley tobacco growers, was held at the Chautauqua grounds between Franklin and Miamisburg, Ohio, on August 23rd. The affair was in the nature of an all-day picnic. In the morning, considerable time was devoted to conferences, speeches and general discussions on ways and means of bettering the condition of those engaged in the tobacco industry in the Miami Valley. During the afternoon the Hon. John B. Fort, of Adams, Tenn., who is a widely known agriculturalist, made an interesting address. Frank Blackford of Eldorado, who is also a farmer and a State agricultural worker, made an address. The gathering was held under the auspices of the National Cigar Leaf Growers' Union.

Virginia's Tobacco Crops

FOR the decade ending 1909 tobacco raising in Virginia showed an increase of 1,275 acres, or 7 per cent. Starting with 140,791 acres in 1879, tobacco fell by 1889 to 110,579. In 1899 it rose again to 184,334, and in 1909 to 185,609. The total yield in 1909 was 132,987,490 pounds; the average yield per acre 717 pounds; the average value per acre $65.60.

Statistics show that Virginia's tobacco crop during 1909 consisted of its cultivation upon 44,472 farms.

Badger State Items

W. S. Brill, of New York, has been looking over the tobacco markets in Wisconsin.

Harry Eimerbrink, factory superintendent with Otto Eisenlohr & Bros., Philadelphia, has been on a tour of inspection through Wisconsin.

H. F. McGiffin, a Wisconsin buyer for the American Cigar Co., is removing his home from Madison to Sparta.

Nathan Bigur, of E. Rosenwald & Bro., New York, has been looking after the firm's interest in Wisconsin during the past ten days.

M. Haas, of Haas Bros., leaf packers and cigar manufacturers, Cincinnati, has been in Wisconsin lately, looking after purchases of the new crop.

Carl Wobbe, of Rose & Wobbe, New York, has been making a careful survey of the movement in Wisconsin, and held frequent conferences with Mr. Collman, their local representative.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

York County Business Reviving

Increase for August Over Last Year Expected

York, Pa., August 30, 1911.

THE cigar trade is gradually reviving, and the Internal Revenue reports for this month are expected to show somewhat of an increase over last year. No large factories have been opened lately, but there are not many idle cigarmakers about.

Union factories in the vicinity of Hanover and Sherrytown are apparently doing very well, and find a steady demand for their product.

The Merchants Cigar Co. of this city are this year having a good run of business on their "Nat Wills" and "Lord Playfair," five and ten-cent goods, respectively.

T. D. Hene is now busy erecting a new tobacco warehouse in this city. Mr. Hene operates quite extensively for Haas Bros., of Cincinnati, and has found it necessary to increase his facilities.

The new factory of C. N. Foreman & Co., at Red Lion, is progressing very well and will be ready for occupancy in a very short time.

J. Frank Strayer, manufacturer at Red Lion, left last week upon an extended trip through the West, where he has quite a large trade on his products.

The employees of the Chauncey Minnich cigar factory at Dallastown had an outing along the Susquehanna River last Saturday, when they devoted their time to fishing and other sports.

B. F. Zarfoss, cigar manufacturer of Red Lion, accompanied by his wife and son-in-law, W. A. Lahr, also a manufacturer, and his wife, have been sojourning at Atlantic City lately.

S. S. Sechrist, of T. E. Brooks & Co., Red Lion, recently returned to his home, after enjoying a short vacation at the seashore.

The cigar factory of the late D. A. Frey, at Windsor, was recently purchased by John H. Snyder, who will begin operations on October 1st.

W. H. Snyder, manufacturer at Windsor, and C. E. DePutron, a cigar broker of York, spent a day fishing along the Susquehanna River recently, making a catch of fourteen fine bass.

D. Frank Kaltreider, of the Kaltreider Cigar Co., Red Lion, has made a charge against a former employee of the larceny of six hundred cigars. The accused, in default of bail at the time of his preliminary hearing, was committed to jail by the local justice of the peace.

Howard W. Minnich, scrap manufacturer at Red Lion, reports an exceptionally good business. He says he now has orders enough booked to keep his factory in steady operation until the new year.

The Dallastown branch of Meyers-Adams & Co., of York, which had been in operation with only a small force for several months past, is now increasing the number steadily, and it is expected that the factory will soon have the usual quota of help.

Fine Store at Keene, N. H.

ABERGER, the live cigar dealer, of Keene, N. H., has just occupied new quarters in the north store of the Central Building in that city.

This establishment is now fitted throughout with splendid mahogany show cases—one being exclusively used for pipes and novelties, and another for various brands of standard cigars which he handles. The store is lighted by electricity, and is a credit to the city.

From Pennsylvania's Tobacco Capital

Hail Storm, But No Damage Done---Local Notes

Lancaster, Pa., August 30, 1911.

THE storm which passed over Lancaster County last Friday afternoon carried with it heavy wind and some hail. A large number of trees were blown over, but fortunately not much injury was done to tobacco fields.

The Lancaster County Tobacco Growers' Association will hold an inspection meeting on Saturday afternoon, next, at the Willow street and Landisville experimental stations. It is planned to convey the visiting party by trolley to Willow street, leaving Centre Square at 12 o'clock via the Straburg line. They will leave Willow street for Lancaster on the 1.30 car, and again start from Lancaster at 2.15 via Elizabethtown line for Landisville.

These inspection meetings are of particular interest to tobacco growers and are free and open to the public.

Experiments are this year being conducted in all the leading varieties or types, and very accurate and interesting records are being kept.

A. N. Wolf, manufacturer at Akron, is erecting a large addition to his warehouse. It is Mr. Wolf's intention to put up a larger packing this year than ever before.

Duff Bros. & Co. recently erected a large, new and attractive sign on the front of their building, which is bound to get the attention of passengers on trains approaching or leaving Lancaster depot.

C. Ruppin, an extensive manufacturer of union goods at Akron, has built a new tobacco barn on his farm just outside of that town. Mr. Ruppin has become quite an agriculturalist. His farm contains one of the finest peach orchards in the State.

Herman Stein, leaf dealer of this city, recently visited the tobacco trade in Philadelphia, New York, etc.

The Connecticut Tobacco Experimental Station was recently visited by George Hibshman and son, E. K. Hibshman, and were very deeply impressed with what they saw there. Mr. Hibshman, senior, is an extensive tobacco grower, and an active member of the Lancaster County Tobacco Growers' Association. Mr. Hibshman, junior, is a tobacco expert, and connected with the Agricultural Department of the Federal Government.

J. G. Shirk, the wholesale tobacconist, accompanied by his son, Urban, who is associated with his father, together with other members of the family, is now touring the New England States by automobile. They will remain away several weeks.

A new leaf tobacco warehouse has been opened on West Grant street, between Water and Mulberry, by George Wagner, who will make Wisconsin tobaccos a specialty.

Extending Louisiana Tobacco Culture

ANOTICE from Folsom, La., states that tobacco will be grown in Washington and St. Tammany Parishes next year in large quantities. One hundred and thirty-eight farms are making preparations for such crops, and there may be many more by planting season. A test made this year has demonstrated that various types of tobacco can be successfully grown in that section.

Wood & Bray have succeeded to the retail cigar business of Sandy Bros., near the Union Station, Indianapolis, Ind.

LEAF TOBACCO MARKET

Routine Business in New York---Philadelphia Trade Has Fairly Good Business---Buying Active in Wisconsin---New England Storms Severe, Do Great Damage

NEW YORK.

New York City.

VISITING buyers, who have been in the market for some time, are now returning to their homes, with some supplies purchased, of course, but not to the extent which they have become accustomed to take. Higher prices was not the only factor which entered into it, but available supplies had much to do with it. Only moderate quantities of Connecticut were offered, and of those buyers took sparingly on account of the prevailing figures. Of course, filler tobaccos of the 1910 crops are not yet on the market, and that will, in all probability, mean a return of the buyers later in the season.

The Sumatra market may be said to have been more than ordinarily active during the past ten days. Evidently there is not much hope of securing additional supplies in large quantities during the fall inscriptions, the first of which will take place on September 22d at Amsterdam. There is a continued strong demand for light colors, and this, it is declared, has a tendency toward keeping prices up. Medium goods are more moderate in price and but little, if any, higher than last year.

Buyers are now returning in number from Havana, where considerable purchases of leaf has been made. The volume of trade is, however, not up to last year, nor will it meet the requirements, but the purchases will represent such selections of desirable leaf as are now available.

Baldwinsville.

Harvesting of the new crops is progressing nicely in the Big Flats District, and there is still much interest in old goods, although sales have been of small amounts.

PENNSYLVANIA.

Philadelphia.

A FAIRLY good market had prevailed during the first weeks of August, but the month closed with less activity. Some Connecticut and Ohio tobaccos have changed hands, but little was reported in the 1909 or 1910 Pennsylvania during the past week. New Wisconsin leaf will not be generally offered yet for several weeks as the sampling season has really just begun.

The Sumatra market has been fair and several transactions have been consummated that helped to make the August showing a very favorable one. Not much interest is manifested in the fall inscriptions by Philadelphia houses, most of whom are pretty well supplied by purchases from spring importations.

Since the recent important sale of Havana by a local importer, transactions in Havana leaf have not been large, and yet the aggregate represents a fair volume of business. Besides, traveling men are about to start out on the road for a fall campaign, and it may be reasonably expected that a very material difference in sales will soon be noticed.

Lancaster.

The tobacco crop season has this year not been favored with the best of weather conditions and as a result crops are unusually uneven, as for instance, in some tobacco fields the farmers are topping and in others they are harvesting. This is, indeed, an unusual occurrence. There have been some rains lately which is proving very helpful to the crops still in the field. The crops will not be as heavy as last year, and the harvesting necessarily a little late owing to the slow progress of the growth.

Sampling of the 1910 goods is now in progress and present reports are very satisfactory to the holders, and show a very substantial article, unusually free of damage.

In old goods market conditions remain inactive. Transactions are confined largely to the needs of local manufacturers, who are purchasing in small lots only.

Lock Haven.

The tobacco crop in Clinton County at present is one of the most promising ever grown, and there is scarcely a field to be found that does not show up well. It is large of leaf, sturdy and healthy. Of the five to six hundred acres planted in Clinton County there is about an equal division between seed leaf and Havana.

The late rains and warm nights caused the plants to make rapid progress. The work of topping was completed about a week ago, and within another week the work of cutting will, no doubt, have commenced.

WISCONSIN.

Edgerton.

BUYERS have been driving over the tobacco sections, endeavoring to contract for this year's crops, but the large number in the field has had the effect of frightening farmers who have now become unwilling to place a price upon their crops. Offers are being raised by the competitors in a hope of getting the crops, but in most instances these overtures are falling on deaf ears, some buyers, becoming a trifle alarmed themselves, have withdrawn from the field for the present.

Late copious rains have been most fortunate for the farmers, and there is now promise of a fair crop being harvested. The tobacco will no doubt make a fair binder leaf, notwithstanding the stunt in its early growth. Topping is pretty well completed, and in a few instances some harvesting has been done.

Janesville.

Rains have come too late to fully save the tobacco crop. There must necessarily be a heavy reduction in the yield per acre. Plants are producing fewer leaves, and not of the usual size. As to quality, it is thought the 1911 goods will prove fine.

NEW ENGLAND.

Hartford, Conn.

THE severe storm which passed over the Connecticut Valley tobacco belt ten days ago inflicted irreparable injury on the open air fields and caused a heavy loss to growers. Shaded tents were more fortunate, although also suffering some loss. The damage varies from $200 to $600 per acre, and totalling probably a quarter of a million dollars, if not more.

The storm was about the severest combination of rain, hail and lightning that has ever visited Connecticut. The rain was blinding, and in some regions, especially at Suffield, hail was so thick that it was impossible to see ten feet ahead.

The rain and high winds ripped the full grown tobacco into shreds, stripping the stalks of its leaves until the tobacco fields seemed as bare as in December. In Granby, 500 acres of tobacco nearly ready to cut and valued at $300 to $500 an acre, was almost entirely ruined. Many buildings were blown down. Lightning struck many places, but fires were few.

Amherst, Mass.

Some of the tobacco growers have begun harvesting their 1911 crop. Tobacco, however, is exceptionally uneven this year, and much of it will not be on the poles for several days yet.

Suffield, Conn.

Heavy losses will be suffered by tobacco growers through the recent hail and wind storm. Some shade grown tents in this section were not seriously damaged, or at least not beyond injury to the covering. Among the heaviest losers will be Olds & Whipple and William Pinney.

Windsor Locks, Conn.

The work of harvesting the tobacco crop is progressing steadily. Buyers are in the field and are making some offers, especially for "primed" tobacco. In spite of the fact that there will be a large increase in the supply of tobacco harvested by the priming method, the buyers are eager to pick up as much as possible. A number of crops have been sold to be picked, but prices have not been made public.

South Deerfield.

The tobacco growers are harvesting their tobacco. There was little ill effect felt of the recent storms passing through some sections of the tobacco belt.

Broad Brook.

The farmers are happy to have escaped the severe ravages of the recent hail storm. The tobacco crops are in excellent condition and priming is going on steadily. Help for the harvesting of the crop seems to be scarcer than ever this year, as many growers have taken up the method of priming. This requires many more hands to handle a crop properly than were necessary under the old method of cutting.

KENTUCKY.

Louisville.

THE tobacco brakes show the more active market condition recently than for some time previous. The quality of the offerings has shown little or no change and Burley continues to be rather unsatisfactory. Good Collory tobacco met with a good demand and bidding in such cases was good. There has been no material change in prices and since the representatives of The American Tobacco Company are not active in the market a loss of much of its former snap is noticed.

VIRGINIA.

Lexington.

The Burley tobacco crop, which was last year estimated at two hundred million pounds, will, it is now said, amount to only fifty million pounds this year. This tremendous decrease is attributed to the great drought. Hail storms have added to the further destruction of the crops and the failure of hundreds of farmers, who were members of the Burley Society, to plant tobacco this year on account of the large amount of pooled tobacco of other years still unsold.

Lynchburg.

LOCAL tobacco buyers say the prospects for the coming tobacco crop in the Lynchburg District are at present very good. Weather conditions have lately also been all that could be desired.

It is stated that the farmers aimed at planting much larger acreage than usual, but they did not get as much tobacco out as was expected. Yet the acreage is larger than last year and the crop promises to be heavier than a year ago.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

No Responsibility assumed for errors or duplications.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

DICTUM:—22,798.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. August 11, 1911. American Lithographic Company, New York. Re-registration by transfer. Originally registered October 6, 1891, by H. P. Brewster, Rochester, N. Y.

EL FUERSTO:—22,799.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. August 11, 1911. American Lithographic Company, New York.

MAPLE CITY CLUB:—22,800.
For cigars. August 11, 1911. John Landry, Ogdensburg, N. Y.

AURIOSA:—22,801.
For cigars, cigarettes, chewing and smoking tobacco. August 11, 1911. Samuel Nathan, Cincinnati, Ohio.

BALTIMORE AMERICAN:—22,802.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 11, 1911. W. Friedman, Baltimore, Md.

HERBERTO:—22,803.
For cigars, cigarettes, chewing and smoking tobacco. August 11, 1911. Frank Estrado, Philadelphia.

SAN PURO:—22,804.
For cigars, cigarettes and cheroots. August 11, 1911. C. B. Henschel Mfg. Company, Milwaukee, Wis.

CHIEF CLANCY:—22,805.
For cigars, cheroots and stogies. August 11, 1911. Coraza Cigar Co., Milwaukee, Wisc.

HAVANA CLOUDS:—22,806.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 11, 1911. J. Burianeck & Son, Cedar Rapids, Iowa.

LA TRENA:—22,807.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. August 14, 1911. The Moehle Lithographic Company, Brooklyn, New York.

AMERICAN ST. PATRICK.—22,808.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 14, 1911. Celestino Costello & Company, York, Pennsylvania.

DON EMILO:—22,809.
For cigars, cigarettes and cheroots. August 14, 1911. Kaufman, Pasbach & Voice, New York.

DON GROMADO:—22,810.
For cigars, cigarettes and cheroots. August 14, 1911. Kaufman, Pasbach & Voice, New York.

DON MAZARO:—22,811.
For cigars, cigarettes and cheroots. August 14, 1911. Kaufman, Pasbach & Voice, New York.

HEADSTRONG:—22,812.
For cigars, cigarettes and cheroots. August 14, 1911. Kaufman, Pasbach & Voice, New York.

ESPOSA:—22,813.
For cigars, cigarettes and cheroots. August 14, 1911. Kaufman, Pasbach & Voice, New York.

EFECTURA:—22,814.
For cigars, cigarettes and cheroots. August 14, 1911. Kaufman, Pasbach & Voice, New York.

ABRAZAR:—22,815.
For cigars, cigarettes and cheroots. August 14, 1911. Kaufman, Pasbach & Voice, New York.

DON GARBO:—22,816.
For cigars, cigarettes and cheroots. August 14, 1911. Kaufman, Pasbach & Voice, New York.

GALA DE ORO:—22,817.
For cigars, cigarettes and cheroots. August 14, 1911. Kaufman, Pasbach & Voice, New York.

GANAR DEL MUNDO:—22,818.
For cigars, cigarettes and cheroots. August 14, 1911. Kaufman, Pasbach & Voice, New York.

AGRADAR.—22,819.
For cigars, cigarettes and cheroots. August 14, 1911. Kaufman, Pasbach & Voice, New York.

HARVEST HOME:—22,820.
For cigars, cigarettes and cheroots. August 14, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

GOOD BET:—22,821.
For cigars, cigarettes and cheroots. August 14, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

DOPE SHEET:—22,822.
For cigars, cigarettes and cheroots. August 14, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

SAN METO:—22,823.
For cigars, cigarettes and cheroots. August 14, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

JEWLIETS:—22,824.
For cigars, cigarettes and cheroots. August 14, 1911. M. Klausenstock, New York.

UNION SWEEPER:—22,825.
For cigars, cigarettes, chewing and smoking tobacco. August 14, 1911. Leo. J. Sliwinski, Buffalo, New York.

LA RUTA:—22,826.
For cigars, cigarettes chewing and smoking tobacco. August 14, 1911. Eduardo Garcia, Chicago, Ill.

HUB SMOKERS.—22,827.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 14, 1911. Chas. S. Delicato, Boston, Mass.

TAXI SMOKER:—22,828.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 14, 1911. Chas. S. Delicato, Boston, Mass.

CONFESSION:—22,829.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 15, 1911. Adolph Hirtenstein, New York City, N. Y.

ZINATE.—22,830.
For cigars, cigarettes, chewing and smoking tobacco. August 15, 1911. Alex Demmi, Cincinnati, Ohio.

TAMPA BEAUTY:—22,831.
For cigars, cigarettes, chewing and smoking tobacco. August 15, 1911. Alex Demmi, Cincinnati, Ohio.

J. AND J.:—22,832.
For cigars. August 15, 1911. Baltimore Cigar Company, Washington, D. C.

SIXTH AND G:—22,833.
For cigars. August 15, 1911. Baltimore Cigar Company, Washington, D. C.

HOFBRAU:—22,834.
For cigars, cigarettes, chewing and smoking tobacco. August 15, 1911. St. Symons-Kraussman Company, New York.

CREMA DE VIDA:—22,835.
For cigars, cigarettes and cheroots. August 15, 1911. Kaufman, Pasbach & Voice, New York City, N. Y.

CLOVER CLUB:—22,836.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. August 16, 1911. American Lithographic Company, New York. Re-registration.

M. R. D.:—22,837.
For cigars, cigarettes, cheroots. August 17, 1911. M. Raymond Driscoll, Rochester, N. Y.

GANBRO COCKTAILS:—22,838.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 17, 1911. Gans Bros., New York.

MARQUIS OF QUEENSBURY.—22,839.
For cigars, cigarettes and cheroots. August 17, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

CUBAN TRAVELLER:—22,840.
For cigars, cigarettes and cheroots. August 17, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

HAVANA TRAVELLER:—22,841.
For cigars, cigarettes and cheroots. August 17, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

WEEK END SPECIAL:—22,842.
For cigars, cigarettes and cheroots. August 17, 1911. Grommes & Elson.

MID WEEK SPECIAL:—22,843.
For cigars, cigarettes and cheroots. August 17, 1911. Grommes & Elson.

MA SUMER:—22,844.
For cigars, cigarettes. August 17, 1911. J. R. Strauss, Chicago, Illinois.

CHARLEVOIX:—22,845.
For cigars, cigarettes, chewing and smoking tobacco. August 17, 1911. A. M. Tobias & Co., Chicago, Ill.

Z. H. S.:—22,846.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 17, 1911. Rodrigues-Rocha & Co., Jacksonville, Fla.

JOSEPHINE:—22,847.
For cigars and tobacco. August 17, 1911. S. C. Weiss, Redlands, California.

WENZELOIS:—22,848.
For cigars and tobacco. August 17, 1911. S. C. Weiss, Redlands, California.



CORNELIS STEENWYCH:—22,849. (With Design as per illustration.)
For cigars, cigarettes and cheroots, stogies, chewing and smoking tobacco. August 18, 1911. Wm. M. Mellen, Newark, N. J.

DOUBLE BEACH:—22,850.
For cigars, cigarettes, cheroots and smoking tobacco. August 18, 1911. Thomas F. Coffey, New Haven, Conn.

SILVER SANDS:—22,851.
For cigars, cigarettes, cheroots and smoking tobacco. August 18, 1911. Thomas F. Coffey, New Haven, Conn.

FEW BROTHERS.—22,852.
For smoking tobacco. August 19, 1911. Castle Tobacco Works, Philadelphia.

BECK'S OPERA:—22,853.
For cigars, cigarettes, chewing and smoking tobacco. August 19, 1911. Jos. H. Beck & Co., Philadelphia.

ALAN THE GREAT:—22,854.
For cigars, cigarettes, chewing and smoking tobacco. August 19, 1911. Wm. Steiner, Sons & Co., New York.

OFFICE-GIRL:—22,855.
For cigars, cigarettes and cheroots. August 19, 1911. Kaufman, Pasbach & Voice, New York.

MY GUY:—22,856.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 19, 1911. Walter D. Hanson, Manchester, Md.

ART CLUB:—22,857.
For cigars. August 19, 1911. L. A. Hillersohn, Wilmington, Del. Re-registration. Originally registered December 20, 1894.

LUCIFER:—22,858.
For cigars. August 19, 1911. L. A. Hillersohn, Wilmington, Del. Re-registration. Originally registered December 20, 1894.

ZENITH:—22,859.
For cigars, cigarettes and cheroots. August 19, 1911. L. A. Hillersohn, Wilmington, Del. Re-registration. Originally registered December 20, 1894.

ZEPHYR:—22,860.
For cigars, cigarettes and cheroots. August 19, 1911. L. A. Hillersohn, Wilmington, Del. Re-registration. Originally registered December 20, 1894.

SEPORTA:—22,861.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 21, 1911. Dingman-Evans Co., Seattle, Wash.

LITTLE FRANKLIN:—22,862.
For cigars, cigarettes and cheroots. August 21, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

FOUR QUEENS AND A JACK:—22,863.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. July 28, 1911. S. L. Howich, Dayton, Ohio.

LUTNIA:—22,864.
For cigars, cigarettes, cheroots and smoking tobacco. August 21, 1911. L. J. Sliwinski, Buffalo, N. Y.

CASLON:—22,865.
For cigars, cigarettes, chewing and smoking tobacco. August 21, 1911. Henry F. Bente, St. Louis, Mo. Re-registration.

LEE PARK:—22,866.
For cigars. August 22, 1911. E. C. Lee, Norfolk, Va.

PRIN:—22,867.
For cigars, cigarettes and cheroots. August 22, 1911. E. Montero, Philadelphia.

SCHLEIN'S PERFECTOS:—22,868.
For cigars. August 22, 1911. Jose Aldrigo Co., New York.

LA ORMINA:—22,869.
For cigars, cigarettes, chewing and smoking tobacco. August 22, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

LUCKY TIPS:—22,870.
For cigars, cigarettes, chewing and smoking tobacco. August 22, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

MONOCLE:—22,871.
For cigars, cigarettes and cheroots. August 22, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

THE HAMPTON:—22,872.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 22, 1911. H. Slutzkin, Albany, N. Y.

PREMIUM HAVANA SCRAP:—22,873.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 21, 1911. Dingman Evans Co., Seattle, Wash.

$100 GOLD BOND:—22,874.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 22, 1911. Pedro Warneke, Rochester, N. Y.

RUSH ORDER:—22,875.
For cigars, cigarettes, chewing and smoking tobacco. August 23, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

JIMBRO:—22,876.
For cigars, cigarettes and cheroots. August 22, 1911. J. M. Brown, Philadelphia.

FEEL TO HUM CIGAR:—22,877.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 23, 1911. W. M. Siers, Wilkes-Barre, Pa.

ROSA DEL LAGO:—22,878.
For cigars, cigarettes, chewing and smoking tobacco. August 23, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

TWO BROWNIES:—22,879.
For cigars. August 24, 1911. Merchants Cigar Box Co., Dallastown, Pa.

LA NIXONA:—22,880.
For cigars, cigarettes, cheroots. August 24, 1911. The Nixon Cigar Co., Philadelphia, Pa.

HAVANA HOME:—22,881.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 24, 1911. Pamies & Arango, St. Augustine, Fla.

LA FLOR DE ROCHA:—22,882.
For cigars, cigarettes, chewing and smoking tobacco. August 24, 1911. Rodriguez-Rocha & Ca., Jacksonville, Fla.

DOS ROSAS:—22,883.
For cigars, cigarettes, cheroots and stogies. August 24, 1911. Eduardo Garcia, Chicago, Ill.

HOLIDAY BILL:—22,884.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 25, 1911. Wm. H. Martz, Detroit, Mich.

HALF DOLLAR (½$):—22,885.
For cigars, cigarettes and cheroots. August 25, 1911. Michael Mendel, Denver, Colo.

HARRY N. ATWOOD:—22,886.
For cigars, cigarettes, chewing and smoking tobacco. August 25, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

SUMMER SMOKE:—22,887.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 25, 1911. Northwestern Stogie Co., Chicago, Ill.

L AND L:—22,888.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 26, 1911. Dorr Cigar Factory, Augusta, Ga.

BATESCO:—22,889.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 26, 1911. Dorr Cigar Factory, Augusta, Ga.

TOWN SLOGAN:—22,890.
For cigars, cigarettes, chewing and smoking tobacco. August 28, 1911. Chas. Specht Noonday Cigar Co., St. Louis, Mo.

O. A. 498:—22,891.
For cigars, cigarettes, chewing and smoking tobacco. August 28, 1911. J. Agranova, Buffalo, N. Y.

ELATUS:—22,892.
For cigars, cigarettes and cheroots. August 28, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

TREASURE BOX:—22,893.
For cigars, cigarettes and cheroots. August 28, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

TREASURE ISLAND:—22,894.
For cigars, cigarettes and cheroots. August 28, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

EL MIRAR:—22,895.
For cigars, cigarettes and cheroots. August 28, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

LA PREDOMINATA:—22,896.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 28, 1911. Koelle-Mueller Label Co., St. Louis, Mo.

OPPELNUT:—22,897.
For cigars, cigarettes and cheroots. August 28, 1911. Herman Nutter, Baltimore.

DON VALDO:—22,898.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. August 28, 1911. American Litho. Co., New York.

MARTIN REED:—22,899.
For cigars, cigarettes, chewing and smoking tobacco. August 28, 1911. Martin J. McCormick, Chicago, Ill.

UNIVERSITY-SMOKER:—22,900.
For cigars, cigarettes. August 28, 1911. J. Torchinsky, Chicago, Ill.

BEN-VER:—22,901.
For cigars, cigarettes. August 28, 1911. J. Torchinsky, Chicago, Ill.

MORRITOS:—22,902.
For cigars, cigarettes. August 28, 1911. J. Torchinsky, Chicago, Ill.

MY-KIND-A:—22,903.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 28, 1911. The Dana Cates-Simson Co., Ironton, Ohio.

SIMOCO:—22,904.
For cigars, cigarettes, chewing and smoking tobacco. August 28, 1911. S. M. Copeland, Brunswick, Ga.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

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CIGAR BROKER,
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Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

HARRY L. ROBY, Leaf Tobacco Broker
21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

N. D. ALEXANDER, Leaf Tobacco Broker
18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

PIPE FOR IRRIGATION PURPOSES.
We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
167 South St., New York City. 3-15-tf.

CIGAR BOX MANUFACTURER is looking for location. Daily capacity to start 1,500. Information will be greatly appreciated. Address Box Manufacturer, care Tobacco World. 9-1-c.

M. E. STERN & CO.
Leaf Tobacco Broker, Dayton, Ohio
FOR SALE—Special lots of Spanish, Gebhart, Dutch, Pennsylvania, Wisconsin and Connecticut first quality tobacco at attractive prices. Write today for quotations and samples.

E. DONOVAN,
305 McCance Block, Pittsburgh, Pa.
Desires correspondence with manufacturers of Pennsylvania cigars. Brokerage basis only, in Western Pennsylvania and Eastern Ohio. 9-1 tf.

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We have up-to-date Lithographed Cigar Labels and Bands on which we protect you in your territory. Samples and prices upon request.
LOUIS W. KEYER
348-352 XENIA AVENUE, DAYTON, OHIO

PIPE MANUFACTURERS,
Import your Calabash Gourds direct from South Africa. Save duty and 100% in costs. Address Leo, care The Tobacco World. 9-1.

For Sale.

FOR SALE—An old established cigar factory leaf warehouse and cigar box factory, with brands and registered labels including good will and all stock and fixtures. Building can either be purchased or leased. Address P. O. Box No. 110, York, Pa. 7-1-c.

FOR SALE—Pure Dutch, Gebhardt or Zimmer Spanish scrap filler tobacco. These scraps are from old resweat wrapper B tobaccos—high quality, clean, dry and ready to work. Write for samples and prices. Horner Tobacco Company, 208 S. Ludlow St., Dayton, O. 3-1-ch.

FOR SALE
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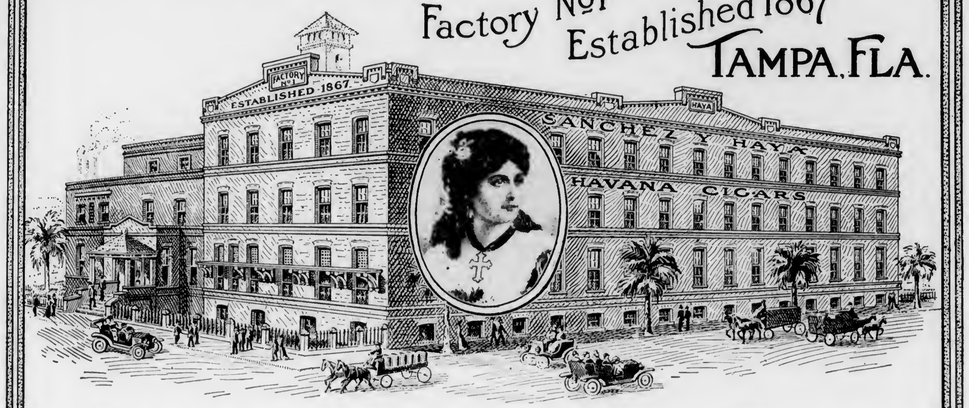
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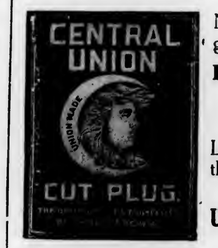


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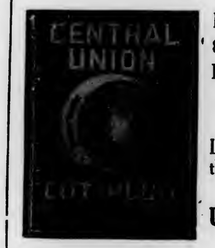


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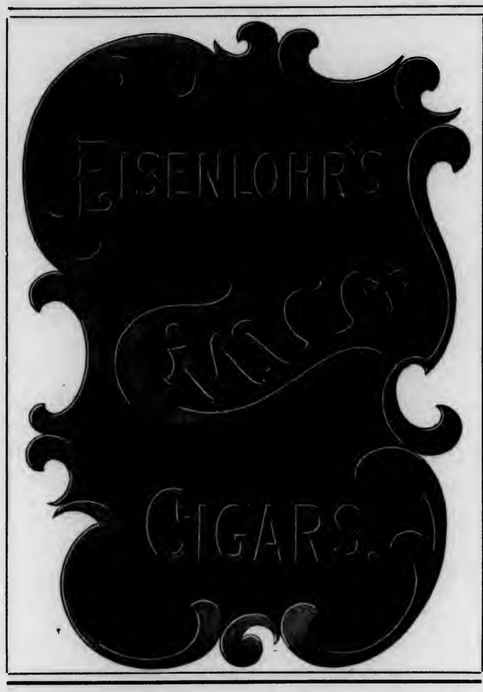
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3 PARK ROW, NEW YORK



Why Waste Money

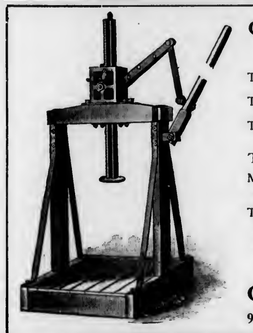
On "Tom Fool" advertisements, and sacrifice the quality of your cigars when

The Sales Humidor Case
is the **best and lasting** advertisement ever invented for a SPECIAL BRAND CIGAR?

A number of firms have increased their business surprisingly with no let up for the demand for these cases.

Send $1.35 for a sample, and return in ten days if it don't prove worth a dozen times more.

P. A. BECKER, 132 Cumberland Street, Brooklyn, N. Y. Manufacturer glass lids and ventilating moisteners.



CLARK'S "SAMSON" TOBACCO PRESS

The platform of this press is 3½ feet wide and 4 feet long.
The height in the clear is 4 feet. The total height with rack fully extended is 8 feet, 10 inches.
The press or jack stand is on top of the beam overhead.

This is a very Powerful Press

Many hundreds of them are now in use throughout the tobacco sections and giving entire satisfaction. Larger sizes made for special work.
The woodwork is made of best hard Maple, Ash or Oak. The ironwork is constructed of the very best iron and steel, strongly bolted together.

Write Today for Special Prices

Cutaway Harrow Co.
948 Main St., Higganum, Ct.

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

.:.Cigar Box Labels.:.

Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office--Paul Pierson, Mgr., 160 Washington St., Chicago, Ill.

ESTABLISHED 1887

LOUIS C. WAGNER & CO.

43 EAST 20th STREET NEW YORK

ORIGINAL PRIVATE DESIGNS IN STOCK

IMPORTERS OF **FINE CIGAR LABELS AND BANDS**

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF

CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.

CHICAGO 56 5TH AVE E. E. THATCHER, Mgr.

SAN FRANCISCO. 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

THE BEAU BRUMMEL OF STOGIES

PHOEBUS

Manufactured by

Consolidated Cigar Co., Pittsburg

Distributed by
MITCHELL, FLETCHER & CO.
Philadelphia

Are They in Your Show Window?

Five Cents **PULLIAM CIGARS** Five Cents

Please Particular People

A masterpiece in fine nickel goods, and a revelation in quality and excellence.

Made by
HERMAN WARNER & CO.
YORK, PA.
Write Us To-day—It'll Pay

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A **LA FAMOSA** EQUAL TO ANY MILD 10¢ **CIGAR**

E. Kleiner & Co., Makers, New York



DANTON

A revelation in clear Havana Cigars

FISHER & YGLESIA CO.
Manufacturers of Quality Clear Havana Cigars

Factory: TAMPA, FLA.
Office: 120-122 Livingston St. Brooklyn, N. Y.

Samples Submitted for Open Territory to Responsible Firms

THE KEY WEST CIGAR FACTORY

Key West Cigar Factory

Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

To Cigar Dealers of the United States

YOU have never seen a cigar advertised as the Rigoletto will be advertised. The campaign has begun. There is hardly a smoker in this country who will not hear about the Rigoletto; who will not be told how and why we can make a cigar like this to be sold at 10c. straight through dealers.

This advertising will appear in the Saturday Evening Post with its 2,000,000 circulation, and 6,000,000 readers each edition.

The space used is full-pages and half-pages. We tell a remarkable story. You, yourself, knowing the Rigoletto of old will be interested in this story.

I made the Rigoletto Cigar in Havana for three years. I made 40 or 50 different shapes, selling at retail up to $1.00 each. The Rigoletto was known not only among the best clubs and hotels in the United States, but throughout all the capitals of the world where good cigars are preferred. But the United States, of course, is the big market for Havana Cigars.

I moved from Havana to Tampa in order to remove the heavy handicap imposed by the U. S. Tariff duties. For four years I made RIGOLETTO CIGARS in Tampa. I made a good cigar, as good as the best that could be made there. It was sold widely throughout the country. But the manufacturing cost in Tampa became excessive. You probably know some of the conditions yourself.

Under these iniquitous conditions it is not surprising that the cigar made in Tampa or Florida must be steadily lessened in quality or size reduced in order to meet the growing expense of manufacture.

That is why after making the RIGOLETTO CIGAR four years in Tampa I moved to Cleveland, where I am now making more and better Rigolettos than ever. Here I have a well-lighted factory on the shores of Lake Erie. Here I have skilled, intelligent labor.

Under these conditions my manufacturing expense is only one-half as much as in Tampa. My employees here do not smoke at their work. They do not take cigars home with them. They take only their wages, which are fair and just for the work performed. These are modern industrial conditions.

Employing them in the making of RIGOLETTO CIGARS has brought the cost of production down to a point where I can put into this cigar the very finest tobacco that is grown. It can retail at 10c. through dealers, and still make me a fair profit.

To the best of my knowledge—

the Rigoletto I am making now to sell at 10c. is the best cigar in the world, bar none. I import my tobacco from Havana, selecting only the very best. I pay the highest price—I could not pay more if I wished. I pay more for my wrappers per thousand cigars than I did when in Havana or Tampa. These cigars are well made. Every one is sightly and smooth burning. I do not think you ever saw a better rolled cigar than the Rigoletto.

The RIGOLETTO CIGAR is now distributed widely throughout the Middle West, and it will soon be known from the Atlantic to the Pacific. Wherever it has been introduced it has grown rapidly and soundly. With this advertising campaign back of it, the Rigoletto is bound to be the most widely sold cigar at 10c. in these United States. It is going to take the place of domestic and other 10c. cigars because its greatly superior value is quickly apparent to smokers who try it.

Naturally, I want a distribution that will be able to take care of the certain demand for Rigolettos,

I want you to handle this cigar. I know you will find it a steadily growing seller—a cigar that will put your business on a sounder, firmer basis. It is made in only four shapes and one price. Your customers who do not know the Rigoletto will soon be asking you about it. I hope you will be prepared to supply them. Let me urge you to get in touch with your jobber at once, or write to us and we will see that you are supplied. Use this coupon for quick ordering.

E. A. Kline

E. A. KLINE & CO., Cleveland, O.

Please ship prepaid the following order. Any subsequent orders are to be sent F. O. B. Factory.

QUANTITY	Brand	Size	Claro	C. C.	Col.	C. M.
	"Rigoletto"	Perfecto Extra, at $70.00 M				
	"	Club House, " $70.00 M				
	"	Elegantes, " $70.00 M				
	"	Panetelas, " $70.00 M				

Terms 2%—10 days or 30 days net.

Quantity Discounts *in addition to cash discount* as follows:
1000 to 2500 Cigars 5%
2500 to 5000 Cigars 8%
5000 Cigars or over 10%

This order is subject to your approval.

Name _____

Shipping Point _____

Mail Address _____

State _____

My Jobber is _____

Address _____

State _____

Heywood, Strasser & Voigt Litho. Co.

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Terms 2%—10 days or 30 days net.

Quantity Discounts *in addition to cash discount* as follows:

1000 to 2500 Cigars 5%
2500 to 5000 Cigars 8%
5000 Cigars or over 10%

This order is subject to your approval.

Name _____

Shipping Point _____

Mail Address _____

State _____

My Jobber is _____

Address _____

State _____

INTENTIONAL 2ND EXPOSURE

Silent Salesman TRADE MARK **Cigar Case.**



Our No. 40

KEEPS CIGARS IN PERFECT ORDER

It's an all-glass case and solid as a rock—The joints are cemented and cushioned with felt (a patented process). It's equipped with moisteners—In a class by itself—We make display Cases of same construction with glass shelves. We make tobacco fixtures too—

Ask for our 1911 Catalogue.

Detroit Show Case Company

Detroit, Michigan

John Petz, Pres., *Herbert Mallot, Secy. & Treas.*



A National Cash Register

Will turn your losses into profits.

Can you use more profits?



"Well, I'm glad I can get real 'consolation' handy."

BY SPECIAL APPOINTMENT TO HIS MAJESTY THE KING

PHILIP MORRIS English Mixture

PHILIP MORRIS Cut Plug

Most all better smokeries have both—when they can keep it. Ground and brains can produce Tobacco only so good—that retails for $2.00 per lb. in 25c, 50c and $1.00 tins.

We suggest that you let us quote you. Your regular jobber will do the rest. Write

PHILIP MORRIS & CO., 402 W. Broadway New York City

Factories: New York Montreal London Cairo

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP-BABCOCK-BECKER COMPANY

525 Garfield Bldg., Cleveland

Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland



SURETY CIGAR CO'S

"ANSWER and POSTER"

Five Cent Cigars

Live Distributors Write for Terms

"Made in Detroit"



World Famous Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

Havana, Cuba

T&O COMPANY MAKERS

MISKO

5c. CIGAR

MADE BY HAND---MADE BY MEN

"A Top Notcher"

THEOBALD & OPPENHEIMER CO.

"THE DAYLIGHT FACTORY"

PHILADELPHIA

A NEW FEATURE

OF ALL

PROMINENT STORES

VERY MILD

CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY

E. A. CONDAX & CO.

NEW YORK

The Originators of the

CONDAX STRAW TIPS

Pittsburg Stogies and Cheroots

Made by *Experienced Hands*, in *Daylight Workrooms*, under *Sanitary Conditions*.



"Workmanship, Cleanliness and Quality," our Motto.

"PURO SPECIALS" our Leaders

Write for Prices. Territory Open for Distributors

W. D. SHARPE CIGAR CO.

Pittsburg, Pa.

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, SEPTEMBER 15, 1911. No. 18.

Public Hearing on A. T. Co.'s Plans To Be Held Shortly

Outlook None Too Bright—Attorney General Appears Drastic in His Measures

NEW YORK, September 14th.

An adjourned conference between the members of the United States Circuit Court of the Second District of New York, Judge Noyes and Judge Lacombe, as well as the counsel and representatives of the American Tobacco Company and Attorney General Wickersham and James C. McReynolds, special assistant acting for the Department of Justice, being present, was held at the Federal Court Building, here today. Lewis Cass Ledyard Junius Parker and De Lancey Nicoll, of counsel, as well as President James B. Duke and other officials of the American Tobacco Company were present at the session.

As usual, the proceedings were kept absolutely secret, but we understand that arrangements were made by the Court for a public hearing on behalf of the holders of stock and bonds, which hearing is to take place within three weeks from date.

On the surface it seems that the American Tobacco Company is very fortunate that its ultimate destiny is entrusted in such able hands as those of the members of the Circuit Court of the Second District of the State of New York. Both Judge Noyes and Judge Lacombe are men of conceded brilliancy in mercantile affairs generally, and they appear to recognize more keenly than perhaps any others the necessity for adopting some sane method toward carrying out the mandates of the Supreme Court of the United States.

The present outlook for the A. T. Company is anything but cheerful. Both the Attorney-General and the Special Assistant for the Department of Justice, are making the most determined effort to construe the findings of the Supreme Court to the utmost length, and the situation would appear at this writing, to be exceedingly grave as to what the eventual outcome will be. The most superficial observer can readily understand that a gigantic corporation, such as the American Tobacco Company, with liabilities running over one hundred millions of dollars and situated as it is at present, is a source of tremendous worriment to thousands of investors whose money is locked up in its securities.

The attitude of the Attorney-General from the best information which we can obtain, would appear to be for the absolute obliteration of the organization as it stands, irrespective of consequences.

The American Tobacco Company have presented several plans for the dissolution and reorganization, but none of these have met with the Attorney-General's favorable recognition, and it looks that in the end it will be left to the keen judicial minds of Judges Noyes and Lacombe to formulate some plan whereby the mandates of the highest court can be legally enforced, and the interests of the stockholders of the American Tobacco Company also protected.

Undoubtedly this is the safest method which could be effected, but close observers are congnizant of the fact that the time limit allowed by the Supreme Court is rapidly

(Continued on page 14.)

Haggin's Millions to Back the New Burley Enterprises

President Le Bus Secures Co-operation of Millionaire to Assist in Financing Pool, Factory and Warehouse

LEXINGTON, September 14th.

PRESIDENT CLARENCE LEBUS, of the Burley Tobacco Society, has induced James B. Haggin, the multi-millionaire planter and horse breeder to agree to finance the Burley Tobacco Society in carrying out to the minutest details its pooling arrangement for the present season's crop.

Negotiations have been under way for some weeks, and it is now admitted that Mr. Haggin will assist largely in the erection of a manufacturing plant and storage warehouse for Burley tobacco, to be located in Lexington, which enterprise will involve an expenditure of over $2,000,000.00.

The best figures obtainable on this season's crop of Kentucky Burley would indicate that, at least, sixty per cent. of the growers are pledged to maintain the pooling arrangement, and if these are guaranteed an outlet for their crops and are assured that their goods will be manufactured into tobacco by the Society, irrespective of whether customers pay the price demanded in open market, it would seem that the Socety is in better shape than it has ever been before in its history to carry out the purposes for which it was organized.

James B. Haggin, whose support has been considered so vital, is well known as the tremendously energetic and wealthy financier, who has an enormous breeding farm in California, as well as the magnificent Elmendorf Stud farm in Kentucky. Mr. Haggin has bred some of the most noted horses which ever raced in America, including the World's Champion, "Water Boy" who swept the turf of all its blue ribbon prizes a few years since. He is known as one of the ablest business men of the South, and his wealth is estimated away up in the millions. In addition to his breeding interests, Mr. Haggin is also a very large owner of tobacco fields, his Kentucky Burley crop being the largest in the State, and he must believe in the future of the Burley Society when he is willing to go along to the extent indicated.

If this plan goes through the Burley idea of a ten-year pool seems assured.

Free Unstamped Smokes Barred

An order has just been issued by Commissioner of Internal Revenue Cabbell, notifying all collectors and agents of that department that the practice of granting "free smokes" upon which no revenue tax has been paid to cigar and cigarette makers must be discontinued.

This practice of allowing employees to take away with them cigars or cigarettes which do not bear the regular revenue stamps is in violation of sections 3390 and 3397 of the revised statutes. The penalties prescribed are a fine of not less than $500 nor more than $5,000 and imprisonment for not less than six months nor more than three years.

WILL ENGLAND REVIVE HOME TOBACCO GROWING?

History of the Industry Once Suppresed by King James and Now About to be Reborn by Scientific Methods

Written Especially for The Tobacco World by A. V. CAMPBELL, Special Investigator for British Government

The following article was written exclusively for The Tobacco World *by Mr. A. V. Campbell, who has been sent to this country to study tobacco growing conditions by the Development Commission, recently appointed by the British Government. This commission has at its disposal an appropriation of $6,000,000 to investigate agricultural work of all kinds, among them being tobacco raising. Mr. Campbell's work is entirely scientific, being chiefly the collection of information as to the advisability of re-establishing tobacco growing in England.*

Should the evidence prove satisfactory, it is probable that he will be called upon to carry out investigations and give advice to the farmers throughout his country.

Mr. Campbell will remain in this country about eight or nine months. At present he is in North Carolina. He is well fitted for his work, having been a graduate of the London University, from which institution he holds a diploma in chemistry. For a number of years he has been assistant chemist at the Rothamsted Experimental Station. —[Editors.]

PROBABLY all interested in tobacco, are familiar with the old Indian legend as to its origin; how a great and powerful spirit, while sleeping near his fire, was discovered by an enemy who rolled him over towards the blaze until his hair became ignited. The "Great Spirit" resenting these intrusions, rushed wildly after his man and in doing so, parted company with his burning hair, which, as it fell to the ground, took root and sprung up tobacco. From this beginning, we are led to believe the precious weed was carefully tended by the American Indians; although the priority of discovery has been claimed for the ancient Medes and Persians, and also by the Chinese. It is to Columbus however, that the Old World gives the claim of discovery in 1542. From that time onwards, we have accumulated knowledge of this luxury under various synonyms as "Petum" or "Yoli." Benzoni however, tells us that in the 1550's the name "Tobacco" was used by the Mexicans. From this early date the fame of it has spread to all quarters of the globe until to-day but few people have not fallen to "My Lady Nicotine."

Europe we learn was first introduced to tobacco in 1559 by Herando de Toledo who carried it from San Domingo, but the Englishman, Sir Walter Raleigh, stands out as a benefactor to his countrymen as it was he who first demonstrated the art of smoking in 1586, although his first smoke we are told, was somewhat rudely interrupted by his man servant who tried to quench his master with a bucket of water thinking that that nobleman was on fire. Nevertheless the fashion once set, soon became firmly rooted among the courtiers of the period. From this time onward, the industry grew rapidly, producing great wealth for its culturalists.

Tobacco Growing Once Forbidden.

From the States, tobacco growing rapidly spread and was in turn taken up on a small scale in England. In the reign of James I however, the first adverse blow to the habit was struck. That king taking a dislike to the practice of smoking, made a determined attack upon its use in a paper "A Counterblast to Tobacco," and at the same time levied a small tax on the imported weed.

The object of his desire, however, was not attained and instead of the industry being stamped out, it was appreciably strengthened, from all points. Even the home production increased. The king, realizing the importance of this, and also seeing that this new tax was a great source of personal income, feared that the growth of the home industry might lead to a diminution of his now increasing import so commenced destroying the home industry, and finally passing an act forbidding the growth of tobacco to the country. For some two hundred years tobacco culture remained dormant after receiving this quietus. In later years as customs and ideas changed, this law became ancient history and attempts were made to revive the industry; one might say introduce the industry, as the terms are synonymous, as the methods of cultivation antiquated and probably useless, died with the last crop.

After much agitation, culminating in 1883, a number of gentlemen were specially licensed by the British Government to grow small experimental plots. As was to be expected, these were a failure owing to the fact that only one grower realized the problems against which he was striving, and also owing to the lack of any definite knowledge as to the requirements of the crop, which is probably the most highly specialized of any. Its needs are well known; beginning with the growing season and only ending after the curing has been carried out. It requires, therefore, ultra intensive cultivation to cope with its demands during its period of growth. On this account, as could only be expected, the whole enterprise was a failure and in looking over the facts available, it is easy to see that the experiments amounted to no more than a hobby.

Some of the methods of curing indeed would have amazed any one versed in tobacco. In one case the tobacco was hung in a barn for the curing and the owner on being asked how his tobacco was doing, replied that he had hung it up as advised and then locked the door and "Really I have not unlocked it to look, for six weeks." A very original method of curing, but one which no doubt played a part in condemning that revival of the industry. This failure, owing to the non-circulation of real facts, has left an almost ineradical prejudice against the idea of establishing English tobacco growing. On the outcome, however, of this, I would lay particular stress as it has given the present day educated practical farmer and also the scientific agriculturalist and especially the latter, an opportunity of asserting himself in this movement now being undertaken. It has given a chance to show how science has come to the side of the agriculturalist. I would not imply that this has not happened many times, for one can always tell from farmers, how they have increased their capital steadily year by year, by applying some of the practical methods suggested to them by the scientist, keeping at the same time, in touch with that fundamental "law, of diminishing returns," and seeing a middle course between the ultra intensive and the haphazard methods of farming and thus getting the best financial results.

Possibly never in these later years, which have denoted the beginning of a new era, in the art of agriculture, has the introduction into a new country, of what may be regarded in a general way as an ordinary crop been attended primarily by science. I would mean to imply by this, the application of natural science and a complete study of those natural conditions which are of paramount importance. Science to the agriculturalist, is the art of beguiling nature to make her give up her secrets for the benefit of man.

Origin of the Revival Movement.

The practical application of science, however, is the method which the Development Commissioners, of the British Government have adopted in order to gain evidence as to the advisability of re-introducing the tobacco crop into England.

The possibility of the undertaking was rendered feasible by two acts recently passed.

(a) Repealing the act of James I. prohibiting tobacco growing.

(b) Giving money for agricultural development, purposes.

This last act provided a sum of money annually to be given at the discretion of the Commissioners to meet agricultural demands. Among these one of the foremost is need of employment. Large estates are being broken up into small holdings of 30 to 100 acres each, and in order to help the small farmers to live and at the same time let live, it was thought advisable to make inquiries and find if some new crop needing much labor could be found.

The difficulty of providing work is one of the serious menaces in Great Britain.

Emigration is a great evil and can only be counteracted by the provision of labor. That it is want of labor which causes emigration can easily be seen, as in most cases it is the best workers desirous of bettering themselves, who are gradually drifting out of the country. Their work is required in other places and it is only those who are too lazy to "shift for themselves," who stay at home. It is primarily to meet this labor question, that the Commissioners, realizing the work entailed by the production of tobacco, have decided to take up the matter. This has entailed much work as the factors essential to the successful raising of the tobacco crop, are for the most part a number of independent variables which are little understood. It is these factors which have to be considered. How far can the obscure changes operative in the life function of the leaf, be controlled by fertilizer and husbandry during the growing periods and by careful regulation of temperatures and humidity in the curing?

Studying Methods Abroad.

The whole question is a complex equation of which the object to be attained only is known. To solve this, much information must be gathered embracing agriculture in all forms; knowledge of soils, climates and cultural conditions are but simple instances. This knowledge can only be accumulated by making a detailed survey of tobacco grown under conditions somewhat comparable with those which will have to be adopted. The further north one goes, the more rigorous these conditions become.

In Holland, Belgium and France, where quantities of tobacco are grown, this can easily be seen. Holland, for instance, cuts her tobacco field into small sections, 20 yards by 17 yards each, the divisions being made by a seven foot hedge of willow wood on which beans are grown. The idea of this is to shelter the tobacco from the winds. As one proceeds south into Belgium, the fields are surrounded with corn (Kentucky hemp is also grown), and in coming further south into the Pfalz district of Germany, only the location and natural wind breaks in the form of woodlands are considered.

These expensive methods of shelter used in the North, would condemn the industry in most parts of the States where ordinary grades are grown, but the adjustment in Europe is caused through the very much lower cost of living and wages. Statistics show the wage rate in Europe to be half of that in the States, while the cost of living is equally in proportion. The crop therefore, bringing in for example, a net return of $20.00 is, in Europe, from its purchasing ability, equal to $40.00 in the States.

In Northern Europe this is of importance, as the tobacco prices remain in a state of fluctuation according to American markets and are at American rates. The duty



A. V. CAMPBELL
Special Investigator of Tobacco Conditions for British Government

on tobacco imported into England, is from 88c. to $1.75 per pound of raw leaf and the States ship some 124,000,000 pounds per year to Great Britain alone. From this it can be seen that in the case of Great Britain the prices will be regulated almost entirely by the American markets.

Another factor other than climatic to be faced by the industry is the high price of land throughout the country. This, for the greater part, is in a good state of fertility. To a certain extent this high rate is counter-balanced by low wages. The effect of this high fertility factor, is most marked as it practically decides the methods and types of tobacco to be grown. A fine grade is almost impossible even if it could be grown, so that at the present time, it will probably be necessary to concentrate on yield at the expense of quality, and so make a low grade of tobacco. High yields are no doubt possible as we have conditions comparable to those in Belgium where 2700 pounds per acre of tobacco are grown. The soil is, on the whole, rich and holds moisture well owing to the great quantities of barnyard manure which have been used for fertilizing in past generations. The system of farming throughout, is intensive and the farm of 500 acres in one place, is considered large. The farmer pays quite as much attention to the feeding of stock as to his crop, so that fairly large quantities of natural manures are always at hand. This is a great asset, as much of the produce of the farm is returned to the land and a gradual building up process has resulted.

The ability of such soils to produce the desired tobacco, when once methods are known, only remains to be determined by actual experiment.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

A THICK book could be filled with the names of men that have "made good" in the cigar business but one would have considerable trouble trying to fill a small book with the names of women that have "made good."

Queer, isn't it, to find a woman managing an immense cigar enterprise, a business which most women know very little about? Miss Cora Dow is the most striking feminine personality in Cincinnati, and it would not be exaggeration to add that she is the most successful business woman in the Buckeye State.

Miss Dow is the brains of the Dow Anti-Trust drug stores, having a capital very close to a million dollars, and employing more than two hundred persons. Her chain of ten drug stores are located at the most prominent corners of Cincinnati. She has been in business fully two dozen years, and besides her stores she has a huge warehouse, a big factory, and several commercial enterprises.



MISS CORA DOW

A Cincinnati Young Woman Who Has Made Good in the Cigar Business

One of the side issues that Miss Dow has taken such interest in in the past few years, is the cigar end of her business, which has been expanding rapidly.

Upon entering any one of Miss Cora Dow's ten stores you will not fail to see the very elaborate setting of the cigar department. Since this little woman is as much interested in the cigar end of her business as she is in the drug end.

She makes it a daily duty to make the rounds of all her stores, in her big brown forty-horsepower automobile. She talks with her managers and clerks, seeking ideas, and she does not fail to find out just how the cigar business is sailing along.

In person, Miss Cora Dow gives the impression of energy and cheerfulness, dresses quietly, and is an attractive conversationalist. But a young girl, she studied pharmacy, and graduated in 1888. A few years later she took charge of her father's store, which was but a small place. She worked hard, late into the nights studying ways to drum up trade. It was not long before she added another store and after that year was a steady increase in the number of stores, until she reached the tenth in number.

The Dow drug stores are gradually being recognized as an important cigar outlet. Years ago when a man wanted to buy a cigar he would always patronize a cigar store, but it has now reached the stage that some men just as frequently go to the nearest drug store.

Miss Dow has associated with her, Andrew Einspanier, a very capable young man, who is manager of her cigar department. Age does not hold this young man down. He is but twenty-nine years. He started in the employment of Miss Dow's gigantic concern thirteen years ago as a soda dispenser, working himself up gradually.

Mr. Einspanier, in speaking of the progress that the Dow concern has made in the cigar department said: "It is only a question of about two more years that we will be doing as great a cigar business as any cigar store in town. The cigar is a department of Miss Dow's business that is left entirely in the hands of the manager when it comes to buying and selecting brands. There are 100,000 cigars sold by us over the counter every month. We handle fully two hundred brands, and we make it a business to have everything and anything that our customers desire. We have four grades of cigars of our own.

"About a year ago, when the Dow drug store was celebrating its twenty-fifth anniversary we placed upon the market the 'Dow Twenty-fifth,' which is recognized as one of our best sellers. It retails at five cents straight. The 'Dow Havana Special,' the 'Dow Mercantile Bouquet' and the 'Larincia,' are three of our own brands. During the month of August we sold 175,000 boxes of one of our leading cigarettes. We buy our cigarettes in 50,000 box lots about twice a month."

Public Hearing on A. T. Co.'s Plans to be Held Shortly

Continued from page 11

slipping by and nothing has yet been accomplished, although in justice to the officers of the A. T. Company it must be said that they have apparently endeavored to devise some method for obeying the law as it has been interpreted.

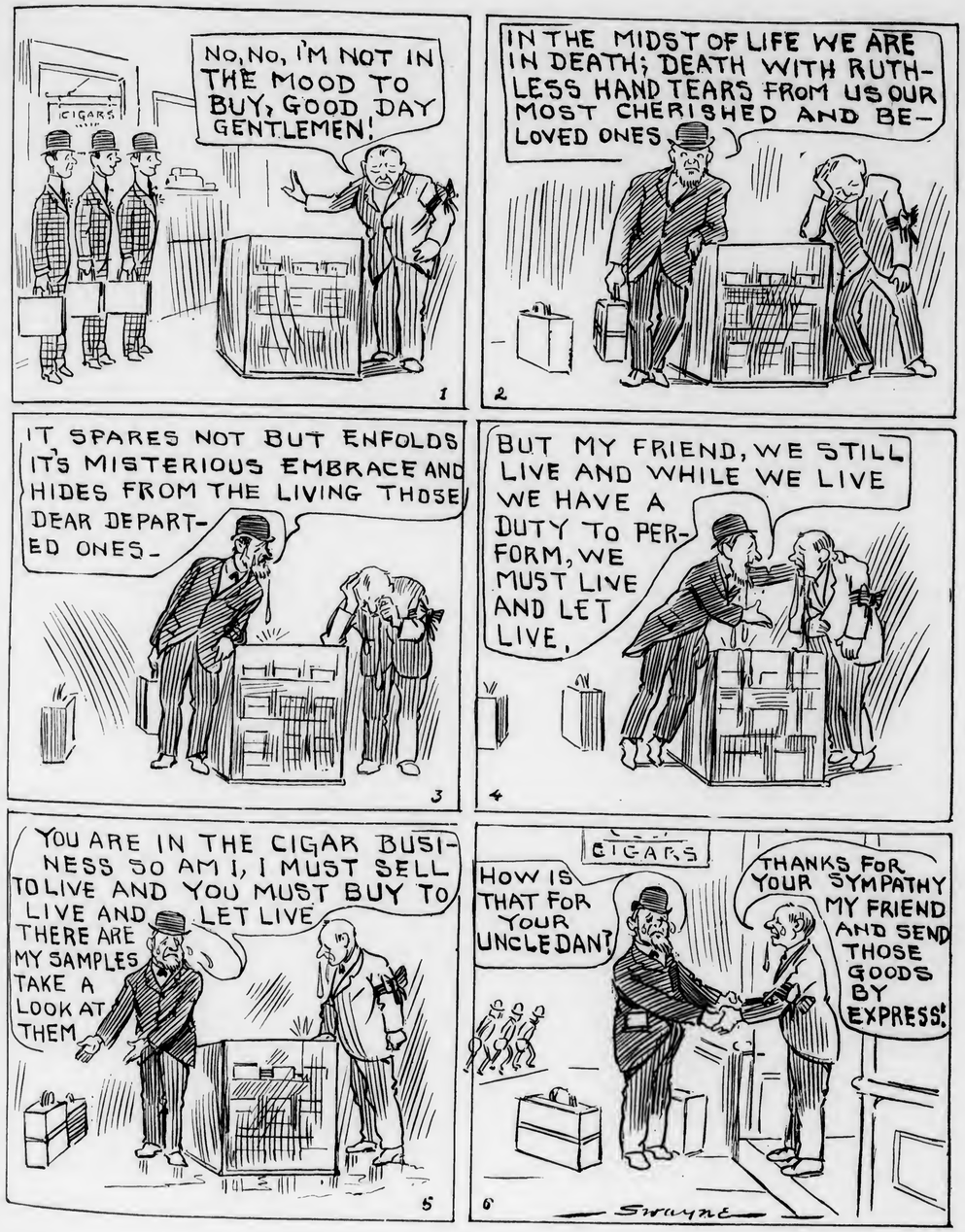
The public hearing on behalf of the holders of securities of this giant company, should be regarded with the importance which it deserves, and thousands will watch with the utmost interest the outcome of the meeting which is to be held about the 1st of October.

At the close of the day's session a committee of retail tobacconists headed by Vincent Farley, and a lawyer named H. H. Hunter, waited on Attorney-General Wickersham, as representatives of a Retail Dealer's Association, to make certain complants. Mr. Wickersham appointed September 28, as a date for a hearing for them, stating that at the time he was too busy to take up the matter with them.

Another meeting between representatives of the Government and the A. T. Company will be held on September 25, at which time the date for a public hearing will undoubtedly be set.

DIPLOMATIC DAN---The Smooth Salesman

Drawn for "The Tobacco World" by Swayne





IT is really amusing to pick up a newspaper these days and read of the sporadic attempts that are being made to prevent people smoking. The latest knight to join the crusade bears an armor of "steel"; *i. e.*, "U. S. Steel."

If it be true, as some would have us believe, that corporations have no souls, the United States Steel has nostrils, at least. The latest edict that has come from this giant corporaton is to the effect that for the "sake of the health" of its thousands of workmen it forbids the use of tobacco, particularly cigarettes, during working hours. An exception to this rule has been made to the machinists employed on brass work and iron molders. These privileged workers are allowed to chew tobacco in the belief that chewing tobacco prevents certain affections which result from inhaling microscopic particles of brass and foundry dust.

I would be willing to lay a bet of 10 to 1 that if you happened to walk into the office of any one of the executives you would find the room scented with real Havanas, and the man who issued the edict calmly puffing a perfecto.

Verily the rule will be winked at from the highest to the lowest employees.

Speaking of crusades also brings to mind a recent outbreak at Asheville, N. C., where an anti-cigarette war came to a climax at Mars Hill College, when the students, faculty and town people cast tobacco and cigarettes into a huge bonfire and sang the song of rejoicing while the flames smoked them. Just to show their sincerity, the students adopted resolutions calling on the merchants of Asheville to give up the sale of tobacco and cigarettes, and even started a fund to reimburse the dealers for the sacrifices.

Again I ask, will the cigarette smoking student be suppressed by such evangelical methods?

* * *

Did you ever stop to think how much it costs a traveling man or the factory representative of an imported cigar in purchasing his own smokes during one day's session in a burg like New York City?

I was taking a little bite of supper the other night in Rector's, when Dave Echemendia, from the Castaneda factories, strolled in. He stopped at our table for a moment and was inveigled into sitting down, and before he could gracefully withdraw, after being introduced to two men of more or less prominence, one dollar had gone into the restaurant till for four Castaneda perfectos which were left with his compliments.

The money was well spent at the time, too, for the gentlemen who received the cigars were not well acquainted with the goods and the mssionary work was well directed. But the thought struck me that a live-wire can make twenty such trips a day and easily spend $20.00 to $25.00 per day in entertaining by the purchase of his own goods, a practice which, in reality, the American consuming public have come to expect.

I know, too, that it must be very difficult for the average New York representative to make the necessity for this expenditure clear to the home factory, especially if they are not well acquainted with lavish American methods of entertaining. Just think, $10.00 a day, which would only buy forty average perfecto Havana cigars, means an expense account of over $3,000.00 a year for this item alone, and ten cigars a day do not begin to account for the number handed out by many of the popular men who really control the trade in New York, Chicago, and other big cities.

* * *

My friend, Tom Waters, whose principal occupation in life since arriving at his majority has been to see how wisely he could spend some of the tremendous income which his honored grandfather left him, is knowing, if not original. As a matter of fact, he prides himself on his ingenuity in devising new wrinkles which are intended to interest or shock his coterie of friends.

He handed me a new one a few days ago, when I asked him to a cigarette. He took from his pocket a gold mounted cigarette case, opened the lid and proffered me a cigarette of his private brand. There on each individual cigarette was a splendidly executed wood engraving picture of the young rascal for whom they were made.

I asked him about the method of their manufacture, and he told me that he had experimented on using a minute half tone cut of himself on each of the rice-paper wrappers, but that the prints had not been successful, so he went to one of the old wood engravers located away down in New York City, and had him make a superb little wood cut of himself from a photograph, and these were showing up in great style on each of his little smokers.

It was a novelty, indeed, and as he is a handsome little rascal his friends are laughing at the conceit and forgiving him for his impudence. Heaven forbid that this practice should become general, for I should hate to have to smoke a filched cigarette with a picture on it of some of the men from whom I might be able to obtain one.

* * *

I just ran across an unique advertisement which is being put out by Alonzo B. Pandoz Co., New York, advertising their "El Pandoz" cigars. The advertisement is a little folder about 3 by 4 inches, having on the outside, printed in heavy black Gothic letters "How We Lost A Customer."

Opening the folder, one expects to find a long dissertation on trade reasons, but the only thing that meets your eye is a heavy mourning border, enclosing these two words: "He died."

I would not presume to say that the customer died because he smoked "El Pandoz" cigars, for I know many who have enjoyed them and are "living" in the hopes of getting more.

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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EDITORIAL.

A Lesson in the Higher Cos of Cigarettes

The recent advance in the price of cigarettes, as announced in the last issue of THE TOBACCO WORLD, should either kill or cure the price cutter.

As yet it is too early to say whether it has awakened the chronic price cutter to the errors of his way, but either he must do this or drive himself out of business.

One of the greatest evils in the tobacco business has been the cutting of prices on cigarettes. While it is true that cigars have, in some markets, been cut outrageously, the principal target for the price cutter has been the innocent cigarette.

Generally speaking, the jobbers have advanced their prices to meet the new conditions, and it is now up to the retailer to get the full retail price in order to make his profit and save his business. Surely the retailer, who persistently cuts prices on standard goods, has no grounds for complaint against the recent advances when the causes are considered.

In the first place, the prices of Turkish tobacco have advanced abnormally, and today there is a famine in the Turkish market with prices up more than one hundred per cent. and the cost of domestic tobaccos entering into the manufacture of cigarettes have also risen.

Besides this, the cigarette manufacturer has been compelled to pay an advance in Internal Revenue tax, amounting to about seventy-one cents per thousand.

Considering these causes who can challenge cigarette manufacturers for asking higher prices? If the retailer does not advance proportionately, the cigarette manufacturers could not be blamed if they would take the profit which the retailer has at his very door but neglects.

Are Boston Dealers Awakening at Last

If it be true that the Boston price cutter drug stores are about to end their internecine war on cigarettes and cigars, it will be welcome news indeed, to every one in the trade. No city in the country has witnessed so flagrant price cutting of standard goods, as has prevailed in the Hub for the last two or three years.

And, after all, has it paid?

Supposing these price cutters did draw to their store much of the trade which ordinarily would pass to the stores which maintained the regular prices, do you imagine this trade proved profitable or is permanent? Either the price cutters will sell themselves into starvation or bankruptcy, or lose the trade when once they re-establish the prices at a sane level.

The Boston lesson should be impressed on the minds of all merchants who believe that the only way to get trade is to cut prices.

Gunpowder for Tobacco Is No Joke

Practical jokers everywhere are a nuisance, but the English Government is the first to take radical steps to eliminate the cigarette joker.

The arrest and fining of three retail dealers at Manchester recently for selling cigarettes loaded with gunpowder instead of tobacco was made in the name of the revenue department, who trumped up a charge of violating the revenue laws.

The dealers were severely lectured by the Court, and dismissed with a fine and a warning which is likely to put a quietus on the sale of gunpowder cigarettes in the future.

In America we have the loaded cigar and the trick cigarette constantly endangering the lives of smokers. It would be well for the authorities to take a lesson from our English cousins, get busy and suppress this traffic.

Figures that Bespeak Healthy Progress

Authentic figures, in so far as they touch the foreign commerce of the United States, as well as its dependencies, must inevitably lead to the conclusion that the wail of bad business is not a well-founded one, as far as the general commercial conditions are concerned.

Our exportations for the month of July, 1911, were over $13,742,126.00 increase over the same month of 1910. Our imports for July, 1911, increased $849,815.00 over the imports of July 1910. But, whereas in July, 1910, the balance of trade was over $6,000,000.00 against us, the month of July, 1911, showed a balance of trade of over $6,500,000.00 in our favor.

We imported during the month of July, 1911, $784,718.00 worth of leaf tobacco, as against $728,021.00 for July, 1910. Our manufactured tobacco imports showed some $63,000.00 less than the record of the year previous. We exported during the same month $5,279,680.00 worth of tobacco (non-manufactured) and $340,707.00 worth of manufactured tobacco. These figures were a trifle less than those of the year previous.

On the whole, the figures argue much for an optimistic outlook. When it is considered that the increase of the amount of Porto Rican cigars and cigarettes brought into the United States for the fiscal year ended June 30th, amounted to nearly $000,000, this branch of the industry must be particularly congratulated on their high showing.

PROBLEMS of the RETAILER

Specific Knowledge is Profitable

A SALESMAN once came to my store," said a dealer, "to sell goods. There was something about the man's actions that suggested parrot's work, or a child repeating a piece. Consequently, both another gentlemen who was in the store and myself interrupted him several times to see what he would do. Well sir, each time he went back to the very beginning and started over again!"

My rules for salesmanship are few and simple. They are: First.—Be strictly truthful in every representation made. Second.—Know your own line thoroughly. Third.—Know your competitors' lines thoroughly.

A man came in this morning and looked at my line. He said he had just placed a small order for the same goods with another dealer. I asked him the name and he told me. I said, "I think you will have to concede, after offering a sample smoke, that the blend of this cigar is probably a little more delightful than what you have probably selected, because I have my goods all made up to my ideas, and I feel that I fully understand what constitutes a really good and satisfactory cigar." Then I asked, "Did you notice particularly the make of the cigars you bought"? He again examined mine and allowed that it looked superior in workmanship, and then said, "I am sorry that I bought as many as I did." He assured me that the next time he needed a supply he would certainly remember me.

If I had not known my competitor's line I could not have done what I did, but as a matter of fact, I was simply telling the truth. The mere running down of another line without exact knowledge is a knock, and every knock is a boost.

When you once get a buyer's confidence it is easy to get his orders, other things being equal.

Good Taste of Western Tradesmen

PUBLIC taste varies in the different sections of the country, and in no location is this fact more pronounced than on the Pacific coast. The reason for this is said to be the cosmopolitan character of the people, the majority of whom came from the East or foreign countries, the variety of temperaments is great; the opportunity for the exchange of ideas is ideal, and wherever people exchange ideas readily, their minds expand in proportion. People most eagerly impart their best ideas. In time the best ideas of all the community become the common property of that community. Good taste is tempting and people who emigrate are as a rule progressive. They are also the most eager to learn; the most ready to assimilate new ideas or old ones that are beneficial. Good taste in not inborn in the majority, but it is assimilated through education; through advantageous social intercourse. By reason of the freedom of social intercourse in the West, by reason of the broad spirit of fellowship, the people come to know more quickly than otherwise would be the case, the higher standards of excellence in things. The people of the West are being educated to the higher ideals faster perhaps than in any other part of the country. The class of goods which find a ready sale there, proves this.

The cigar store of Ephraim Ward, at 200½ S. Thirteenth street, was recently robbed of several hundred dollars worth of goods. Two arrests of young men have been made, and both have been held under bail for court.

Successful Retail Cigar Merchandising

THE ideal saleswoman or salesman is the one who sells lots of merchandise. A successful retail store must have efficient, competent, enthusiastic salespeople, otherwise it would not be a productive institution. Securing salespeople who can really sell goods is by no means an easy task for the modern retail store. Many persons apply for selling positions who are not in the slightest degree competent, consequently in the store where several sales-clerks are needed, the discharging and employng of selling help is frequent and sometimes continuous. Some stores have established salesmanship schools of instruction for the employes. Such schools are a modern product, and when properly carried out, must prove a great aid in the distribution of goods.

Plans to Increase Sales.

Many good firms favor prizes and a small commission on sales as a stimulus to the salesmen to sell more merchandise. This plan is undoubtedly excellent, and invariably produces satisfying returns. The proprietor can greatly increase the efficiency of his selling staff by explaining at length to them the merits of the things they are selling. For instance, in the line of pipes it can point out to his salesmen that the finish, design, or other qualities of a line are exceptionally good and represent better value than the customer can get elsewhere. The latter statement is of no effect unless it is backed up by the reason why. A salesman becomes appreciative of a line after hearing its good points explained and is consequently better equipped for selling it than ever before. In other words, the manager should load his salespeople up with the selling points of the goods.

The Three Essentials.

The salesforce is the second great link in the trinity chain of successful distribution of merchandise. Three great levers are necessary to build up a successful retail business. Firstly: Right merchandise at successful prices. Secondly: Salespeople who can sell goods. Lastly: Truthful, honest and convincing advertising.

A buyer can collect the finest goods on the market, yet the carelessness and incompetency of the salesforce can undo his splendid efforts.

The advertising man can, through his brilliant and convincing talk, bring large crowds to the store, but the indifference and inability of the salealesforce will send these prospective buyers away to the store of some other dealer who did not advertise as well, but who did have bright, competent, polite salesmen to interest customers. To-day, to sell goods, force, tact and enthusiasm are necessary. Merchandise will not sell itself, no matter how good or how reasonably priced it may be.

The merchant who imagines that his name is all that is necessary on an article to sell it, will some day find himself sinking in a quicksand. A firm that has a dependable reputation for selling good lines has a valuable asset, but at the same time good salesmen must be maintained to distribute the stocks.

A Good Impression.

The last impression a customer receives before leaving the store is the one formed from intercourse with the salesman. If a salesman is bright, competent and polite the customer departs in good humor, and with a high regard for the store. On the contrary, if he happens to be served by an incompetent, grouchy salesman, then the best efforts of the store are undone. If some salespeople could only see themselves as others see them, how wonderful would be the change of those who are under the impression that they are "all right."

The Incompetents.

Salespeople who do not make good can be divided into three groups which will be classified as follows: the incompetent, the grouch and the indifferent. The incompetent class will be briefly dwelt on first. This type of help is a detriment to any live store, and can only exist as a sales-clerk for a short period, as modern retail store methods throw the limelight on the work of every clerk and the incompetents are weeded out as quickly as their non-productiveness is discovered.

The Grouch.

The grouchy salesman is the one who snaps at customers; the genius who never smiles; the one who knows it all; the one who can predict, when the best selling things come in, that they won't sell; this sums up pretty well the qualifications of the grouchy salesman. Happily, this type is gradually being eliminated, and it is safe to predict that in the near future it will be necessary to scour the hunting-grounds of many retail cigar stores to discover a single thriving species of the grouchy type.

Cutting out the Frills

THE *Omaha Trade Exhibit* says all business methods are undergoing the acid test. Consumers are growing restive under the burden of advancing prices, and they are now seeking to find out who gets the money.

There are some people who think that the retailer exacts too much profit and yet it is well known by those familiar with the cigar and tobacco trade that the average dealer gets no more than a fair return for his energy and capital. But in every town there are some people who do not know how much it costs to do business, and who are prone to believe that tradesmen, if they add more than about 10 per cent. to invoice cost, are greedy.

It is interesting to note the extent the last decades marked in improvements in storekeeping methods, and has increased the cost of doing business and, therefore, forced the retailer to charge relatively higher prices.

They do not seem to realize the all-round better service, more and better fixtures, modern fronts, delivery of goods to customers' houses, shorter hours for clerks—these all cost money, and inevitably force up the profit margin.

Most assuredly they are improvements, but no business will stand an ever rising expense. Beyond a certain point, even improvements degenerate into frills. New ideas are a sure sign of life, therefore, new ideas must be tried out. But not all so-called improvements are really improvements, and the adoption of too many ideas tend to produce expensive complications.

Therefore an occasional campaign in the way of "cutting out the frills" is good for any business, large or small, wholesale or retail. The chances are that if a dealer would stop right where he is, put on his hat and walk around the block, then come back into his store as though he never saw it before, scan its windows, its clerks, its displays, its fixtures, its advertising and the line of goods carried, he would find some things that are "frills."

The store that does things well, and keeps its cost of doing business down to a reasonable level, is the store that makes most money when business is good, and can stand the stress of a storm.

Clarence Peck and Fred. Stephanoski have purchased the cigar store of Andrew Schuster, lower Main street, Ansonia, Conn.

Factory Notes

J. T. Guy is opening a new cigar factory at Eleventh and Broadway, Keokuk, Ia.

Charles H. Stout has sold his cigar factory at Belding, Mich., to Claude Ross, of Lansing.

A new cigar factory has just been opened at 624 W. Madison street, Ottawa, Ill., by Frank Levy.

A new cigar factory has been started at Guthrie, Okla., by Ralph Davis, formerly of Crescent, Okla.

Jos. P. Kryshak has purchased the cigar factory of Frank and Kahn, at Winona, Minn., which was one of the oldest as well as one of the largest in that State.

F. W. Beltz, operating the Acme Cigar Factory at Fairmount, Minn., has been removed to new quarters in the Ward & Cadwell block.

Harry Rowley, cigar manufacturer, at Peoria, Ill., has removed his factory from his residence to a floor in the Weiss Building, on Edward street, that city.

The Bethesda Cigar Company, of Bethesda, O., have lately improved their factory building by the erection of a porch along the front.

Cyrus Frantz, cigar manufacturer, at Goshen, Ind., has just placed on the market a brand of cigars which he calls "Banner Leaf," which is a hand-made cigar, in panatella shape.

M. S. Norton and Company, of Chicago, were recently incorporated with a nominal capital of $1,000 to manufacture and deal in cigars. The incorporators were: M. S. Norton, M. C. Beyers and B. J. Samuels.

The cigar products of A. J. Appelgren, of Willmar, Minn., have quite a sale at Atwater, Minn., where they are being handled by the following dealers: Atwater Mercantile Company; Arthur Anderson; J. A. Isaacson; W. J. Halvorson and Max Minsker.

Claude Buhmeyer and Chester Mullinix have succeeded to the cigar manufacturing business of Jacob Buhmeyer, at Belvidere, Ill. Mr. Buhmeyer, Sr., has been in the business at Belvidere for the past sixteen years, and raised his son, who is now his successor, in the business. The new firm will be Buhmeyer & Mullinix.

E. Witz, of the Inter-State Cigar Company, 112 W. Third street, Duluth, Minn., has instituted a suit against a number of insurance companies to recover a loss of $11,095.95, which occurred in March last. The complainant alleges that the losses have been estimated, and that none of the companies have been willing to make payment, because the cigar factory was owned by a woman, and that they claim that the word "her" should have been used in the policies instead of "his." The Court is petitioned to re-form the policy in order that a collection may be enforced.

Jacksonville (ILL.) Manufacturers Make Improvements

EXTENSIVE improvements have been completed at the cigar factory of L. S. Kent-McCarthy Cigar Co., at Jacksonville, Ill. The offices and shipping rooms have been thoroughly overhauled and renovated. The shipping room has been enlarged to better the facilities of getting goods out promptly.

A. F. Franks, who is the present head of the concern, is striving to make this establishment one of the most important in Illinois, and the progress he has made since taking charge of the establishment is highly encouraging. More than 100 hands are now employed in this factory.

all that's new with JOBBERS and DISTRIBUTORS

Novel Scheme to Advertise "Tom Keene" Cigars

A NOVEL advertising scheme has been promulgated by H. N. Goldsmith & Company, Philadelphia, distributors of the "Tom Keene" cigars made by Bondy & Lederer, of New York, that has proved effective in increasing the popularity of that brand. They employ for this purpose a young man, who sits in the display window of M. B. Arndt's retail store, at 702 Chestnut, smoking "Tom Keene" cigars. He has before him a small table on which are small piles of tobacco, a combination of which represents the blend used in the "Tom Keene" cigars. At intervals the demonstrator points to the various little piles, and by means of placards explains to his audience, which usually consists of goodly numbers, the points of merit claimed by the makers for this brand. Then he proceeds to dissect the cigar to emphasize his points.

This plan has proven so effective that it is to be followed by similar demonstrations in other stores about the city.

Fargo, N. D. Tobacco Jobber Injured

CHARLES REINECKE, president of Reinecke and McKone Cigar and Tobacco Company, at Fargo, N. D., was quite seriously hurt some days ago while at his summer home on Lake Sally. He had just come off the lake from a row boat and was dragging the boat high up on the beach near a pier when he slipped on the trunk of a tree, and bruised his leg so badly that a slight operation became necessary. He has since recovered sufficiently to return to his office as usual.

Kuhles Succeeds Clark in St. Paul

The cigar business of the late R. R. Clark, in St. Paul, Minn., has been purchased by Cicero S. Kuhles, through the widow of the deceased who is the special administratrix of the estate. The consideration is said to have been $2,500, and the transfer has been approved by the court. The store in the Sherman Hotel, at Fourth and Sibley streets, is one of the best known stands in the city.

Mr. Kuhles had been employed as manager of the Short stores in St. Paul.

New Colorado Jobbing House Formed

The Bower Cigar Company, of Grand Junction, Colorado, and the R. J. Dery Wholesale Tobacco Company, of Ouray, have been consolidated. C. J. Bradfield, of Denver, has joined forces with the consolidated house, which is to be made one of the largest wholesale tobacco establishments west of St. Louis.

Seattle House Opens Spokane Branch

Schwabacher Bros. & Co., cigar distributors at Seattle, Washington, have opened a branch at 823 First avenue, Spokane, which will be devoted exclusively to handling cigars, cigarettes and pipes. No manufactured tobacco is to be carried in stock there. The branch is in charge of Harry Dalton and F. A. Strock.

The recently organized Denver cigar distributing house of C. B. Harryman & Son, will shortly discontinue the business. The reason for this decision is attributed to the poor health of Mr. Harryman, Sr., and the news was received with much regret by the trade, as their progress during the short time they were engaged in business was almost phenomenal. They were specializing on the product of A. S. Valentine & Son, of Philadelphia, and other eastern houses.

R. D. Bakraw & Bros., of Louisville, Ky., have recently placed some large orders with Sol. Rosener, factory representative with E. M. Schwarz & Company, and the Jose Lovera Company, for the "Flor de Lovera" brand of Jose Lovera Company, and the "Flor de Bartholdi" of E. M. Schwarz & Company, the last named of which is a brand recently placed on the market in that territory.

Since the Meyer Bros. Drug Company, of St. Louis, took on a line of the San Telmo Cigar Manufacturing Company's goods they have developed a very substantial business on them, and the goods are steadily becoming more popular. J. S. Houseman, representing the factory recently visited St. Louis and was much pleased with the conditions as he found them.

Heilman & Atkin, 942 Fifth street, San Diego, Cal., have made remarkably good progress since engaging in the cigar business several months ago. Their retail department is attractively fitted up, and in the jobbing department their business is also showing a substantial gain. They make a specialty of the "Ganbro" cigar made by Gans Bros., of New York.

The W. F. Monroe Cigar Co., of Chicago, has secured the exclusive distributing agency for the "Generalidad" cigars made by H. C. Nolan & Co., of Philadelphia. The new arrangement was consummated by H. C. Case, representing the factory, and the "Generalidad" is to be made the great feature of the firm's line of seed and Havana cigars.

The first shipment of "El Planco" clear Havana cigars, made by Ruy Suarez Company, of New York, has reached Ivers & Alschuler, of Seattle, and they have been moving off at a rapid rate. The retail demand has been so strong that the firm has not yet offered them to the trade at large, but will begin more extended operations very soon.

Schwabacher Bros. & Co., of Seattle, Wash., have engaged the services of Louis Johns who was formerly with M. A. Gunst & Co., and who will now represent his new house in southwestern Washington, in which territory he succeeds J. A. Gassline. Mr. Gassline has been transferred to the local staff of the firm in Seattle.

The Reinhart-Neihoff Grocery Co., at Jefferson City, Mo., has been incorporated with a capital of $25,000, by F. E. Reinhart, E. T. Reinhart and B. A. Neihoff.

Jobbing Trade Notes

Morris H. Treusch, formerly of the firm of Treusch Bros., recently organized the Enterprise Cigar Co., at Grand Rapids, Mich., and will engage exclusively in the wholesale business.

The R. Lowther Company, has been incorporated at Indianapolis, Ind., with a capital of $10,000 to trade in cigars. The directors are Richard Lowther, J. R. Lowther and I. A. Lambert.

The Manhattan Cigar Company, of Kansas City, Mo., was incorporated on the 8th inst. with a capital of $25,000. The incorporators were H. F. Newberry, Julius Moch, L. H. Ehrlichs and others.

The "Valerita" a broadleaf wrapped cigar made by A. S. Valentine & Son, Philadelphia, is meeting with much favor in the Middle West. Allen Bros., Omaha, Neb., are handling large quantities of them, and steadily repeat.

A. M. Franks, Front street, Bath, Me., has sold his cigar and tobacco store to Neil Smith. Mr. Franks had been in the business for the past thirty years and retires on account of failing health.

H. J. Hughes & Company, of Omaha, Neb., are reporting an active trade in all grades of goods. They are featuring quite strongly the "El Palencia" clear Havana cigar made by Boltz, Clymer & Company, at Tampa, and recently placed an order for a considerable quantity of them.

E. Homer Kron, for some time manager of the Lafayette, Ind., store of Louis G. Deschler, has resigned and was succeeded by George Cain. The latter has been connected with the establishment for some time and is thoroughly familiar with the business.

"Smokecraft" cigars were given another strong boost last week in Portland, when Eugene Stolz, representing A. L. & M. L. Kaufmann, of New York, the makers, visited that city, and called on the trade on behalf of the Rosenfeld-Smith Company, who are the Oregon distributors.

The Stone-Ordean-Wells Company, of Duluth, Minn., have taken on the "White Heather" clear Havana cigars made by Cuesta, Rey & Company, of Tampa. This distributing house also maintains a branch establishment at Minneapolis, which is in charge of Nete Ellis.

The Nathanson Cigar Co., of Minneapolis, has leased the T. B. Walker building on Fifth street near First avenue, for a period of ten years, and will remodel it. It has a frontage of nearly half a block on First avenue, and will be used as their main store and offices.

The W. T. Donovan Tobacco Co., of St. Albans, Vt., recently received a carload of "Prince Carl" tobacco weighing over ten tons. This lot is part of an order for eight carloads which will probably meet their requirements for a year. They have a large local sale on this brand.

Samuel Bayuk, of Bayuk Bros., intends leaving San Francisco on the 14th, for Philadelphia, but will call en route on Max Flaxman & Bro., of Houston, Texas, and The Casey-Swasey Company, of Ft. Worth, Texas; both firms are large distributors of "Havana Ribbons."



ANTONIO E. MARTIN

Martin's Old Boston Establishment

ONE of the oldest landmarks in East Boston, Mass., is the cigar establishment of A. A. Martin, No. 7 Lewis street, which has been occupied by the same proprietor for fifty-one years. During those many years the residents of the Island have become thoroughly accustomed to the sunny smile of "Punch," and his beaming countenance has been a beacon light for many a wanderer in showing him the way to get a good smoke.

The business was established in 1860 by Antonio Anselmo Martin, who was the son of a Spanish officer. Mr. Martin was born in Seville, Spain, and at the age of six years went to Cuba. In 1859 he arrived in Boston, and having attained a thorough knowledge of the tobacco trade while on the Cuban Island, he at once began the manufacture of cigars. In 1860 he opened the store at 7 Lewis street, which has been continued ever since. In the interim, however, branches were at one time or another conducted at 270 Atlantic avenue, 10 Atlantic avenue, and 27 Meridian street, East Boston. A large factory was also conducted at 15 India street, but was destroyed by fire. All of the branches were looked upon as adjuncts to the Lewis street establishment.

At the death of Mr. Martin, some sixteen years ago, the management of the business fell upon his son, Antonio E. Martin, who still continues it, with the kindly advice of his mother, who has always shown a deep interest in the success of the grand old stand.

A. E. Martin, the present head of the business, was a resident of East Boston until about nine years ago, when he removed his home to Malden, where for eleven years past he has been organist of the Church of the Immaculate Conception.

He is a member of Fulton Council, K. of C., and the Boston Lodge of Elks. He has two brothers, one of whom, A. W. Martin, is the genial traveling representative of Hamburger Bros. & Co., Havana importers, of New York.

The Kelsey Company, at Kittery, Me., has been incorporated with a capital of $750,000 for the purpose of leasing restaurants and doing a general cigar and tobacco business. Lucius B. Swett is president and George E. Burnham, treasurer, both of Kittery.

P. J. Landon, of Schanasi Brothers, cigarette manufacturers of New York, was a Philadelphia visitor on Wednesday.



Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Big Egyptian Cigarette Men Visit America

P. M. COMNINOS and Mr. D. Bouboulis, directors of the Nestor Gianaclis Co., of Egypt, after a three weeks' pleasure and business trip in the United States, have sailed for Cairo, Egypt. They made a careful tour of inspection of the company's plant in Boston, besides visiting the representatives of the different territories. Both gentlemen were enthusiastic and optimistic on leaving New York, stating that indications were favorable for a still greater popularity and demand for the famous "Nestor" cigarettes in the United States. They did not overlook the fact that their company's success in America was due so largely to the co-operation of their able representatives, who thoroughly know the cigarette business, and the demands of the jobber, retailer and consumer.

P. M. Comninos, who started the Frankfort-on-the-Main factory, in Germany, for the Nestor Gianaclis Co., states that the business there has grown to such an extent, that it was necessary to enlarge the factory.

It is also reported by good authority that the Cairo factory has had an increase of business of forty per cent. over and above all business ever done, while some of the other factories of Cairo have had a decrease.

E. H. Warch, eastern representative of the Nestor Gianaclis Co., whose headquarters are at 25 West 42d street, New York, is making good in his territory with the "Nestor" cigarette, and is deserving of his confidential and enviable connections with this well-known corporation.

Mr. Cardenas Visits this Country

NICOLAS CARDENAS, one of the new owners of the Castaneda Factory, arrived in New York on the Ward Liner, "Saratoga," on Tuesday, September 12th. This is Mr. Cardenas' first visit to the States since his firm acquired the Castaneda Factory, and he is being entertained by Dave Echemendia, American representative of the company.

Mr. Cardenas is a member of the leading clubs of Havana, and is also largely interested as holding membership in one or two clubs in France and England. He will sail for England on the next trip of the "Olympic," on September 30th.

The American Tobacco Company has declared a regular quarterly dividend of one and one-half per cent. on the stock of the company, payable October 2d, to stockholders of record on September 15th, at which time the transfer books will be temporarily closed.

Heavy Arrivals of Turkish Tobacco

THE Steamship "Oceania," which arrived from Trieste on the 13th instant, brought in unusually heavy shipments of leaf tobacco for American manufacturers. Included in these were the following: Poulides Bros., sixty-five cases of tobacco; M. Melachrino and Company, 1,000 bales of tobacco; American Tobacco Company, thirty packages and two hundred and seventy cases of tobacco; J. Madison, one case of tobacco; N. Gianachi and Company, twenty bales of tobacco; and A. J. Dale, twenty-two cases of cigarette paper.

The "Princess Irene" brought in, on the same date, 2,250 bales of tobacco for the American Company and 134 bales for S. H. Pehlivan.

Wm. Demuth Remembers Employes in Will

SEVEN hundred employees of Wm. Demuth and Company, who had been in the employ of the company for a period of twelve months preceding June 26th, 1911, have become legatees by the will of the late Wm. Demuth. The will was probated several days ago, and the sum of $28,000.00 was set aside to be divided on a pro rata basis of wages to all working in salesrooms, factory or stockroom for a year preceding Mr. Demuth's death. Twelve bequests of $1,000 each were left to charitable organizations, while the residue of the estate is left in trust to the widow.

"Aplomo" in New Dress

SALOMON BROS. & STERN, manufacturers of the well-known "Aplomo" brand of clear Havana cigars, have just brought out some new packages with an improved style of band on the goods which lend much added attractiveness to the general appearance of the cigar. The bands are of the very finest manufacture, heavy, and the title of the cigar, "Aplomo," appears in black with a white background.

Storrs Opens New Store

C. W. STORRS, 225 Church street, New York, has recently added another store at 2381 Jerome avenue to his already well established chain. The store is located in the beautiful residential section. It has two large display windows which are utilized to good advantage. Mr. Storr is featuring the "Alta Pluma," "La Mira," "Cortez" and "La Royal" cigars, besides the leading brands of tobaccos and cigaretes. He enjoys a large private box and retail trade. He states that business in the Jerome avenue store has far exceeded his expectations.

Leo M. Harburger Dead

LEO M. HARBURGER, one of the original members of the firm of Harburger, Homan & Company, who were formerly active in the cigar manufacturing business, died in New York, September 10th. A widow and three children survive, including Mrs. Lulu H. Kline, wife of E. A. Kline, Cleveland; Mrs. Daisy H. Loeb and Claude M. Harburger, of New York.

Mr. Harburger was well known in the cigar business, first through his connection as salesman with Kerbs, Wertheim & Shiffer, whom he left when he established the firm of Harburger, Homan & Company, and continued his career in the cigar manufacturing business until the new firm was sold to the American Cigar Company. Mr. Harburger was sixty-seven years old.

New Ruling on Shipments to Cuba

THE Cuban Government has just notified the various collectors of Cuban customs to permit in the future the use of non-negotiable bills-of-lading when so desired by shippers from the United States. Heretofore in exporting goods from this country to Cuba, especially at points where there were no resident Cuban Consular Offices, shippers, who were accustomed to draw drafts against the bill-of-lading, have been delayed in their usual business transactions owing to the necessity of mailing their bills-of-lading to and from the nearest Cuban Consular point for proper endorsement.

Under the new ruling, this difficulty will be wiped out entirely.

Hitchings Is Making Good

ARTHUR HITCHINGS, manager of the High Grade Wine Company's cigar stands, with headquarters at Broadway and Forty-third streets, has shown a steady increase in the cigar business since he has taken charge of that department. Mr. Hitchings is credited with being an energetic and painstaking man, continually looking after the wants of his customers. He has been with the High Grade Wine Company six months. Previous to that time he was the Boston representative for the famous "Condax" cigarette with which he made for himself a good reputation. He is now featuring the "Cortez Factory Smokers."

Tobacco Importers Incorporate

THE tobacco and other important businesses of S. A. Microutsicos, 61 New Bowery, New York, has been incorporated as the Microutsicos Bros. Company, with authority to conduct a general merchandise and commission business, handling foreign tobacco, grain, etc. The new company has a capital stock of $100,000.00, and in addition to S. A. Microutsicos, M. B. Hofmann and C. Frankel are named as being interested.

The Egyptian cigarette firm of D. Theocaridis, 2786 Broadway, New York, report that their business in the Boston and New England markets is on the increase. They have booked some large orders with jobbers.

A. P. Parascouly Company, 72 Beaver street, New York, report a good demand for their "Pallas" Cigarettes among clubs and restaurants, and that since the home coming of vacationists business has been on the increase.

Luyties & Co., 456 Fifth avenue, New York, the large cigarette manufacturers are making a great success with their leader the "Dabs" cigarettes. This cigarette is becoming very popular in the leading clubs and hotels.

Death of British Tobacco Pioneer

CABLE dispatches from Liverpool on the 3rd instant announced the death at Bath, England, of Henry O. Wills, of the famous Wills tobacco family. The deceased was a son of H. O. Wills of the original British tobacco house of W. D. & H. O. Wills who were one of the most important factors in the tobacco trade in England until their absorption by the Imperial Tobacco Company some years ago. He was a brother to the late Lord Winterstoke, at the time of his death was one of the directors of the Imperial Tobacco Company of Great Britain, although his participation in its affairs have been purely perfunctory for many years.

The Wills firm was perhaps best known in England by their manufacture of the "Three Castles" brand of cigarettes, which cigarettes were made of Virginia tobacco and packed in tins.

The deceased was eighty-seven years of age, and reputed to be worth several millions of pounds.

Mahoney Cigar Company, of Kansas City, Mo., who recently added the "Havana Ribbon" to their stock, have found the demand so great for this brand that they have placed orders with the factory for regular weekly shipments. McMahan & Leib Company, of Anderson, Ind., recently wired the factory for fifty thousand "Havana Ribbons" to take care of rush orders. This is in addition to their regular weekly orders.

Fire of unknown origin several days ago entirely destroyed the tobacco warehouse of Julius Marqusee, on Hoffman avenue, Dayton, O., causing a loss of from $40,000 to $50,000.

Fire supposed to have been of incendiary origin, recently destroyed the northwestern tobacco warehouse of N. B. Carle & Son, at Milton Junction, Wis., together with the 1910 packing of Fred. Borden.

The C. B. Cheatham Co., of Louisburg, N. C., to deal in leaf tobacco has been organized with a capital of $50,000.00 and $1,000 paid in, by C. B. Cheatham, L. R. Cheatham and J. B. Thomas.

Burglars recently gained an entrance to the cigar store of J. F. Vance, 532 West Sixty-third street, Chicago. Their booty consisted of about 6000 cigars and $50 worth of pipes.

Charles Landau, 84 Wall street, New York, the American representative for the "H. Upmann" cigars reports that if business continues as active as it has been, he will be perfectly satisfied.

Mr. Max Schatz, of 82 Wall street, New York, the United States and Canadian representative for F. Rodriguez y Ca., Habana, Cuba, started last Saturday on a five weeks' trip. He will visit the Atlantic Coast trade, also Canada and then go as far south as the Gulf States. Mr. Schatz had a very good summer trade on the "Elite" Habana cigars.

S. H. Furgatch y Ca., 207 East 49th street, New York, report a very nice business, especially with the "Favorita de Cuba," Havana cigar. They are featuring this cigar and it is taking so well with the high-class smokers that the Edwin Cigar Stores have made a deal to handle them, and have had a beautiful window display of them in all of their stores.

PHILADELPHIA.



Leaf Men May Enjoin United Stores

QUITE an interesting session of the Philadelphia Leaf Tobacco Board of Trade was held last week at the office of J. S. Batroff.

One of the members reported that the United Stores Company were making alterations and extensions of their business at Twelfth and Market streets, which he had been informed by a competent attorney was contrary to the recent rulings of the Supreme Court, which stipulated that pending the final re-adjustment, no extensions could be undertaken.

After considerable debate, a committee of three consisting of F. Eckerson, E. A. Calves and Warren P. Gotwals were appointed to investigate the matter, and were given full power to act. The committee was authorized to consult attorneys and if the attorneys found that the recent decision of the Supreme Court had any bearing on the present action of the United Company proceedings should be taken to restrain it, expenses to be defrayed out of funds of the board.

The Philadelphia Leaf Tobacco Board of Trade by reason of the recent action concerning tariff and other things is being regarded as an aggressive body, fully able to look after the interests of the trade in every way.

Jacob Labe, of B. Labe & Sons, informed the meeting of a controversy which recently arose between his house and the Custom Office, relative to the present methods of computing tare on Sumatra tobacco. It has been found that in instances the customs officials include the weight of the rope which is tied around bales in computing the weight of tobacco, and since this rope weighs from five to eight ounces, importers have been paying a duty of $1.85 per pound upon the rope. Labe & Sons protested, and their protest was sustained.

At the suggestion of John R. Young, chairman of the legislative committee of the local board, the secretary was requested to address a letter to the collector of the port, which read as follows:

"At a meeting of the Philadelphia Leaf Tobacco Board of Trade, held this day (September 7th), I was instructed to correspond with you relative to the custom in vogue at this port of ascertaining the tares on Sumatra tobacco imported from the Netherlands.

"The present custom is an arbitrary tare of 4½ pounds per bale for the inside matting, the actual weight of the outside burlap covering being added to make up the full tare, without any allowance being made for the rope which weighs from 5 to 8 ounces.

"The board learns that at other ports it is customary to add the weight of both the burlap and the rope to the arbitrary tare of 4½ pounds on the matting, hence importers entering their goods at this port are at a disadvantage and our board respectfully asks that you investigate the matter, and if our claim is found correct that you give the necessary directions to the weighers to correct the wrong from which our members are now suffering."

Baseball Seats for "Luxello" Bands

A NEW idea, both clever and timely, has been sprung by Luckett, Luchs & Lipscomb in exploiting their luxurious "Luxello" cigars.

On September 1st they announced a premium plan which has proven a great hit with the baseball fans of Philadelphia. To each of the twenty persons mailing to the firm the greatest number of bands taken from the cigars each week, they are giving a $1.00 seat for the Philadelphia or Shibe Park game each Saturday. Each weekly contest closes at 5 o'clock, Thursday, preceding the game. The tickets are mailed to the winners the following day.

In additon to this weekly contest, they are offering to the three persons turning in the greatest number of "Luxello" bands a trip to the World's Championship Series. The winners will be provided with first-class railroad tickets, Pullman seats, dining car meals and grandstand reserved seats.

The first lot of twenty seats were awarded last week and "Luxello" bands have been flowing in in a steady stream ever since. It is a very clever advertising scheme, appealing to a class of men who are big consumers of cigars.

Cores-Martinez Company in New Quarters

THE Cores-Martinez Co. have removed their cigar factory from Passyunk avenue and Seventh street to new and larger quarters at 211-17 South American street, where they expect to be operating within the next few days. At their new quarters they will have a splendidly arranged factory which will give them ample room for the handling of their growing business. Up-to-date offices, a well-arranged shipping department, especially built humidor for the packed and unpacked cigars, a well lighted workroom, and excellent facilities for the handling of the tobacco before it is rolled, are some of the attractive features of the new factory.

Speaking of the outlook, Charles Cores, of the firm, says that they feel quite encouraged on all their brands, especially on the new "V. P." chico extra which although on the market less than a year, has made a big hit.

Free Deal on "Epicure" to be Discontinued

IT is announced that the recent free deal of two 10c. tin boxes of "Epicure" tobacco with each four dozen packages of "Central Union" will be discontinued in the near future by the United States Tobacco Co. Many dealers took advantage of the premium deal, and, as a result, "Epicure" is more widely distributed than ever.

A Quarter Century's Record In Cigar Sales

IF you were in the cigar business and had been with one firm for twenty-five years, during which time you had sold one brand of cigars to one customer steadily every day, the total sales being close to $5,000, and upon the silver anniversary of this event you were still doing business with the same man on the same brand, would you not feel that you had rounded out a very unusual record?

Such is the distinction which falls to William R. Bullock, manager of the cigar department of Mitchell, Fletcher & Co., Philadelphia. When Mr. Bullock joined this well-known firm, just twenty-five years ago, he began to push the "El Ecuador," 5c. cigar, which is made for and controlled by this house.



W. R. BULLOCK

One of his first customers was a man who became quite attached to this brand, and since that time this customer has smoked on an average of ten "El Ecuador" cigars a day. He never bought any other brand since that time, for he says none other satisfy him. Moreover, he never bought more than one hundred "El Ecuador" cigars at a time, usually preferring to buy his cigars fresh every day.

The "El Ecuador" is one of Mr. Bullock's pets, and the business on this brand has developed amazingly, especially in the last five years. The cigars have been made by the same manufacturer since the inception of the brand, although the head of the manufacturing firm has only been once in Mitchell, Fletcher's store in the past quarter century.

Here is a record which is decidedly unique.

Quaker City Items

John E. Jacobs, of the Carlos Fernandez Company, circulated among the trade in Philadelphia recently.

Al. Metzger, with Berriman Bros., of New York and Tampa, was a recent visitor here.

Leo Abrams, of the American & West Indies Trading Co., was looking after the interest of the firm in Philadelphia this week.

Mendez & Gomez, one of the oldest manufacturers and importers of Porto Rico and Manila cigars, was represented in Philadelphia recently by Charles Jacobs.

Major Witsel, representing the Key West factory of G. W. Nichols & Co., recently called on the trade in Philadelphia.

A. Oppenheimer, of the Sulzberger-Oppenheimer Company, returned on the 3rd inst. from a trip to Europe. Mr. Oppenheimer returned per S. S. Cleveland, and says he had a very enjoyable time.

James I. Hassan, Woodland avenue cigarist, reports an exceptional run of business during the past month or more, and, contrary to former years, the summer season has this year made but little difference in his receipts.

Mr. Serrer, of Ehrbarr & Serrer, cigar distributors, of Cleveland, O., was in Philadelphia this past week on his way back fom a vacation spent in Canada, and while in the city he called on Vetterlein Bros. whose cigars he distributes.

Mr. Langsdorf Returns from Europe

ISIDOR LANGSDORF, head of the firm of Roig & Langsdorf, returned on the steamship "America", Friday, September 8th, after a pleasant sojourn in Europe. Mr. Langsdorf left early in June, and spent his time chiefly seeking rest and recreation at the European centers. He returns to his desk much refreshed by his vacation.

Speaking of the outlook for the fall, Mr. Langsdorf is quite optimistic. His factories are well employed now, and all the brands are selling freely. He is especially pleased with the manner in which the new brand of "Girard" cigars is selling.

Acker's Unique Display Rack

J. Durban Acker, manager of the cigar stand of Finley Acker & Co.'s store, Twelfth and Chestnut streets, has just perfected a display rack for use in his department that promises to eliminate the crowding of the top of the cigar case with boxes.

The rack, as used by Mr. Acker, consists of two heavily based vertical metal bars to which are fastened on either side at the same level a horizontal bar. Attached to both these bars are a number of flat, lipped shelves which extend at an angle, and by a thumb screw can be adjusted to suit any size box that rests upon it.

This arrangement allows for a double display of cigars without taking up any additional room on top of the case.

Mr. Burns, of F. Lozano, Son & Co., stopped off in Philadelphia this week en route to Pittsburgh.

Bobrow Bros. Lease Larger Factory

BOBROW BROS., one of Philadelphia's newest cigar manufacturing firms, have leased the six-story building at 114 S. Second street, into which they will move October 1st from their present quarters at Second and Arch streets.

At their new location they will have 11,000 square feet of floor, just double their present space, and facilities for setting two hundred and fifty hands. The first floor will be used for offices and shipping, the second for storage, the third for stripping, the fourth and fifth for cigarmakers, and the sixth floor for packing.

The "Bold" is the leading brand manufactured by this firm, and it has made remarkable headway the last year or so in the Philadelphia market.

The firm consists of Harry and Charles Bobrow, who started in this business in a very modest way about three years ago.

Joseph Robinson, who formerly conducted the cigar and jobbing business of J. Robinson & Son, at Oklahoma City, Okla., was in Philadelphia this week conferring with Vetterlein Bros. whose goods he has arranged to sell in Oklahoma, Texas and Arkansas. Mr. Robinson has decided to quit the jobbing business, and will devote his time hereafter exclusively to work on the road.

The large brass sign which has adorned the front of the cigar store of J. C. Atherholt, 111 S. Broad street, fell from its fastenings last week. Two of the marble steps which lead from the side walk to the basement were broken, which will give some idea of the injury that would have been sustained by three young men who were coming up the stairs at the time, had the sign struck them.

The Nixon Cigar Co., recently organized and now engaged in the business at 42 S. 52nd street, is meeting with encouraging success on the "Nixon" cigar. This concern is located near several popular West Philadelphia theatres and moving picture houses, from which they are drawing considerable trade. They propose to place the "Nixon" cigar with dealers throughout the city.

The success which has attended the sale of T. H. Hart & Co.'s "Five of Harts" has been of such a consistent character that the firm is considering plans for increasing the output of this popular nickel cigar. New accounts have been opened among the clubs, cafes and larger retailers who buy all their goods direct from the manufacturer.

Perfecto Garcia, of Perfecto Garcia & Bros., of Chicago, recently visited this city and was very cordially received by the local tradesmen. The Garcia firm makes clear Havana cigars, and enjoy a large sale on them in the West, but have heretofore not made much effort to introduce their goods in this market.

An interesting bit of experience was related to a WORLD reporter a few days ago by Vance D. Kirk a retail dealer at 2516 Germantown avenue. Mr. Kirk has been identified with the trade since 1882. And during the time when he was a salesman he sold goods to the proprietor of an establishment which occupied the premises now in use by him.

At the age of 20 years he was conducting a store at 1615 Ridge avenue and nine years later moved into an adjoining building. About a year ago he took possession of his present establishment.

Frost Damages Tobacco Crop

Heavy Losses in Connecticut---Pennsylvania Growers Scared

HARTFORD, CONN., Sept. 14th.

REPORTS received today from Suffield, are to the effect that heavy frosts occurred there last night inflicting severe injury on standing tobacco crops. It is estimated that 800 acres were completely ruined and an aggregate loss is placed at $200,000 to $250,000, with a possibility that these figures may be even exceeded.

Other sections affected include Ellington, Tolland, and part of East Windsor, where damages estimated in the neighborhood of $75,000 occurred.

Westfield, Mass., growers are of the opinion that frost caused a loss of $150,000 to standing tobacco in Massachusetts.

Early in the season considerable tobacco in the Connecticut valley was ruined by hail.

LANCASTER, PA., Sept. 14th.

A light frost fell over Lancaster County last night, but no great damage was done to the tobacco crops. It resulted in every grower getting busy with cutting his crop. Farmers are offering laborers $2 to $3 per day in their anxiety to get through with the housing of their crops.

Poeples Tobacco Co. Asks More Damages

NEW ORLEANS, LA., Sept. 10th.

ANOTHER suit has been filed in the United States Circuit Court by the Peoples Tobacco Company against the American Tobacco Company for damages in the sum of $384,994.71, alleged to have been suffered by the plaintiffs since the filing of their suit some time ago for $506,780.55.

This makes the total damages sought by the Peoples Tobacco Company from the American Tobacco Company $891,775.26.

The petition states that the defendants have been found guilty of violating the Sherman anti-trust law, driving others out of business or compelled them to become parties to a combination.

The exception filed by the American Tobacco Company, was maintained in the first case by the lower court, but the Court of Appeals reversed this decision and the lower court must now pass on the merits of the case

PELICAN.

Fire Destroys Connecticut Tobacco Barn

A tobacco barn containing four and one-half acres of shade-grown tobacco located at Buckland, Conn., on a plantation owned by A. and S. Hartman, of Hartford, was destroyed by fire on the 9th inst. Loss is estimated at from $17,000 to $20,000. The origin is attributed to charcoal fires used to dry the tobacco.

Badger State Items

Jos. F. Cullman, Jr., of the New York leaf firm of Cullman Bros., was a recent visitor in the tobacco markets of this State.

Edward Pretzfeld, junior member of the New York firm of Pretzfeld and Company, has been visiting Edgerton, in company with their local representative, F. P. McIntoch, of Viroqua.

F. S. Baines the widely known leaf dealer was recently operated on at the Mayo Bros. Hospital, Rochester, Minn., for gall stones. He is now improving rapidly.

Walter Scotten, of the Scotten-Dillon Company, Detroit, tobacco manufacturers, was here recently in connection with an adjustment of their fire loss at Milton Junction.

TAMPA TIPS

Tampa Factories Busy on Rush Orders

Big Shipment to Pacific Coast by Jose Lovera Co. Attracts Attention

TAMPA, September 11th.

MORE activity has been noted here during the last two or three days than for some time past. A number of our manufacturers, who have been in New York or over in Cuba, have finished their trips and returned home preparatory to getting out their goods for holiday trade.

The Jose Lovera Company have now ready for shipment a solid carload of their choicest grade of Havana cigars, which will go through without a break from Tampa to Seattle, Wash. The Lovera Company include in this shipment some 500,000 cigars, and consider it probably the largest and heaviest individual consignment ever sent out of the "Cigar City." The goods go to one of the Pacific Coast brokers, and will eventually be lit around the Christmas dinner tables in far-off Alaska. The car containing the goods has been appropriately labelled, and during its long journey from one corner of the States to the other, countless thousands will be attracted by its appearance and the goods therein.

John H. Boltz, of the El Palencia Factory, left here last week for Havana, where he will secure as fine a selection of tobacco as he can possibly obtain. Mr. Boltz stated before leaving that their business was in most excellent shape, and he looked for the heaviest holiday trade of their history.

On Monday, September 4th, Corral, Wodiska y Ca. formally occupied the big addition to their plant at the corner of Michigan avenue and Fourteenth street. This addition is three stories in height with basement, is built directly alongside of the old factory, and in addition to the general stripping storage facilities will enable the firm to seat one hundred additional cigarmakers. From this number the force on "Julia Marlowe" goods has already been augmented by about sixty hands and the company wants as many more skilled Americans at once.

Joseph Straus, of Rey, Straus and Company, says that their recent campaign to introduce "Mi Rey" goods in the city of Tampa has been the most successful bit of work they have ever attempted. Their full line of cigars can now be found in every leading hotel and club and on over seventy-five stands in the city of Tampa, which means a whole lot for a comparatively young house.

W. H. Streeter, treasurer of the Streeter, Fernandez y Ca., reports that they are closing up a most successful year—one in fact which has far exceeded their expectations, and that the orders coming in from New York are of such a heavy quantity that they will have all they can do to take care of the demand for "La Rama." W. B. Osterman has recently arrived in this city to act as general office manager for this firm, and he is now comfortably located.

A. L. Cuesta is expected here in a day or two from Havana, where he has been for two weeks purchasing tobacco. Mr. Cuesta took his family with him during the past summer on an extended trip to Spain, arriving in Havana about a fortnight since.

The many friends of Dave Schein, who so ably represented "The Tobacco Leaf" in this market for a number of years past, will be glad to hear that he has associated himself with the factory of Salvador Sanchez & Company, and he will hereafter cover the South for this house, with his headquarters in Atlanta.

L. Pando, of Garcia, Pando and Company, arrived in Tampa from New York during the past fortnight, and will be located at the factory here for the next three months.

A. M. Goehring, general sales representative of the Exchange Cigar Company, states that they have had a very comfortable summer business on their "Great Duke" brand, and he is now preparing to get away for an extended trip all over the South, covering much of the territory which he did in the spring with much success. This factory is one of the best organized of our younger factories, and its progress has been both substantial and steady.

The management of the old Sanchez y Haya factory are in splendid shape to get out their tremendous volume of orders which has just commenced to pour in for the holiday business.

James J. Fernandez, secretary and treasurer of the Fernandez, Lopez y Ca. informs me that their business has continued phenomenally heavy along the Pacific Coast and the Middle West especially, so much so that they have had both their Tampa factory and their factory at Key West going full all during the dull season. This firm, who feature the "La Flor De Ramon Fernandez" and the "Manuel Lopez" are as well equipped as any factory in Havana to handle the most fastidious line of trade. President Ramon Fernandez, who makes his headquarters at Key West, is one of the pioneer makers of fine cigars in this country, and his son J. J. is one of the finest types of the young American business man in the cigar industry.

Contract Given for New Fendrich Factory

ACONTRACT has been awarded by H. Fendrich, of Evansville, Ind., for the erection of a new cigar factory in that city, replacing the structure destroyed by fire last year. The new plant will cost in the neighborhood of $200,000 and it is expected to have the plant ready for occupancy within six months.

The factory will face Oakley street, in the rear of the Willard Library and is so situated as to afford good railroad facilities. The operation will consist of several buildings, two of which will comprise the main factory buildings, and will face on Oakley street. The structures will be sixty-two feet wide and extend back two hundred and forty-one feet. These two buildings will be connected by concrete bridges at second, third and fourth floors.

The buildings are so planned as to eliminate all basements, but there will be ample light on all sides, and the finest of sanitation and ventilation. On each building will be erected a 50,000 gallon tank for water, one of which will be used to supply the plant with water, and the other as a pressure tank for automatic sprinkler system.

A warehouse of dimensions similar to the factory buildings will be erected on Pennsylvania street. It will be constructed of concrete and the walls made of hollow tile. Even the roof is to be of concrete, making it as nearly fireproof as it is possible.

The factory is to have room for seating 2000 employees and produce 100,000,000 cigars a year.

H. H. Engelbert, proprietor of the Wigwam Cigar Store, at 13 N. Eighth street, Richmond, Ind., has leased a new store in the building formerly occupied by the Second National Bank in the Vaughan Building at Eighth and Main streets. Extensive alterations are to be made and the store equipped with new fixtures.

Milwaukee Displays Home-made Cigars

MILWAUKEE, September 11.

MILWAUKEE, always known as "A Bright Spot," has adopted a new slogan, "Name It—Milwaukee Makes It," which just about fills the bill. In the cigar and tobacco line, Milwaukee is fast coming to the front.

An industrial exposition has been in session here during the past ten days at which Milwaukee products were featured. The "Harvester" cigar factory demonstrated how the cigars are made, two Cubans being stationed at a booth there. This cigar has proven one of the best sellers in this section, recently an order being placed with the C. B. Henschel Company for five thousand dollars' worth of labels and bands, which, it is admitted, is some order.

Business has been fairly good locally, and with fair weather should improve during the next week, this being State Fair week and many thousand visitors being expected.

Surman Company are enjoying their usual business, nickel brands are the feature in their windows. Steve Surman, who, a month ago, was taken ill with pneumonia, is again up and around.

Pollak Crombie Company make no complaint regarding the volume of business. For the next few weeks a practical demonstration will be given in their window, where the "Nameless," their private brand, will be manufactured. It is figured that sales on this particular brand will be considerably increased in consequence of the novel display.

Leo Abraham is doing a nice business at all stores. Sales on the "El Werth" have proven very good, new awnings advertising this brand have been placed in front of the stores. The Caswell Block continues to enjoy a large pipe patronage. I am informed that a sale will shortly be made of Calabash pipes which will create considerable excitement among pipe smokers. The repair departments has also commenced manufacturing a few high grade Calabash pipes which are causing much favorable comment.

Fay Lewis & Bro. Co. are doing a very good business on all lines, both wholesale and retail. The Pabst Building store made an attractive display of Milwaukee made brands handled by them, namely, the "Harvester and "Mi Carmen." Their sales on the "Harvester" are growing larger each month, the factory making the brand now employing more than ninety hands and still is not able to supply the demand. The Lewis booth at the Industrial Exposition handled all their best brands and was very well patronized.

Another attractive booth was that of the C. B. Henschel Manufacturing Company, well known makers of cigar boxes, labels and bands. Many well-known labels and bands were displayed to the many thousands of visitors, many of whom were unaware that the label of their favorite cigar had been designed and made in this city.

The Henschel Company, from a small beginning, has grown to be one of the largest concerns of its kind. Very recently a large addition was erected to their plant, making it modern in every respect. The company manufactures or handles the labels of many of the best known cigars made in the Middle West, among which are the "Harvester," "Mi Carmen," "Old Q," "Mi Lola," all high grade goods made in this city.

In mentioning the "Old Q," Dave Borun, the manufacturer, has a winner in the cigar which is growing steadily in popular favor. Cigar making is not the only successful undertaking of Mr. Borun, who is now erecting a moving picture theatre at Fourteenth street and North avenue.

The "Mi Lola" cigar is also winning popular favor and the demand is increasing steadily. The Bulit-Faust Cigar Co., who make this brand, have recently moved into their new factory, which is one of the most modern in the Northwest.

Mr. B. Fernandez, head of the "Mi Carmen" and "Harvester" factory, returned from Havana about a week ago and was taken ill with pneumonia. He is doing nicely, however, and will soon be able to be about.

O. A. KROMPAS.

New Factory of "44" Cigar Co.

THE continued strong demand for "44" and "Adlon" cigars has compelled the "44" Cigar Co. to enlarge its output, and in order to do this they found it necessary to open an additional factory. A well adapted building was found at 15-17-19 Spring street, New Brunswick, N. J., which was promptly leased, and after considerable alterations operations were begun there on September 7th.

B. Lipschutz, the originator of the "44" cigar, promises the patrons of the factory that the new branch will receive his close personal attention, and that the "44" standard will be fully maintained.

O. L. Myers, representing the "44" Cigar Co., left on September 6th for an extended trip through the West, and may go as far as the Pacific Coast. The sales force of the "44" Co. was recently increased by the addition of L. P. Lynn, an energetic young man, who will cover Southern and Northern New Jersey.

A Gathering of the Clans of Kline

Distinguished Assemblage of Jobbers and Salesmen Entertained by Cleveland Manufacturer

CLEVELAND, O., Sept. 8th.

IT has been said that when Edward A. Kline, president of E. A. Kline & Company, of this city, attempts to do anything he does it well; and it might be added that he does it in good taste and on a scale which skimps neither the cost nor the effort.

Everyone of the assemblage of cigar men who gathered here on September 2nd, as Mr. Kline's guests will more than confirm this opinion. These gentlemen were invited by Mr. Kline to become his guests at an informal gathering to talk over trade matters.

Lately, the Kline factories have been featuring stronger than ever their well-known brands of "Rigoletto," "El Symphony" and "Lettergram" cigars. With a view to considering the best means of promoting the sales of these goods, especially the "Rigoletto," Mr. Kline called together his selling forces and a number of the distributors who handle these cigars.

A dinner was given at the Haufbrau House to the guests, following which a number of informal addresses were made. E. A. Kline spoke on the subject of manufacturing "Rigoletto" cigars; Albert J. Leitch, on salesmanship and selling, and W. M. Armstead, on advertising. James J. Grothwol, of the Watt Cigar Company, Minneapolis, and J. Raubitschek, of Pittsburgh, also lent their advice in impromptu talks. The matter of selling "Rigoletto" cigars was threshed out by all those present and considerable light was shed upon the best way of obtaining results.

Following the dinner the guests were entertained at a theatre party and the next day they were all taken sightseeing.

Those present were:

Name.	Firm.	Address.
E. A. Kline,	E. A. Kline & Co.,	Cleveland, O.
H. T. Bumps,	J. L. Marcero & Co.,	Detroit, Mich.
J. L. Marcero,	J. L. Marcero & Co.,	Detroit, Mich.
Albert O. Billepp,	Morrison Plummer & Co.,	Chicago, Ill.
J. Raubitschek,		Pittsburgh, Pa.
Wm. Gardner,	C. C. Taft Co.,	Des Moines, Ia.
E. B. Chapman,	C. C. Taft Co.,	Des Moines, Ia.
Walter W. Austin,	Watt Cigar Co.,	Minneapolis, Minn.
Paul J. Jennings,	Watt Cigar Co.,	Minneapolis, Minn.
R. W. Dempsey,	C. C. Taft Co.,	Des Moines, Ia.
Chas. Tengler,	Watt Cigar Co.,	Minneapolis, Minn.
Everett R. Cox,	Cox & Harris Co.,	" "
Herb. C. Botts,	Watt Cigar Co.,	" "
James J. Grathwol,	" " "	" "
W. L. Grathwol,	" " "	" "
A. W. Wolf,	Baer-Wolf Co.,	Cleveland, O.
C. J. Duddleston,	E. A. Kline & Co.,	" "
S. Baer,	Baer-Wolf Co.,	" "
Max Mendelsohn,		New York, N. Y.
D. Lamont,	E. A. Kline & Co.,	Cleveland, O.
M. Kline,	" " " "	" "
F. S. McAllister,	" " " "	" "
Albert J. Leitch,	Business Counselor,	" "
W. M. Armstead,	N. W. Ayer & Son,	Philadelphia & Cleveland.
G. J. Mendelsohn,	E. A. Kline & Co.,	Cleveland, O.
Isaac S. Heller,	Lawyer,	New York City.
Charles H. Eckstein,	Secy. Wright Drug Co.,	Milwaukee, Wis.
Jack Baer,	Baer-Wolf Co.,	Cleveland, O.
Jos. Sinek,	" " "	" "
B. F. Elias,	" " "	" "
Louis S. Wolf, Mgr.,	" " "	" "
Jack Rigoletto Zimmerman,	The House of Crane,	Indianapolis, Ind.
Jack E. Meriwether,	The House of Crane,	" "
Wm. Lineweaver,	E. A. Kline & Co.,	Cleveland, O.
Albert Anderson,	C. C. Taft Co.,	Des Moines, Ia.
Jas. W. Coates,	C. C. Taft Co.,	" "
Ike Steiner,	The House of Crane,	Indianapolis, Ind.
David J. Davis,	" " " "	" "
Fred J. Lentz,	" " " "	" "
Wm. A. Bogardus,	" " " "	Louisville, Ky.
James Johns,	" " " "	Noblesville, Ind.
Berg A. King,	" " " "	Indianapolis, Ind.
H. T. Hull,	" " " "	Indianapolis, Ind.
Geo. W. Schellhorn,	" " " "	Evansville, Ind.
C. E. Benfro,	" " " "	Louisville, Ky.
W. E. Cooper,	The McPike Drug Co.,	Kansas City, Mo.
L. S. Tibbals,	The Wright Drug Co.,	Milwaukee, Wis.

The Fay Lewis & Bros. Co., Milwaukee, have added a wholesale pipe department to their business, and are specializing upon the products of S. M. Frank & Co., of New York. E. T. McGuire is in charge of the pipe department.

KEY WEST KLIPS

Holiday Rush Strikes Key West Factories

Extra Hands Being Put to Work as Fast as they Arrive from Cuba

KEY WEST, FLA., September 9.

THE first part of September marks the beginning of the holiday rush and many of the factories are already crowded with orders, while at others the number of orders is increasing daily, and it will be but a few days before all of the shops will be going full blast in an effort to meet with the demands.

It is stated throughout the trade that the class of goods ordered this year is better than before and the orders are being sent in in larger numbers and for more goods. Many of the factories have had their orders increased from 25 to 50 per cent., while others have noted increases of 100 per cent.

The new crop is maturing rapidly, and it is being worked to a greater or less extent in practically all of the factories in Key West.

Practically every steamer that comes to Key West now brings cigarmakers, and all of the good ones are being seated as fast as they arrive. The Key West manufacturers enjoy the distinction of having practically no cigars returned on account of poor workmanship, and they are very anxious to maintain this record. To that end they are very particular in employing workmen, and a cigarmaker must be able to turn out good work to hold his place here.

The Key West extension of the Florida East Coast Railway over the Keys is rapidly nearing completion, and the plans for the big celebration to commemorate the event are maturing in a like degree. All of the manufacturers are very much interested in this celebration and they are taking steps to advertise the Key West cigar as it has never been advertised before. As the celebration is to be international in scope, the advertising campaign will be conducted with this in view. Representatives of foreign nations will be here and the manufacturers are going to see to it that they are made fully acquainted with the merits of the Key West cigar before they leave.

Another item of interest is the proposed new fast mail steamship line which is soon to be organized. This line is to make quick sailing from New York to the Panama Canal, and it is more than probable that Key West will be a port of call for the reason that the mail contracts require that the steamers make a stop at a port in the southern part of the United States before leaving for Panama. This will facilitate the shipment of cigars to Panama and South American ports and open up a vast territory for the Key West product which has not yet been developed to any appreciable extent.

A fine ten-pound boy has just arrived at the home of Mr. and Mrs. Frank H. Gato in Havana. Mr. Gato is the treasurer of the E. H. Gato Cigar Company.

A. L. Sylvester, head of the leaf department of the American Cigar Company, is expected to arrive here today and will remain for two or three days in the interests of the company.

It is not likely that the Havana-American Company will move to the rebuilt building on the County Road until the first of the year. The construction of the factory was delayed for various reasons, and as it will be impossible to move until some time in November, it is thought better to remain in the present quarters until after the holiday rush is over. The actual work of moving and the delays and inconvenience incident to getting settled down after moving would cause the company to lose at least a week, and this would be impracticable during the rush season.

R. Fernandez, of the R. Fernandez Havana Cigar Company, is in Cuba on a tobacco buying trip. He will return next week.

Newton Curry, of the Cortez Cigar Company, is calling for bids for the erection of a handsome residence, which, when completed, will be one of the finest homes in Key West.

Manager Walter J. Lightbourn, of the Cortez factory, is now in Washington with his family. Mr. Lightbourn has been spending some time at Capon Springs, Va. He will be home again in a few days.

Orders for over 1,000,000 cigars are now on file at the Cortez factory and more are coming in by every mail. They are working a full force there and the new annex is also crowded.

A shipment of 115 cases for shipping cigars was received by this company this week. This is an unusually large order and denotes the rush of business.

The M. Perez Company has found the present quarters too small to take care of their increasing business and the factory has moved to the large building on Fitzpatrick street, formerly occupied by the Fernandez, Lopez Co.

The customs force has been working short-handed for the last several weeks. The cause being the continued illness of Inspectors Peter H. Williams and L. Andrews. Judge Ramon Alvarez, chief deputy collector of customs, has also been confined to his home on account of illness.

N. B. RHOADS.

Detroit Doings

DETROIT, September 10, 1911.

THE sale of stamps at the local office of United States internal revenue indicates that there was an increased output in August of about two million cigars in the first district of Michigan beyond the output of August, 1910, while there was a slight decrease in the manufacture of tobacco, the increased sale of stamps being accounted for by the added 33 1-3 per cent. tax on manufactured tobacco. The amounts are as follows:

	Cigars.	Tobacco.
August, 1910	$65,870.83	$139,238.83
August, 1911	71,783.46	171,656.45

There is nothing in sight to warrant a falling off, so it is safe to prognosticate a big September with our manufacturers.

Many intimate friends of "Johnnie" Jacobs were inexpressibly shocked when they learned of his death by suicide at the Wayne Hotel a few days ago. The first knowledge of the act was gained when a chambermaid entered his room to clean it and found his body with a bullet hole through the right temple. Mr. Jacobs represented the well-known New York cigar firm, Leopold Powell Cigar Company, was likeable, popular and supposed to be successful. From letters found in the room it is thought he had been meeting with ill-luck of late and had become despondent.

A brother in New York City was wired at once by Coroner's Clerk De Laurier and cared for the body.

President Oscar Rosenberger, of the San Telmo Cigar Manufacturing Company, who was called East to the bedside of a very sick brother, has returned to Detroit and reports his brother recovering and out of danger.

Fred Rosenfield, well-known wholesale leaf dealer, has gone East to look over the tobacco market. Meanwhile, Heine Cahen is on the job at headquarters.

Commodore M. B. Mills, president of the Banner Cigar Manufacturing Company, provided his annual treat to several hundred children from the Protestant Orphan Asylum and the Home of the Friendless. A steamer ride down the Detroit River and a picnic, lunch and games on Bois Blanc Island was part of the program. Everybody happy.

Miss Sadie Freedman, of the office force of the Detroit Cigar Manufacturing Company, has returned to her desk after a two weeks' heart crushing expedition to Cedar Point, Ohio.

James McNee, prominent cigar manufacturer of London, Ont., was in town the past week

Art. Cohen, of Jackson, Mich., also sneaked into town one Sunday to see a ball game. The "Tigers" won, so Art. went home happy.

Allen Bricker, of William Tegge & Co., is sending nice fat orders in from the Southwest. Mr. Tegge, whom your correspondent visited recently, reported his force working overtime. Moreover, he is immensely pleased with the success of "Van Ruyter," their newest ten-cent creation. It is a fine Sumatra wrapped, Havana filled cigar. The label is a thing of beauty. This new cigar bids fair to rank foremost among the many sterling high grade brands that have made this city famous in cigar circles.

Messrs. Spietz and Worch, of the Spietz & Worch Co., recently returned from New York, where they had been on business.

One of the lively stands of the town is at Hotel Tuller, presided over by two girl hustlers, the Misses Etta De Boe and Pearl Cozzens. Leading sellers are Henry Clay and Bock & Co.'s "Integridad," "El Sidelo," "Pastora," "El Verso," "La Azora," "Swift," etc. In five-cent goods "Cinco" and "San Felice" are leaders.

Mr. Joseph Cullman, of Cullman Bros., Middletown, O., and New York City, was here on business a few days ago.

Elmer Crane, of the House of Crane, Indianapolis, was a visitor.

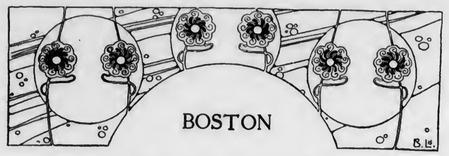
Carl Kaffenburgh, of I. Kaffenburgh & Sons, Boston; Victor Ettlinger, E. Hoffman & Son, New York; Sam Bijur, E. Rosenwald & Bro., New York; Jerome Waller, Jos. Gans & Co., New York, were also here on business.

S. F. H.

Green River Growers Supporting Pool

THE tobacco poll of the Green River Tobacco Growers' Association has been closed, with the largest percentage of the tobacco raised in that section of the State duly pooled, and the association has broken all previous records for the extent of its operations. The officials of the association are urging the poolers to instruct the board of control, which body has the power to negotiate a sale for the crop, not to sell this year's crop for the amount received last year but to demand a greater price.

The Giltner Plantation Co., of Robertsdale, Baldwin County, Ala., has been incorporated with a capital of $6,000.00 to grow Sumatra and Havana tobacco, and do a general land business.



Boston Business Conditions Brighter

Price Cutting May Cause Local Trade Changes

BOSTON, MASS., September 12, 1911.

THE most encouraging news of the week was the report of a movement having been started among cut-price druggists to raise the price on all popular brands, now being sold at a nickel, and advancing it to seven cents. It applies particularly to cigarettes, and legitimate retail cigarists are hopeful that such an arrangement will be effectually consummated.

It has rained steadily the past week in Boston, which dampened the spirits of tobacco dealers, especially the retailers, as it hurt business. However, Labor Day was an exceedingly busy and profitable day and trade conditions have improved since then. All of the larger cigar factories are working at full capacity, more especially the H. Traiser & Co., Inc., and Waitt & Bond, Inc., establishments.

Owing to the constant rain during the Aviation Meet there was not the spirited bidding for cigar and tobacco privileges as usually obtains at this popular locality.

Edward C. Van Gordon, formerly with the Barnes-Smith Co., of Binghamton, N. Y., has taken charge of the factory of A. B. Smith & Co., makers of the "3-20-8," in this city.

Daniel Frank, of Daniel Frank & Co., has returned from his outing at Old Orchard Beach, Maine. Cornelius J. Haggerty, with the same firm, has returned from his vacation.

Louis Hyneman, of Hyneman Bros., New England agents for "Hoffman House Bouquet" cigars, has returned from a several weeks' motor tour throughout the White Mountains and Canada.

James W. Donnelly, a Springfield, Mass., cigar manufacturer, has filed a voluntary petition in bankruptcy, giving liabilities as $3718 and assets at $840.

Ralph W. Cushman, until recently teller of the Wildey Savings Bank, Boylston street, has resigned his position and departed for the Island of Jamaica, where he will conduct a tobacco plantation.

H. Traiser & Co., Inc., are now producing over one million weekly of their popular five-cent brand, "Pippin." This brand is about the most extensively advertised in the United States.

Waitt & Bond, Inc., manufacturers of the "Blackstone" ten-cent cigar, will erect shortly one of the largest and most complete cigar factories in the United States. The building will be of cement, six stories in height, with basement. The site for same will be at Columbus avenue and Benton street. When the building is completed they will discontinue their present quarters.

The R. J. Reynolds Tobacco Co., Winston-Salem, N. C., have been occupying quarter-page spaces in Boston newspapers, devoted to "Prince Albert" smoking tobacco, which is very popular in this vicinity.

Ehrlich & Kopf, Court street retailers, have been featuring "London Sherbet" tobacco, put up by the Falk Tobacco Co., New York, Richmond and London, giving as a bonus a briar bowl with each package.

Mr. Wheeler, with McGreenery & Manning, 24 Fulton street, is on a vacation.

Among the retailers, the WORLD man finds that "Twelfth Night" cigarettes are rapidly becoming popular, many dealers formerly not carrying them having stocked up to meet the demand.

Frank X. Oberle & Co., Marshall street, manufacturers of "Bostonia" ten-cent cigars, are conducting a newspaper campaign on this popular brand.

Other manufacturers recognizing the merits of judicious advertising are Driscoll & Fitzgerald, "Elcho" ten-cent cigar; Goldsmith, Silver & Co., "M. C. A.," and the C. C. A. factory.

The American Tobacco Company have announced a raise in prices of their cigarettes, averaging fifteen to twenty-five cents. "Mogul" and "Murad" have been raised fifty cents.

Tobacco Market for Shelbyville, Ky.

A MOVEMENT is on foot to establish a loose leaf tobacco market in Shelbyville, Ky. A company has already been formed to purchase a two and one-half acre tract of land for the building. Growers are heartily in accord with the proposition and assert they will have no difficulty in raising the $10,000 required for the building. Committees are actively at work soliciting subscriptions.

New Orleans Budget

NEW ORLEANS, LA., Sept. 12th, 1911.

AMONG the speakers at the labor festival, Labor Day, was Frank Celcis, of Albany, N. Y., organizer of the Cigarmakers' International Union of America. The subject of his address was the "Union Label."

The death last week of George Powell, well known to many of the older tobacco people as a large exporter of the "Black Cat," Kentucky leaf tobacco, removes from the tobacco world a man who during his time was one of the most prominent men in the trade.

George Moray, Magazine and Jackson avenues, is making his deliveries in a handsome commercial automobile delivery car.

The Independent Cigar Stores Co., St. Charles and Gravier streets branch, have been making a drive on "Cloverita," a small ten for five cents cigar. One of their windows has been devoted to a display of that brand for the past week.

A. P. J. Segassie, one of the largest retailers in the city, says he has had a very satisfactory business.

Popular Jim Fox, proprietor of the Crescent Hall cigar stand, has been in Memphis, Tenn., on a business trip.

Manager Leon Patty, of U. Koen & Co., has returned to the city from a trip through the territories covered by his salesmen. Mr. Patty is also proprietor of the Southern Cigar & Tobacco Co., Camp and Gravier streets. While absent from the city he purchased several new brands to add to the stock of his store.

PELICAN.

Cypress Wood for Plug Tobacco Boxes

THE suitability of cypress for tobacco boxes has been made the subject of tests for some months, by the U. S. Department of Agriculture in co-operation with packers of plug tobacco and manufacturers of cypress lumber. Results have been obtained which are announced as highly satisfactory.

The manufacturers of plug tobacco have been large consumers of wood for many years. Owing to the tendency of tobacco to absorb taste and stain from wood when brought in contact with it in the box, much difficulty has often been met in procuring suitable box material. Sycamore has always been considered one of the best woods for that purpose, but it has become scarce and expensive, and the search for substitutes is active.

The tests which have recently been concluded were brought about through the desire of plug tobacco manufacturers to procure satisfactory box material, and on the part of southern cypress mills to dispose of large quantities of short lumber which accumulate at their plants because there is small demand for it. In size and grade it is such lumber as tobacco box makers use. The mill men furnished the cypress lumber for the tests, and the tobacco manufacturers made the boxes, filled them with tobacco, and subjected it to conditions that would bring out any unsuitable properties the wood might have.

A summary of results shows that plug tobacco kept four months in cypress boxes remained sound and in good condition and absorbed no taste from the wood. The box itself is not considered quite as handsome as sycamore, but it is lighter in weight, an item worth considering when large shipments are made. The chief economy, however, consists in finding plentiful material for boxes which will meet the needs of the packers, and at the same time providing a market for a class of lumber which heretofore has been in small demand.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Pennsylvania At a Glance

LANCASTER.

THE report of the Collector of Internal Revenue made public some days ago shows by the sale of cigar stamps, that there were manufactured and presumably sold during the month of August over sixty-three and one-half million cigars. Although this is not so large a production as was shown in 1910 by nearly one million, it is somewhat surprising because everyone had expected the figures to show a much greater decrease, for there were many complaints by manufacturers of dull business. With the exception of June, the August output is the largest month of this year.

Those manufacturers who were among the less fortunate in the way of receiving orders, declare that others must have been stacking up their goods, but such an argument is not very tangible because no manufacturer would stack up goods bearing revenue stamps that represent three dollars per thousand cigars. Revenue stamps are seldom bought unless there are shipping orders on hand, and the sale of stamps by the Revenue Department is a good barometer of trade conditions.

Of course, even though stamps representing this more than sixty-three million cigars were purchased, that in itself is not an absolute assurance that this amount of cigars had been actually manufactured during the month, for it may be that in instances some goods manufactured previously were stamped in August.

There were comparatively few new factories licensed in August, and some of the older establishments had some difficulty in keeping their usual quota of cigarmakers busy.

L. E. Ryder left last week on his customary fall trip and will proceed as far as the Pacific Coast before returning.

Harry Hendren, the "Centre Square" cigar man, has returned from a vacation tour through New England.

M. Kinports, of Ephrata, has been advertising in local papers for fifty more cigarmakers, and also for fifty or more young persons to learn cigarmaking. Mr. Kinports is the local manager of several branches of the United Cigar Manufacturers' Co. located in Lancaster County, at which factories large forces of cigarmakers are employed.

Simon Shissler, the popular Queen street cigarist, is at present sojourning at Asbury Park in company with his family.

Ed. Root, of John G. Root, manufacturer, at Reamstown, was on a couple days' business trip to Philadelphia last week. Mr. Root has an old established business, and has for a number of years been paying special attention to the manufacture of the "John Brown" 5c. cigar.

YORK.

The cigar industry of York County during August was not so poor as one might have thought had they judged by the complaints heard from manufacturers. The sale of stamps shows that his division of the Ninth District had an output during last month of 32,775,000. This was 3,770,500 more than the production during July. It also exceeded the production of a year ago by 778,280.

Manufacturers all declare that business is not as brisk as it should be. We will admit that and at the same time we should be satisfied with good enough.

The Ninth District as a whole produced fewer cigars during August this year than it did last August, but this division of the district shows a rather healthful increase. Consequently, it is the other portions of the district which must have felt a falling-off more severely.

During last month there were issued fourteen new licenses for cigar factories, which have been bonded for a total employment of two hundred and twelve hands. Most prominent among the fourteen new ones is the Gilt Edge Cigar Co., of York, which expects to employ thirty hands. B. M. Hannigan, of East Prospect, will also operate with about thirty hands. The National Tobacco Co., of Red Lion, has been licensed to operate fifty hands.

Other factories and their capacity are as follows:—Lillie Herr, Yoe, three hands; Luther C. Frey, Dallastown, five hands; Dallastown Scrap Tobacco Co., Dallastown, fifty hands; H. C. Smith, R. F. D. No. 3, Red Lion, two hands; Mayron F. Poff, Craley, one hand; C. A. Godfrey, Red Lion, five hands; Charles M. Gohn, Windsor, five hands; Edward A. Young, Hanover, twenty hands; Nettie S. Landis, Windsor, two hands; Henry F. Smith, R. F. D. No. 1, Red Lion, four hands, and Elsie V. Boyer, 431 Girard avenue, York, five hands.

H. A. Waughtel of the C. D. Myers Cigar Co., of Red Lion, recently returned from a two weeks' trip through the Middle West, during which time he attended the convention of the order of Moose, at Detroit.

A. F. Fix, of Dallastown, who had been touring the New England States and Canada by auto, returned to his home last week highly pleased with his outing. He says he is fully prepared for an active fall trade, and feels that business is going to be good.

Some effects of Charles W. Snyder, cigar manufacturer at Yoe, were recently sold at sheriff sale. The house was bought by B. S. Taylor of that town for about $2,000.00. Mr. Taylor within a very short time reconveyed it to another purchaser.

The cigar business at Craley seems to be holding up well for this time of the year.

READING.

The cigar manufacturers, generally speaking, seem to be rather optimistic about fall business. They are much encouraged by the fact that the summer trade has been rather fair, and some advance orders have already been booked for fall delivery.

George W. Lehr, maker of the "Potentate" 10c. cigar and "Lehr's Smokers," a nickel product, at 912 Penn street, has purchased a property at 1146 Perkiomen avenue, upon which he is now building a garage and a one-story brick tobacco factory. "Lehr's Cigar Clippings," which have quite a sale in Reading and through the mining regions throughout the State, will be put up in the new factory.

The J. W. Williams Co. succeeded the Kline Cigar Co. on Cedar street, a short time ago, and are now getting fairly under way. One or two new brands will soon be put on the market, and the firm has every prospect of building up a good business.

Warren V. Witherspoon, a young man employed by the Burley Tobacco Society at Louisville, Ky., has filed suit against the Kentucky Traction and Terminal Company for $5,146.50 damages, alleging that on May 30th, 1911, a car belonging to the defendant company negligently collided with the vehicle in which he was riding with his wife and child.

The Tobacco Industry in Foreign Countries

THE Bureau of Manufacturers of the Department of Commerce and Labor has prepared the following interesting data concerning the tobacco industry in several foreign countries, through the consuls stationed in the several countries to which reports refer:

AUSTRIA.

The projected increase in price by the Tobacco Administration of all its manufactures went into effect on July 1. The only exception is snuff, and though ordinary smoking tobacco is marked at the same figure, the general rise finds expression in packages of smaller bulk. The cheap so-called "Sport" cigarettes have been raised from two-fifths to three-fifths of 1 cent each, and as these are smoked by the poorer class of wage earners, the difference in outlay will be very great to the consumers, amounting to $1.20 to $1.80 a month at 20 to 30 cigarettes per day. This means 6 to 9 per cent. of their earnings at an average monthly wage of $20. The increase in the price of the various kinds of cigars is somewhat higher.

The extent of the increase may be estimated by a glance at the detailed figures of consumption for 1909, the latest available statistics. In that year 5,051,000,000 cigarettes of the kind now costing one-fifth of a cent more each were sold. Of cigars now costing one-fifth of a cent more 821,000,000 were sold, and 258,000,000 of those increased in price two-fifths of a cent. It is computed that the increase in profits, with due consideration of the lesser consumption to be anticipated, will amount in the beginning to $4,000,000 annually, and afterwards to $6,000,000 and more. As, however, a part of this will be applied to the manufacture of generally better qualities, the increase in receipts will have to be higher than the increase in profits, and even at decreased consumption must amount at first to at least $5,000,000 annually, and later on to as much as $6,000,000 or $7,000,000. The total receipts of the Tobacco Administration in 1909 amounted to $55,216,000.

The last increase in tobacco prices took place in 1888. At that time the decrease in the sale of tobacco was very great, and some years passed before the deficiency was equalized. The prices of cigars only were raised, and it was this that is supposed to have led to the markedly increased consumption of cigarettes now obtaining in Austria.

SIBERIA.

Tobacco growing in Western Siberia is carried on principally in the territories populated by the Siberian Cossacks, along the Irtish River and the Altai Mountains. The area under cultivation aggregates 364 dessiatines (983 acres), and it is expected that this year's crop will yield about 2,160 pounds per dessiatine (800 pounds per acre).

All the tobacco plantations in these regions are insignificant in area, and the work is done chiefly by women. It is estimated that there are 7,000 persons engaged in the industry.

Of late there has been some improvement in sowing a better variety of tobacco seeds, principally along the Irtish River, where Persian and American ganja have been introduced, and the planters who formerly received 40 to 50 kopecks per pood (21 to 26 cents per 36.1 pounds) are now realizing on an average 2.75 rubles ($1.42) per pood for their product. However, it is still impossible to utilize hired help in the cultivation of tobacco in these districts, for the reason that the manuring and irrigating of the plantations eat up the profits received for the crop. It is estimated that the Irtish Cossack population derives from tobacco culture, as an auxiliary occupation, $10,300 to $15,450 annually.

Approximately 30 per cent. of the tobacco produced is consumed locally, while the remainder is sold at the nearby fairs and in the city of Omsk. A considerable amount of tobacco is exchanged for novelties, notions, and other goods.

ARGENTINA.

The value of tobacco in its various forms consumed in 1910 in Argentina was $39,098,449 American gold, an increase of $3,010,025 over 1909. The value of the domestic products of tobacco for 1910 amounted to $31,077,608 and the importations to $8,020,841. Of the increase in the consumption in 1910 only $280,219 was in imported products. In 1910 the Argentine cigar factories produced 99,098,257 Tuscan cigars, an increase of 31,416,513 over 1909, while the importations of foreign cigars fell off in numbers to the extent of 5,261,575. In 1910 there were 12,043,565 kilos (kilo=2.2 pounds) of tobacco used in the cigar and cigarette factories in Argentina, of which 6,884,891 kilos were grown in the country. There was an increase of 28,440,727 in the number of packages of cigarettes sold, an increase of 25,661,096 in the number of cigars sold, and a falling off of 25,400 kilos in the quantity of smoking tobacco sold. The internal-revenue taxes on tobacco in its various forms amounted to $9,902,764 in 1910—nearly half of the total internal-revenue taxes for that year.

BELGIAN KONGO.

The use of tobacco is one of the first habits acquired by the native blacks of Africa from the white man. Women as well as men are very fond of their pipes. Thus, with the opening up of new districts to trade and the increasing purchasing power of the natives, the market for tobacco is growing, especially for leaf and cheap prepared pipe tobacco.

During the year 1909 there was, in round numbers, $73,000 worth of tobacco of all kinds imported into the Belgian Kongo. Of this amount $33,000 represents the value of cigars and cigarettes, and $40,000 all other kinds, but principally leaf tobacco. During the first six months of 1910 the total value of tobacco imported amounted to about $43,500, including $21,500 worth of cigars and cigarettes. The origin of the remaining $22,000 worth was as follows: Belgium $10,000, England $5,060, Holland $3,440, Germany $1,900, France $820, and all other countries $780, with no direct importation from the United States.

An investigation indicates that the greater part of leaf tobacco imported is Kentucky and Virginia, originating in the United States, and next in order comes Sumatra and Java leaf, originating in the Dutch East Indies. Tobacco, as well as practically all American goods that reach the Kongo, are bought by Antwerp, Liverpool, or Hamburg houses and resold for shipment to the Kongo. Now, however, since the establishment of a New York-West Coast steamship service by Elder Dempster & Co., it will be possible to make direct shipments to the Kongo at cheaper rates, and American exporters will find it an advantage to make direct sales. The freight rate on tobacco from Liverpool to Boma is at present 42s. 6d. per ton of 2,240 pounds, plus 10 per cent. primage, or, in American currency, about $11.37 per ton, including the primage. The rates from New York via the new direct line can be learned from the Elder Dempster & Co.'s agency in New York City.

Prices—Peculiarities of the Trade.

The prices of leaf tobacco c. i. f. Boma range from 10 to 12 cents per pound, as given in a State publication, and from 15 to 17 cents, as taken from the books of a prominent trading house. The duty on all kinds of tobacco is 10 per cent. ad valorem on a value 20 per cent. higher than indicated in the invoice, or actually 12 per cent. on the indicated value. This leaf sells for 22 to 40 cents per pound at retail.

Leaf tobacco for export to the Kongo should be selected to suit the tastes of the natives. It should be black, moist, and strong, the leaves as long as possible, and bound six or seven leaves to the bunch. Length and color count more to them than weight or fineness. Shipments should be made in zinc-lined cases of 25, 50, or 90 kilos (kilo=2.2 pounds) and prices should be quoted in francs (franc=$0.193) per kilogram, c. i. f. Boma or Matadi.

There are in the Kongo, and in fact all along the West Coast of Africa, very few important independent trading houses. Nearly all the factories, as they are called, are only branches or agencies of head houses in Europe, where all the buying of merchandise is done. This fact, in addition to the absence of direct steamship communication between America and the Kongo, has tended to discourage American trade. Both of these obstructions have now been partly eliminated. In addition to a direct steamship line, there are at least two prominent trading houses with headquarters in Boma.

LIBERIA.

The imports of leaf tobacco into Liberia for 1910 amounted to 394,686 pounds, valued at $61,598. Of the total import, Germany furnished 278,221 pounds, the United Kingdom 75,675 pounds, Holland 26,177 pounds, and the United States 14,613 pounds. The chief ports of entry were Cape Palmas with 110,567 pounds, Grand Bassa with 81,826 pounds, and Monrovia with 81,614 pounds.

Report of Tobacco Crop Conditions, Sept. 1, 1911

THE crop reporting board of the Bureau of Statistics of the United States Department of Agriculture estimates, from reports of its correspondents and agents the following crop conditions:

Crop ¾	Condition, Sept. 1.			Aug. 1,	Acreage, 1911. P. C. of	
	1911.	1911.	10-yr. Aver.	1911.	1910.	Acres.
Tobacco	71.1	77.7	82.3	68.0	72.4	893,200

Yield indicated by the condition of crops on September 1, 1911, the final yields in 1910, and the average for 1906-1910 are as follows:

Crop ¾	Yield per Acre.			Indicated Total Production 1911, compared with total production in 1910.	
	1911 Indicated by Condition.	1910 Final.	1906 1910 Aver.		1906-10 Average.
Tobacco, lbs.	714.6	797.8	826.0	64.8	79.1

The Editor's Letter-Box

ROCHESTER, N. Y., August 29, 1911.

Editor, THE TOBACCO WORLD.

Dear Sirs: Can you kindly inform us who are the manufacturers of the "Contract" cigar? We shall be pleased to receive this information, as we are desirous of looking into their brand.

Very truly yours,

ROCHESTER GROCERY CO.,

Cigar Department.

Answer: George L. Storm & Co., 409 Lafayette street, New York City.

Conventions and Holidays Benefit Frisco Dealers

Thousands of Visitors in the City---Exceptional Cigar Business Done---More Celebrations to be held

SAN FRANCISCO, CAL., September 8, 1911.

LOCAL cigar dealers have been enjoying a rather lively time during the last couple of weeks, in the presence of thousands of visitors, attending various conventions and celebrations. The recent sessions of the International Typographers were attended by large delegations, and the Grand Aerie session of the Fraternal Order of Eagles brought, it is estimated, over fifty thousand out-of-town people to this city. There being two holidays, Labor Day and Admission Day, this week serves to keep many visitors in the city, which is still gaily decorated with flags, bunting and the like. Merchants in general have been benefited considerably by the large crowds here, and the cigar stands have had a period which has not been equalled in two years. The local jobbers also reaped quite a bit of benefit from the stay of the visitors, and report business to be in a much better condition than early last month. The gala season is not over here, as in October a grand celebration is to be held in honor of the visit of President Taft, who will be here about the 13th to break ground for the exposition in 1915. At that time a carnival similar to the Portola celebration held in October, 1909, will be held for a period of several days.

H. L. Judell & Co., San Francisco distributors for the "Watt," "Elisardo" and other brands, report a marked change in business over that of a month ago, the house having oversold on the "Watt" cigar lately. Orders for increased shipments have been forwarded to the factory and it is expected that a shipment will be here within a few days. Emil Judell has just returned from a trip to Northern California and Southern Oregon, where he had great success with his two leading lines. He is now covering the Santa Clara Valley. The firm is looking for larger quarters for its growing business, but has as yet found no suitable place into which to move. H. L. Judell, head of the house, has been elected one of the directors of the Travelers' 1915 Congress, a corporation recently formed in this State with a capitalization of $50,000, to build a reception hall for the traveling men in various branches at the coming exposition. The directors will participate in the reception to President Taft next month. The company has ordered a large batch of holiday packages of the "Elisardo" cigars to be here in time for the October celebration.

Edward Wolf & Co., California street jobbers, have just closed an exhibit at the California State Fair held in Sacramento, at which an elaborate display of the company's leading lines was made. The "Don Antonio," manufactured by H. Anton Bock & Co.; the "Flor de Villar," "La Insular," the popular Manila cigar, and the "Por Larranaga," imported cigars, were among the lines displayed, as well as "Nestor" cigarettes. One of the company's traveling men—Manfred Reinhart—who has been spending some months on a vacation, touring Europe, writes from Rotterdam of his intention to leave for the United States about the middle of September.

L. Macken, proprietor of the Sisson Drug Store, Sisson, Cal., has been spending a few days in town ordering stock from the local jobbers. Another visitor is Fred J. Hollis, of "The Reception" cigar stand, of Dunsmuir, Cal.

Eddy Duffy, of the wholesale department of M. A. Gunst & Co., who has been for some time in the California street store, has taken a position of assistant manager in the Portland branch of this firm, having left San Francisco late last month. His place has been filled by A. Mackillop, who has been in the office of the company for some years. Mr. Mackillop speaks well of the firm's business with the better grades, the "Van Dyck" and the "General Arthur" going with especial success. In fact the company recently became oversold on the "Arthur" and is now waiting for shipments to fill orders which have been coming in quite heavily during the past week or so.

Manuel Lopez, San Francisco representative of Fernandez, Lopez y Ca., states that goods are arriving more regularly from the factory at Tampa than has been the case since the removal of the factory from Key West. With a steadier and larger supply, the local branch is pushing its line with marked success both in this city and in out-of-town territory. One of the traveling men—W. H. Fisher—is doing well in the Sacramento Valley with the "Lopez" brands. Another representative of the firm, George Gallick, is at present making the Eureka territory.

Frankel, Gerdts & Co., manufacturers of "La Natividad," continue to run their factory with full force, in effort to keep abreast of orders being sent in by the various traveling men of the company. One of these men—Charles Koening—has been spending some time with the Sacramento Elks, who have been sojourning at Lake Tahoe. A. A. Reardon, the Northwestern traveling man, recently took a good initial order from the Ryan Mercantile Company, of Great Falls, Montana. The Spokane territory proved a very profitable one for this representative, who will return shortly to his headquarters in Portland. Mr. Gerdts has recently received word from his partner, Mr. Frankel, who has been in Havana about three weeks, that up to the present time he has been unable to secure the services of a competent manager for the company's stripping factory and that it is possible that the company will have to have its stripping done in the future on the outside. Mr. Frankel writes that the prices on raw leaf will be extremely high this year. After a stay of about two weeks more Mr. Frankel intends to start for San Francisco.

J. L. Hanly, a cigar manufacturer's agent, of Kansas City, is registered at the Palace Hotel in this city.

Sam Newmark, a prominent local retailer, now located at Pine and Liedesdorff streets, will soon take over the management of the Crystal Palace cigar stand, recently opened on Kearney street, near Market, as Mr. Cross, former owner, is leaving the business on account of ill health.

Forty Spokane retail cigar dealers have formed an association, with branches in Seattle and Tacoma, for the purpose of improving their condition, one of the first things occupying their attention being the fight for the maintenance of right prices. James M. Jamieson has been elected president.

Arnold & Peters have opened a cigar stand at 1257 Market street, in the City Hall Building, near Eighth street. The "Pinzon" cigar will be the leading brand carried.

Charles Mattheas & Co. have been doing a fine business with the "El Wadora" cigar, manufactured by Sig. C. Mayer & Co., Philadelphia. This nickel cigar is growing in popularity and the local representatives are at times handicapped by the inability to get enough goods.

Sig. Kahn, proprietor of a stand on Ellis street, near Powell, has sold his interest to Levy Brothers.

R. E. Starr, of Boltz, Clymer & Co., has returned from a vacation spent in the Sierras.

E. M. Elam, of E. M. Elam & Co., importers of Manila cigars, has returned from an extended trip in the Northwest territory, having featured "La Giralda" with great success. The Northwestern agency, Mason, Ehrman & Co., of Portland, are building up a fine trade for these imported goods.

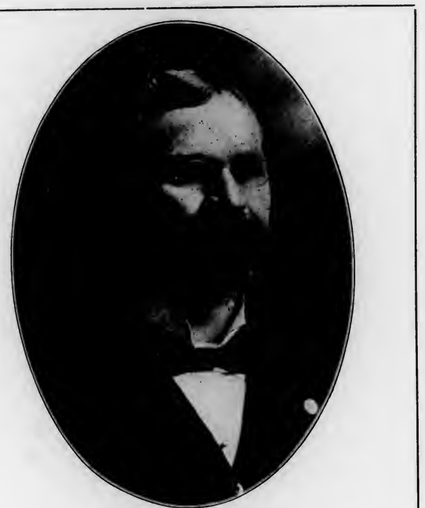
ALLEN.

Prominent St. Louis Box Co. Official

LOUIS G. TWIEHAUS, treasurer of the newly organized Wiedmann-St. Louis Cigar Box Co., is not only one of the best known men in the cigar box trade of the Middle West, but is also one of its most popular members. He has been for some years engaged in the cigar box industry, being connected with the St. Louis Cigar Box Co. before its consolidation with two other important factories, and is well prepared to take care of his important position. He is one of the principal stockholders of the company of which he is treasurer.

The Wiedmann-St. Louis Cigar Box Co. was recently incorporated with a capital of $90,000 fully paid, and is a merger of the factories formerly conducted by the St. Louis Cigar Box Co. and J. J. Wiedmann Cigar Box Co., both of St. Louis, and the A. G. Wiedmann Cigar Box Co., of Kansas City, Mo. By reason of the consolidation the new company will endeavor to reduce operating expenses and to curtail waste. The Wiedmann-St. Louis branch has been discontinued altogether and the former St. Louis Co. branch enlarged. The Kansas City branch will, however, be continued. A wholesale lumber business will also be engaged in, and manufacturers will be supplied with box lumber by the new company.

The present officers are as follows: President, William Kreft, of the St. Louis Cigar Box Co.; vice-president, A. G. Wiedmann, of the A. G. Wiedmann Cigar Box Co., Kansas City; second vice-president, A. Otto Wiedmann, of the J. J. Wiedmann Cigar Box Co., St. Louis; secretary, Frank Ahrenhoerster, of the St. Louis Cigar Box Co., and Louis G. Twiehaus, treasurer.



LOUIS G. TWIEHAUS

Treasurer Weidmann-St. Louis Cigar Box Co., St. Louis, Mo.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, September 6, 1911.

BUSINESS has continued active in Vuelta Abajo fillers and all kinds of Partido, while in lower grades of Remedios a feature has been the purchase of first and second Capaduras by one of our local American packers and exporters, as it seems the requirements of their customers had not been entirely covered through their own Escojidas. The prices are kept secret, but the general opinion seems to be that about 10 per cent. higher figures than last year had been paid. This may serve as a guide for future transactions this coming fall or winter, although, of course, it will depend upon the number of buyers which should come here, and whether they will purchase in sufficient quantities to raise prices or not.

The strike of our cartmen, on September 1st and 2d, had a very disturbing effect on business in all branches, but fortunately it was settled on the evening of September 2d. The cause was that the American contractors of our sewerage system claimed that they could not submit to the exactions of their employees for better pay, and in order to help the latter the whole union of cartmen ordered the strike out of sympathy. Our secretary of public works convinced the contractors that the smaller of the two evils would be to give in to the demands of their employees; and, therefore, we have ice again; people can move, and the wheels of trade are again revolving without interruption.

Several transactions of tobacco buyers could not be completed last week and the shipments of leaf tobacco and cigars per steamship "Saratoga" were greatly hampered, thus showing an abnormally small cargo on her last trip.

The receipts of tobacco from the country are still large, although not all of the bales which arrive are for sale in our market, as quite a large proportion consists of previous purchases made direct from the Vegueros to our manufacturers or to exporters. Nevertheless, the opinion is gaining ground that the number of bales is somewhat larger than our pessimists wanted to make us believe. However, good Vegas are by no means plentiful.

Weather conditions are seasonable, with some thunderstorms daily in a large portion of our Island, and if no cyclones touch us this or next month we may look forward to a 1912 crop as a better year, barring only a long continued drought.

Sales for the fortnight total 15,397 bales, consisting of 7928 Vuelta Abajo, 4036 Partido and 3433 bales of Remedios.

Buyers were: Americans and one Canadian, 9669; exporters for Europe, 162; shippers to South America, 240; to Australia, 94, and our local cigar and cigarette manufacturers, 5292 bales.

Exports of leaf tobacco from the Port of Havana from August 21 to September 2, 1911, were:

To all ports of the United States	6072 Bales
" " " " Europe	162 "
" Buenos Aires	240 "
" Melbourne, Australia	94 "
Total	6568 Bales

Principal Buyers of Leaf Tobacco That Come and Go.

Arrivals.—Candido Menendez, of Tornay, Fernandez & Co., Tampa; Mike Wright, of Mike Wright Cigar Company, Seattle, Wash.; Renigra Balbin, of Balbin Bros., Tampa; August Cuesta, of Cuesta, Rey & Co., Tampa; Simon Gonzalez, of Sanchez y Haya, Tampa; Valentin Antuono, of V. Antuono & Co., Tampa; José Lovera, of José Lovera Co., Tampa; Emilio Suarez, of Emilio Suarez & Co., Tampa; John H. Boltz, of Boltz, Clymer & Co., Tampa; Philip Verplanck, of Ph. Verplanck & Co., Tampa; Ben Rothschild, of Rothschild, Sons & Co., Chicago; J. Fernbach, of J. Fernbach & Co., Chicago; Harry Cohn, of Cohn Bros., Chicago; Harry Landfield, of Landfield & Steele, Chicago; H. B. Franklin, B. M. Franklin, of H. B. Franklin & Co., Chicago; Sam Paley, president of Congress Cigar Company, Chicago; H. Greenwald and M. Greenwald, of H. Greenwald & Son, New York; Francisco Fonseca, of F. Fonseca & Co., New York; E. P. Cordero and Harry Cordero, of E. P. Cordero & Co., New York; Dionisio Hevia, of D. Hevia Co., New York; Sol. Hamburger, of Hamburger Bros. & Co., New York; Allie Sylvester, of Henry Clay and Bock & Co., Havana; M. P. Troy, representing Henry Clay and Bock & Co., London; W. J. Templeton, cigar importer of Glasgow; Paulino J. Herrero, buyer of La Compañia Arrendataria, Madrid.

Returned.—Fernando Cardenas, of Cardenas & Co., Havana; Wm. Michaelsen, of Michaelsen & Prasse, Havana; L. Stuart Houston, director of Henry Clay and Bock & Co., Havana.

Departures.—Heinrich Runken, for Bremen; Albert Upmann, for Bremen; Wm. P. Presnail, for Hamilton, Ont.; D. A. Murphy, for St. Paul; Wm. J. Holman, for St. Paul; Ben Rothschild, for Chicago; J. Fernbach, for Chicago; Mike Friedman, for Chicago; Harry Cohn, for Chicago; Francisco Bolaño, for Tampa; A. M. Seckbach, for Tampa; Francisco Diaz, for Tampa; Candido Menendez, for Tampa; Valentin Antuono, for Tampa; H. B. Roberts, for Tampa; Charles Kaiser, for New York; Edgar Pollack, for New York; H. Greenwald, for New York; M. Greenwald, for New York; Harry Landfield, for Chicago.

The Cigar Trade.

Business in general must be called fair, as our large factories are well provided with orders for prompt shipment and also for the coming holiday season, only the small factories do not share in proportion as to volume of calls. The demand from the United States, Canada and Germany is strong, while the English trade might be better. South America, Australia and Southern Africa are sending quite liberal orders, only France and Spain do not play any role at present in our market. The former country is always quiet at this season of the year and only orders heavily during the winter months, while the delay in coming to an understanding with Spain about the *"modus vivendi"* seems to be the stumbling block as regards the latter country.

The statistic position of our exports from the Port of Havana, as per official Custom House returns, shows the following figures, viz.:

	1911.	1910.	Increase in 1911.
Aug. 1 to Aug. 15..	7,230,490 cigars	5,734,194 cigars	1,496,296 cigars
Jan. 1 to July 31 ..	103,376,584 "	94,258,454 "	9,118,130 "
	110,607,074 cigars	99,992,648 cigars	10,614,426 cigars

H. Upmann & Co. are working with full forces in their "H. Upmann" factory. Herr Heinrich Runken left for a short visit to his home at Bremen, and Don Alberto Upmann likewise sailed for Bremen, via New York, to take a well-earned vacation.

Partagas is very busy also. Don Eustaquio Alonso is still in the United States, but expected to return here this month. The novel and original idea of sending cabinets, containing 500 different kinds of cigars, to the United States, and without extra charge for these *"boite nature"* cabinets, has resulted in a big call for them as prospective Christmas presents.

Henry Clay and Bock & Co., Ltd., are fully occupied in all of their numerous factories. Director L. Stuart Houston arrived per steamship "Saratoga" on August 30th from New York, and was accompanied by Director Allie Sylvester, the expert leaf buyer. The London representative, M. P. Troy, also came for a short visit on August 29th, via Tampa, to exchange views as regards the coming winter campaign.

Sol is busy, as Behrens & Co. have received several cable repeat orders for immediate shipment, and October shipments on new orders from Germany is proof that the first orders must have pleased the German palate. Business with the United States and England is also increasing and quite satisfactory.

Castañeda is well supplied with orders. Don Fernando Cardenas returned on August 23d from his flying trip to the United States and expresses himself as well pleased with the receptions accorded to him by the chief importers of Havana cigars. Don Nicolas Cardenas will leave for Europe on September 9th, per steamship "Havana," via New York, to look after the European interests of "Castañeda" cigars.

La Diligencia: Don Bernardo Moreda has returned to town from his stay at San Diego de los Baños and looks rejuvenated from the use of the baths of this famous resort. The factory is in receipt of good orders from the United States, London, Australia, South Africa, Canary Islands and Belgium.

La Flor de P. A. Estanillo cannot complain, as business is increasing steadily on its brands—"Elite"—for the American markets and "Flor del Fumar" for Europe and South America. Orders are principally running for Regalia sizes, which is a great advantage for any factory, as on the low-priced "vitolas" at the present prices for leaf tobacco a pronounced loss is in sight.

José Otero is making some excellent cigars from a combination of the old and new crop of Vuelta Abajo, and besides the big Canadian trade, "La Flor de José Otero," "La Bella Otero" and "El Trovador" are gaining many new customers in the United States.

Vales y Padilla, of the "Ramon Allones" and "La Eminencia" factories, issued a circular last month that Don Jesus Vales and Don Sebastian Padilla remained as administrators in the new company, but that all the brands had been transferred to Allones, Ltd., Galiano Str. No. 96, Havana.

Antonio Allones & Co. also issued a circular at the same date announcing the transfer of their factory "El Modelo de Cuba" and their brand "Mi Necha" to Allones, Ltd.

Allones, Ltd., in a circular finally acknowledged the above two transfers through their resident manager, Don Antonio Allones y Roffignac, and asking for a continuance of the patronage bestowed upon their antecessors. The new factory has secured enough choice Vegas of previous years, as well as of the best grown last year, and therefore is turning out very fine cigars, which are bound to please discriminating smokers.

Buying, Selling and Other Notes of Interest.

Sobrinos de A. Gonzalez stand at the head of our large sellers during the past fortnight, as their sales summed up 2100 bales of all kinds of leaf.

William P. Presnail is reported to have purchased 2000 bales of Remedios for the Tucker Manufacturing Company, of Hamilton, Ont.

Gonzalez y Benitez sold 1900 bales of Vuelta Abajo, Partido and Remedios.

D. A. Murphy and William J. Holmann secured 1500 bales of leaf tobacco for the firm of Hart & Murphy, St. Paul, Minn., and went away very much pleased with their purchases.

Camejo y La Paz were sellers of 1350 bales of Vuelta Abajo, fillers and Colas.

Sylvester & Stern are credited with having purchased 2000 bales additional during the past fortnight.

José Menendez closed transactions amounting to 1260 bales of Vuelta Abajo and Partido.

J. Bernheim & Son are stated to have purchased about 1500 bales of Remedios.

Menendez & Co. figure as sellers to the tune of 1000 bales of all kinds of leaf.

Hija de José Gener is reported as a buyer of 1800 bales of Vuelta Abajo for their "La Escepcion" factory.

B. Diaz & Co. turned over 915 bales of Vuelta Abajo and Partido.

Francisco Bolaño left well pleased with his purchases of 800 bales of Vuelta Abajo and Partido, as he bought some very choice Vegas from the best lowland districts of the former section, and therefore the new firm of F. Bolaño & Co., at Tampa, starts out well to manufacture good tasting cigars to please their customers.

Cardenas & Co. sold 880 bales of Vuelta Abajo and Partido.

Sucesores de Juan Lopez bought 1000 bales of Vuelta Abajo Colas.

Rodriguez, Menendez & Co. were sellers of 900 bales of Vuelta Abajo and Partido.

John H. Boltz purchased 600 bales of choice Vuelta Abajo Vegas.

M. Abella & Co. closed transactions amounting to 675 bales of all kinds of leaf.

José Lovera added 500 bales to his previous purchases of leaf.

Muñiz Hnos & Co. sold 600 bales of their fine Vuelta Abajo Escojidas.

Ben Rothschild, of the sterling house of Rothschild, Sons & Co., Chicago, and J. Fernbach, of J. Fernbach & Co., of the same city, were both liberal buyers in our market of only the finest types of Vuelta Abajo and Partido leaf.

A. M. Calzada & Co. were sellers of 300 bales of Vuelta Abajo from their choice holdings.

Charles Kaiser made his accustomed annual purchases of selected Vegas for their New York factory of Kaiser & Klug.

José F. Rocha disposed of 300 bales of Vuelta Abajo and Partido.

H. & M. Greenwald bought 210 bales of good saleable Vegas in our market for their customers at the right prices.

Francisco Diaz and Harry Cohn were also buyers in our market of several hundred bales each of the best Vegas to be had in our market.

Leslie Pantin and Mark A. Pollack were the brokers who did the largest business in our market during the past fortnight.

Principal shippers were: Sylvester & Stern, J. Bernheim & Son, Leslie Pantin, Mark A. Pollack, Bridat & Co., I. Kaffenburgh & Sons, Rodriguez, Menendez & Co., H. Upmann & Co., Suarez Hnos, Manuel Suarez and Ernest Ellinger & Co.

Receipts of Tobacco From the Country.

For Two Weeks Ending Sept. 2, 1911.		Since January 1, 1911.
23,418 bales	Vuelta Abajo	133,677 bales
2,670 "	Semi Vuelta	10,313 "
2,147 "	Partido	16,206 "
11,287 "	Remedios	51,035 "
1,572 "	Mayari	5,849 "
41,094 bales		217,080 bales

ORETANIV.

Activity in Atlanta Cigar Circles

ATLANTA, GA., September 10, 1911.

Lew Shyer, of the American West Indies Trading Co., domestic department, was in Atlanta this week and had some very good business on his "Bingo" cigars. Morris Levy, general manager, was also here.

Gavon, Garron & Cobb are putting their special efforts to make the "El Falco" and "El Proviso" one of the best selling Porto Rican cigars in the State.

Mose Schwartz, of A. Santaella & Co., makers of the "Optimo" cigar, was in Atlanta this week and reports some very good business.

S. H. Gross, general manager of the Emmett Shaw Cigar Co., leaves today for a short stay in South Georgia. He will visit his factories. He says they are way behind on orders, and he is going to see if he can hurry up things.

R. H. McClung, of the Monopole Tobacco Works, is here introducing the famous "Twin Oaks" smoking tobacco.

C. C. Aull, field agent for American Tobacco Co., was in Atlanta this week and made his headquarters at the Capital City Tobacco Co.

Mr. Johnson, of Bustillo Bros. & Diaz, will be in Atlanta on the 16th of September on behalf of "Henry the Fourth" cigars.

W. N. Ruffern, Jr., district manager of Butler-Butler, Inc., of New York City, has been here in Atlanta a few weeks in behalf of this company. At the cigar store of Ham Stevens in the Candler Building, he has one of the prettiest display windows of "La Marquise" cigarettes that has ever been shown in this territory.

Ed Layton, Southern representative of Wertheimer Bros., Baltimore, makers of famous "El Werth" and "Bull Head" cigars, says that his business has increased 100 per cent. since putting on the advertising campaign in this locality.

Ed Moorehead has just returned after spending a week in Athens and Gainesville, Ga. He reports good business on his "Queen Quality" smoking tobacco.

Day J. Apte, of the C. S. Apte Cigar Co., Inc., St. Louis, Mo., spent a week in Atlanta with relatives, and while here has opened some accounts for his famous brand "Capitana."

Joe Porter, of Gavon, Garron & Cobb, was in the city for a few hours today. Joe says he had a very big day yesterday and that he could not resist the temptation of coming to Atlanta for Labor Day, and he had a big day after getting here. Joe is featuring the "Brunswick Smoker" and is sure getting some business.

Joe Cobb says that he has his eye on some box stuffers in this territory, and as soon as he gets good data is going to make some reports to the government.

He stated that some time ago he had Mr. Eisenlohr, of Eisenlohr Bros., the makers of "Cinco" cigars, here to investigate this matter.

He is very much in favor of having a general crusade against box stuffers.

Emmett R. Shaw, of the Emmett Shaw Cigar Co., of Fort Gaines, Atlanta, Cordele and Pensacola, has announced his candidacy for Congress from the Third Congressional District. Mr. Shaw has represented his county in the Georgia Legislature, and also is now Senator from the Eleventh Georgia District.

He intends to speak in every county of the fifteen composing the Third District. He opens his campaign by speaking at Ashburn, Wednesday, September 13th.

OGLETHORPE.

"Nestor" Salesman Active in Chicago

ROBERT BRUNTON, representative for the Nestor Gianaclis Co. has recently returned to his Chicago office from a pleasant business trip to New York and Boston. At New York Mr. Brunton was joined by P. M. Comninos and D. Bouboulis, directors of the company, and together made a trip to Boston. These gentlemen are residents of Cario, Egypt, and sailed for Europe last week. Mr. Brunton is again on the job and by his actions is going to land some big sales on "Nestors."

Patents of Interest to Tobacconists

Machine for making cigarette papers, tubes and the like, Mois H. Avram, New York, N. Y.

Cigar case, Charles Y. F. West, London, England.

Cigarette tipping machine, Rudolf R. Karich, New York, N. Y.

Match box or the like, Frank J. Kristofek, Coshocton, Ohio.

Match box, Frank J. Kristofek, Coshocton, Ohio.

Tobacco feeding device, Leon A. Clement, Mexico, Mexico.

Tobacco moistening device, Frank W. Henschel, Philadelphia.

Seat or stool for cigarmakers and twisters, Carl Busgen, Valendar, Germany.

Tobacco plug cutter, Homer C. Izor, Logansport, Ind.

Tobacco barn, Gustav Kretzschmar, Paauilo, Hawaii.

Match box, Angelus Zicard, Leechburg, Pa.

LEAF TOBACCO MARKET

Inactive Business in New York---Philadelphia Trade Has Fairly Good Beginning---Buying Active in Wisconsin---New England Harvest Hampered by Lack of Help

NEW YORK.

NEW YORK CITY.

THE leaf market has been rather inactive during the past week. Another revival in activities is looked for as soon as the new samples of filler tobacco are ready for inspection. This applied particularly to Pennsylvania where sampling is now in progress, and which samples, so far as the work has been done, shows a very desirable crop generally. In fact, it is regarded by many as the best in recent years. The trade will be somewhat disappointed if it does not pass quickly into second hands.

In Wisconsin leaf the interest still centres on the buying movement which has developed sharp competition and resulted in the early purchase of a considerable portion of the crops, estimated at being nearly half the production. The principal buyers have been several large manufacturing interests, who are presumably taking the crops for their own use and have driven the prices to fancy figures. Their needs may require from 50,000 to 60,000 cases, which according to estimates of the yield this year, will leave only about a similar quantity for the trade in general. With present prices running high and old goods practically out of the market, there is little likelihood of any recession in prices later on.

Operations in the New England States have also been on an extensive scale, and prices ranging from seventeen to nineteen cents for Havana seed, which has been most strongly in demand, has been the prevailing figure. Several packers have made preparations for putting up larger quantities of leaf this year.

Inquiries are coming steadily for Sumatra wrappers this week, showing an improvement over recent conditions. Present indications are that the attendance at the fall inscriptions will not be very large, although several members of importing houses are now making preparations to leave for Europe. It is not expected that a large quantity of the offerings this fall will be suitable for the American market.

The Havana market has been in a fairly satisfactory condition, and fair movement of goods has taken place. Purchases have been made in both old and new goods, but the latter are not yet coming in in large quantities and this naturally retards the volume of business.

PENNSYLVANIA.

PHILADELPHIA.

SEPTEMBER has started auspiciously with the consummation of a sale of 650 cases of 1910 Pennsylvania early in the month, by packer to manufacturer. There seems to have been a demand for certain quantities of every type of leaf. Connecticut has been in particularly strong demand and a limited supply. A previous sale of 500 cases Pennsylvania was recorded, which was of the same lot of goods as above mentioned, and a specially fine offering, which commanded a fair price and no doubt netted the dealer a reasonable profit. The arrival of samples of the new goods is awaited with considerable interest now, as advance reports already received indicate that it is a fine crop.

Normal conditions prevailed in the Sumatra market, and only moderate sales have been made. The fall inscriptions promising little development that might tend to lower prices will soon be at hand, and it is expected that as soon as the result of the first of the inscriptions is known there will probably be a further revival in the local market for goods from the earlier inscriptions.

The Havana market has been fair and a moderately good business is reported in old goods. There are as yet but small quantities of the new goods in this market.

LANCASTER.

So far as old goods are concerned there was little activity during the past fortnight, and the market has been devoid of out-of-town buyers, and local packers are returning from vaction periods and beginning to turn their attention to a prospective fall business. Sampling of the 1910 crops is progressing steadily and so far all indications point to an exceptional lot of goods, the best in years, they say.

Cutting of the 1911 crops is now general, and farmers are hopeful of getting their crops housed before frosts overtake it. In the southern section of the county the crops are this year among the finest and are attracting much attention.

It looks now as if buying in the field would this year be well nigh eliminated, and both packers and growers seem satisfied to wait until the crop is stripped, but yet nothing is a certainty, and no one knows how soon some of the rural district packers will begin operations in the field, and should some one do so, it will no doubt start others and soon all would send their representatives out. In fact, a report has come to notice that a large manufacturing firm was offering to make contracts at ten cents per pound.

OHIO.

GERMANTOWN.

THE general gloom which overhung the tobacco growing area of this vicinity until recently has been dispelled and farmers are again hopeful of having a fair crop this year. In the lowlands the crops are very fine and developed rapidly since the recent copious rains. Even the upland tobacco fields responded quickly to the effect of the moisture and there is promise of a satisfactory outcome. Cutting has been commenced, but farmers are trying to delay this operation as long as possible. The only fear they have is of frost setting in before they get their crops all housed.

NEW CARLISLE.

The tobacco crops have improved remarkably during the past two weeks, and if frosts do not come on for another week or ten days, the housing will be about completed. A fairly good crop has resulted, despite the long unfavorable conditions.

WISCONSIN.

EDGERTON.

AT this writing there are still plenty of buyers scouting the country in quest of more crops and some purchases are being made, but the rush is gradually waning because of the prices demanded by growers, and competition is not as strong as it was at first. It is said that several large manufacturing concerns have contracted for the major portions of their expected needs and are not now so anxious to make purchases unless there can be procured a little shading in price.

The work of harvesting the new crop is well under way and will be practically completed before another week shall have passed.

The market in old goods has been particularly quiet and only a few small sales have been reported.

MILWAUKEE.

Reports from Stoughton are to the effect that during the past two weeks the tobacco plants have developed wonderfully; leaves spreading and fields looking fine. Dealers have been driving through that section offering eight to twelve cents for the best of the southern section. In Crawford and Vernon Counties nearly all the crops have been taken, and at higher figures than have been offered growers in Dane, Rock and Columbia Counties. No frosts have occurred, but a hail storm did some damage recently in the vicinity of Orfordville.

NEW ENGLAND STATES.

HARTFORD, CONN.

TOBACCO cutting has been in full swing for the past ten days, and a large increase in the demand for labor is noticed. Employment bureaus are besieged by farmers who are anxious to procure enough help to take care of their tobacco crops.

The tobacco plants have taken rather longer to mature than last year, but that was due to the weather conditions, and for that reason cutting operations began a week or so later than heretofore.

SPRINGFIELD, MASS.

About all the available help that can be secured has been hired by farmers to take care of their tobacco crops. Sunday work has been resorted to in several instances where help could not be obtained to do the work during week days.

Tobacco buyers are driving through the western and eastern sections, looking over the crops with a view of picking out the crops that they wished to keep an eye on and probably buy.

SUFFIELD, CONN.

Help for housing tobacco is scarce. Experienced hands are preferred, of course, but in several instances recourse had to be had to taking Italians and others who were recently thrown out of employment by the closing of mills. Because of the number of scholars engaged in the harvesting of tobacco crops, local school boards recently voted to delay the opening of the fall season of the schools by a week or more.

Some of the farmers who have their tobacco hanging in the sheds were fearing pole sweat during the rainy spell, but their fears are now allayed and the danger seems to have been averted by employing charcoal fires.

WINDSOR LOCKS, CONN.

Tobacco farmers are finding it difficult to get help in handling their crops this year, and all are anxious to get the tobacco housed before frosts set in. One large growing company undertook to bring in a lot of girls from New York to help out, because sufficient help could not be obtained otherwise.

MANCHESTER, CONN.

While the tobacco fields will not yield a bumper crop this year, but a fair one, farmers are having difficulty in housing owing to scarcity of help. They feel somewhat menaced by the lateness of the season and the possibility of frosts before they get the crops into the sheds.

The crop of the present season is regarded as a fair one. For several years previous the conditions had been more favorable.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

No Responsibility assumed for errors or duplications.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

TAX COLLECTOR:—22,905.
For cigars and stogies. August 28, 1911. Indianapolis Stogie Co., Indianapolis, Ind.

TREASURE SMOKE:—22,906.
For cigars, cigarettes and cheroots. August 29, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

CASSIE:—22,907.
For cigars, cigarettes and cheroots. August 29, 1911. Kauffman, Pasbach & Voice, New York.

CELIA:—22,908.
For cigars, cigarettes and cheroots. August 29, 1911. Kauffman, Pasbach & Voice, New York.

22,909. (Not issued.)

URETTA:—22,910.
For cigars, cigarettes and cheroots. August 29, 1911. Kauffman, Pasbach & Voice, New York.

THE TELAVENA:—22,911.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 29, 1911. U. L. Kline, York, Pa.

MAJETTA:—22,912.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 29, 1911. M. B. Arndt, Philadelphia.

HENRY MAY:—22,912.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

HENRY FAY:—22,913.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

PATENT OFFICE:—22,914.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. Henry T. Offterdinger, Washington, D. C.

OFTY:—22,915.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. Henry T. Offterdinger, Washington, D. C.

LIFE BOND:—22,916.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. Wm. Steiner, Sons & Co., New York.

TOBACCO SEAL:—22,917.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. Wm. Steiner, Sons & Co., New York.

BONDED SEAL:—22,918.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. Wm. Steiner, Sons & Co., New York.

QUEEN SEAL:—22,919.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. Wm. Steiner, Sons & Co., New York.

LINEN BOND:—22,920.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. Wm. Steiner, Sons & Co., New York.

YEARLY BOND:—22,921.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. Wm. Steiner, Sons & Co., New York.

COURT BOND:—22,922.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. Wm. Steiner, Sons & Co., New York.

BONDED KING:—22,923.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. Wm. Steiner, Sons & Co., New York.

KING CORONATION:—22,924.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. Wm. Steiner, Sons & Co., New York.

ROYAL ORDER:—22,925.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. Wm. Steiner, Sons & Co., New York.

GOLD TRANSFER:—22,926.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. Wm. Steiner, Sons & Co., New York.

IMPORTED SEAL:—22,927.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. Wm. Steiner, Sons & Co., New York.

RECORDED SEAL:—22,928.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. Wm. Steiner, Sons & Co., New York.

KING BOND:—22,929.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. Wm. Steiner, Sons & Co., New York.

CORONATION QUEEN:—22,930.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. Wm. Steiner, Sons & Co., New York.

KING FASHION:—22,931.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. Wm. Steiner, Sons & Co., New York.

EL BRISTO:—22,932.
For cigars, cigarettes and cheroots. September 2, 1911. American Lithographic Co., New York.

AUTO SCOPE:—22,933.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 2, 1911. Bernard Friedman, South Bethlehem, Pa.

HOOSIER LIMITED:—22,934.
For cigars, cigarettes and cheroots. September 2, 1911. Fountain Cigar Co., Lafayette, Ind.

RICINA:—22,935.
For cigars, cigarettes and cheroots. September 2, 1911. Phil D. Mayer & Co., New Orleans, La.

FAIRABEE:—22,936.
For cigars, cigarettes and cheroots. September 2, 1911. Wolff Bros. Cigar Co., New York.

ALPENA GUARDS:—22,937.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 2, 1911. J. Levyn & Son, Alpena, Mich.

AUGUSTULUS:—22,938.
For cigars, cigarettes and cheroots. September 2, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

MERRY BROWN THRUSH:—22,939.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 2, 1911. A. F. Burg, East Prospect, Pa.

MANTILLO de ORO:—22,940.
For cigars, cigarettes and cheroots. September 2, 1911. L. C. Wagner & Co., New York.

MARKET VALUE:—22,941.
For cigars, cigarettes and cheroots. September 2, 1911. L. C. Wagner & Co., New York.

MASTER KEY:—22,942.
For cigars, cigarettes and cheroots. September 2, 1911. L. C. Wagner & Co., New York.

22,943. (Not issued.)

BANNER SEAL:—22,944.
For cigars, cigarettes and cheroots. September 2, 1911. The Moehle Litho. Co., Brooklyn, N. Y.

EUREKA M. F. CO. NO. 1:—22,945.
For cigars, cigarettes and cheroots. September 2, 1911. Frank A. Knoll, New Brunswick, N. J.

SILVER BAY:—22,946.
For cigars, cigarettes and cheroots. September 2, 1911. J. Berliant, Chicago, Ill.

BENCH MADE:—22,947.
For cigars. September 6, 1911. Frank Weninger, Chicago, Ill.

H. F. WILSON'S BEST:—22,948.
For cigars, cigarettes and smoking tobacco. September 6, 1911. H. F. Wilson, Nacogdoches, Texas.

MERRY MARY:—22,949.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 6, 1911. American Lithographic Co., New York.

ALCANDER:—22,950.
For cigars, cigarettes and cheroots. September 6, 1911. S. E. Brownell, New York.

CRAFTY CROOKS:—22,951.
For cigars and cigarettes. September 6, 1911. S. Kauffman & Bro., Dallastown, Pa.

FAIR XCHANGE:—22,952.
For cigars and cigarettes. September 6, 1911. S. Kauffman & Bro., Dallastown, Pa.

ADVANCE NUMBER:—22,953.
For cigars and cigarettes. September 6, 1911. S. Kauffman & Bro., Dallastown, Pa.
CLUBLAND DREAMS:—22,954.
For cigars and cigarettes. September 6, 1911. S. Kauffman & Bro., Dallastown, Pa.
PATENT:—22,955.
For cigars and cigarettes. September 6, 1911. S. Kauffman & Bro., Dallastown, Pa.
SQUARE CROOKS:—22,956.
For cigars and cigarettes. September 6, 1911. S. Kauffman & Bro., Dallastown, Pa.
BOSS CROOK:—22,957.
For cigars and cigarettes. September 6, 1911. S. Kauffman & Bro., Dallastown, Pa.
CLUB CROOK:—22,958.
For cigars and cigarettes. September 6, 1911. S. Kauffman & Bro., Dallastown, Pa.
ARLEEDA:—22,959.
For cigars, cigarettes and cheroots. September 6, 1911. Brown Bros. & Co., Philadelphia.
STAR MEDAL:—22,960.
For cigars, cigarettes and cheroots. September 6, 1911. The Moehle Litho. Co., Brooklyn, N. Y.
EARL OF TUDOR:—22,961.
For cigars, cigarettes and cheroots. September 6, 1911. The Moehle Litho. Co., Brooklyn, N. Y.
SAM MAVERICK:—22,962.
For cigars, cigarettes and cheroots. September 6, 1911. The Moehle Litho. Co., Brooklyn, N. Y.
JAS. CALDWELL:—22,963.
For cigars, cigarettes and cheroots. September 6, 1911. The Moehle Litho. Co., Brooklyn, N. Y.
SAMUEL GRAY:—22,964.
For cigars, cigarettes and cheroots. September 6, 1911. The Moehle Litho. Co., Brooklyn, N. Y.
PATRICK CARR:—22,965.
For cigars, cigarettes and cheroots. September 6, 1911. The Moehle Litho. Co., Brooklyn, N. Y.
CALENDAR:—22,966.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 6, 1911. T. A. Wadsworth, Detroit, Mich.
HAVANA LUXURY:—22,967.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 6, 1911. T. A. Wadsworth, Detroit, Mich.
LAST RESORT:—22,968.
For cigars, cigarettes, chewing and smoking tobacco. September 6, 1911. Ollesheimer Bros., Detroit, Mich.
ROSELLO:—22,969.
For cigars. September 6, 1911. Elmer E. Hain, Reading, Pa.
ROSELLE:—22,970.
For cigars. September 6, 1911. Elmer E. Hain, Reading, Pa.
TIFTON:—22,971.
For cigars. September 6, 1911. Elmer E. Hain, Reading, Pa.
EL COLEO:—22,972.
For cigars, cigarettes and cheroots. September 7, 1911. American Lithographic Co., New York.
MAGGIE PEPPER:—22,973.
For cigars, cigarettes and cheroots. September 7, 1911. American Lithographic Co., New York.
BANNER LEAF:—22,974.
For cigars, cigarettes, chewing and smoking tobacco. September 7, 1911. The Moehle Litho. Co., Brooklyn, N. Y.
TOM COLLINS:—22,975.
For cigars, cigarettes, chewing and smoking tobacco. September 7, 1911. The Moehle Litho. Co., Brooklyn, N. Y.
CATCH PENNY:—22,976.
For cigars, cigarettes, chewing and smoking tobacco. September 7, 1911. The Moehle Litho. Co., Brooklyn, N. Y.
LA FLOR de E. MORAN:—22,977.
For cigars, cigarettes, chewing and smoking tobacco. September 7, 1911. E. Moran, Tampa, Fla.
FOUR (4) INCH CIGAR:—22,978.
For cigars. September 7, 1911. L. Fusco, White Plains, N. Y.
FIVE (5) INCH CIGAR:—22,979.
For cigars. September 7, 1911. L. Fusco, White Plains, N. Y.
SIX (6) INCH CIGAR:—22,980.
For cigars. September 7, 1911. L. Fusco, White Plains, N. Y.
CITY SLOGAN:—22,981.
For cigars, cigarettes, chewing and smoking tobacco. September 7, 1911. The Chas. Specht Noonday Cigar Co., St. Louis, Mo.
PRAECLARA:—22,982.
For cigars, cigarettes and cheroots. September 7, 1911. Klingenberg Bros., New York.
TRIAS:—22,983.
For cigars, cigarettes and cheroots. September 7, 1911. Klingenberg Bros., New York.
STAR & GARTER:—22,984.
For cigars, cigarettes and cheroots. September 7, 1911. Klingenberg Bros., New York.
MAGIC MOON:—22,985.
For cigars, cigarettes and cheroots. September 7, 1911. American Lithographic Co., New York.
MYSTIC MOON:—22,986.
For cigars, cigarettes and cheroots. September 7, 1911. American Lithographic Co., New York.
CARMAC:—22,987.
For cigars, cigarettes, chewing and smoking tobacco. September 7, 1911. Louis Ash & Co., New York.
RICHWORTH:—22,988.
For cigars, cigarettes, chewing and smoking tobacco. September 7, 1911. Louis Ash & Co., New York.
325:—22,989.
For cigars, cigarettes, chewing and smoking tobacco. September 7, 1911. I. Tucker, St. Louis, Mo.
THE BALTIMORE NEWS:—22,990.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 7, 1911. W. Friedman, Baltimore, Md.
ANTONO:—22,991.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 7, 1911. L. Mittleman, Philadelphia.
TWIN STAR:—22,992.
For cigars, cigarettes and cheroots. September 9, 1911. American Lithographic Co., New York. Re-Registration.
MOOMCO:—22,993.
For cigars. September 9, 1911. Emanuel Mumbauer, Pennsburg, Pa.
UNION PILOT:—22,994.
For cigars, cigarettes and cheroots. September 9, 1911. J. E. Miller & Co., New Oxford, Pa. Re-registration by transfer from Petre, Schmidt & Bergman, Philadelphia.
JOE'S SPECIAL 6:—22,995.
For cigars, cigarettes and cheroots. September 9, 1911. Lynn Cigar Co., Lynn, Mass.
OZORIO:—22,996.
For cigars, cigarettes and cheroots. September 9, 1911. Klingenberg Bros., New York.
SILDONA:—22,997.
For cigars, cigarettes and cheroots. September 9, 1911. Klingenberg Bros., New York.
MARINE CLUB:—22,998.
For cigars, cigarettes and cheroots. September 9, 1911. Klingenberg Bros., New York.
CIPERIA:—22,999.
For cigars, cigarettes and cheroots. September 9, 1911. C. B Henschel Mfg. Co., Milwaukee, Wis.
ETHEA:—23,000.
For cigars, cigarettes and cheroots. September 9, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.
LA IMPOSA:—23,001.
For cigars, cigarettes and cheroots. September 9, 1911. C. B Henschel Mfg. Co., Milwaukee, Wis.
EL SINDICO:—23,002.
For cigars, cigarettes and cheroots. September 9, 1911. C. B Henschel Mfg. Co., Milwaukee, Wis.
KING OF COMMISSIONERS:—23,003.
For cigars, cigarettes and smoking tobacco. September 11, 1911. J. King & Co., Trenton, N. J.
NEW COMMISSIONER:—23,004.
For cigars, cigarettes and smoking tobacco. September 11, 1911. J. King & Co., Trenton, N. J.
LEAN HOOSIER:—23,005.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 11, 1911. The Sunman Cigar Co., Sunman, Ind.
EL ORIGEN:—23,006.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 11, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.
BARON X:—23,007.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 11, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.
HOJA DE ORO:—23,008.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 11, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.
FERENCS JOSKA:—23,009.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 11, 1911. Bernard Friedman, South Bethlehem, Pa.
WERHOVAI EGYLES:—23,010.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 11, 1911. Bernard Friedman, South Bethlehem, Pa.
PRINCE ADALBERT:—23,011.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 11, 1911. Bernard Friedman, South Bethlehem, Pa.
LA MINOT:—23,012.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 11, 1911. J. Frank Bowman, Lancaster, Pa.
HOOSIER LIMITED:—23,013.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 11, 1911. Anheier Bros., Monticello, Ind.
AMBLER:—23,014.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 11, 1911. Frank L. Deitz, 202 S. Ninth street, Philadelphia.
RED SKINS:—23,015.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 11, 1911. Martin Nex & Son, Red Lion, Pa.
MASSASOIT HOUSE:—23,016.
For cigars. September 11, 1911. Gumpert Bros., Philadelphia.
MASSASOIT:—23,017.
For cigars. September 11, 1911. Gumpert Bros., Philadelphia.

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6-17-he

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Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

N. D. ALEXANDER, Leaf Tobacco Broker
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Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

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WANTED BY EXPERIENCED SALESMAN—Cigar salesman with experience desires to represent well known line of cigars in the Central Anthracite Coal region of Pennsylvania. Only well advertised and established brands will be considered. Commission or salary. Address Box 100, care Tobacco World. 9-15-tf.

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FOR SALE—An old established cigar factory leaf warehouse and cigar box factory, with brands and registered labels including good will and all stock and fixtures. Building can either be purchased or leased. Address P. O. Box No. 110, York Pa. 7-1-e.

FOR SALE—Pure Dutch, Gebhardt or Zimmer Spanish scrap filler tobacco. These scraps are from old resweat wrapper B tobaccos—high quality, clean, dry and ready to work. Write for samples and prices. Horner Tobacco Company, 208 S. Ludlow St., Dayton, O. 3-1-ch.

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FOREMAN WANTED—Must be thoroughly experienced on suction table work, for country factory. One speaking Hungarian preferred. Address, with particulars, Box 99, care Tobacco World. 9-15-c.

TRANSFER.

SOSA:—22,580.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. June 29, 1911. R. Fernandez Havana Cigar Co., Key West, Fla., was transferred to J. Fred Wilcox & Co., Chicago, Ill. August 26, 1911.
CONFESSION:—22,829.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Registered August 15, 1911, by Adolph Hirtenstein, New York, and transferred to Max Fromkes, New York, August 21, 1911.

CORRECTION.

WENZELOIS:—22,848.
Registered for cigars and tobacco on August 17, 1911, by S. C. Weiss, Redlands, Cal., should have been "Liberty Wenzelois."

CANCELLATION.

DON GARBO:—22,816.
For cigars, cigarettes and cheroots. Registered August 14, 1911, by Kauffman, Pasbach & Voice, New York, was cancelled September 11, 1911.

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We have up-to-date Lithographed Cigar Labels and Bands on which we protect you in your territory. Samples and prices upon request.
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VUELTA SPRIGS, The Mellow Cigar, 5c.

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OUR BRANDS "Mejorana" "Nabisco" "Tonina" "El Resumen" "Bella Cadiz" "Hanabanilla" "Quicaco" "Flor de Quizudo"
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Absolutely Havana Filled
5c. Cigar
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Domestic tobacco direct from the grower to you. We have the goods and facilities. Let us submit you samples and prices.
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MAKER OF


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Our specialty is a medium priced cigar that is free from all dust and grit and a perfect burner. For some years we have had a steady gain in trade and never a complaint. Our goods are delivered to jobbers and distributors under a positive guarantee of their sale. Let us send you full particulars.
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Prime 1907 and 1908 Pennsylvania B's and Fillers

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Manufacturer of

FINE HAVANA CIGARS

and Packer of LEAF TOBACCO

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Packer and Dealer in

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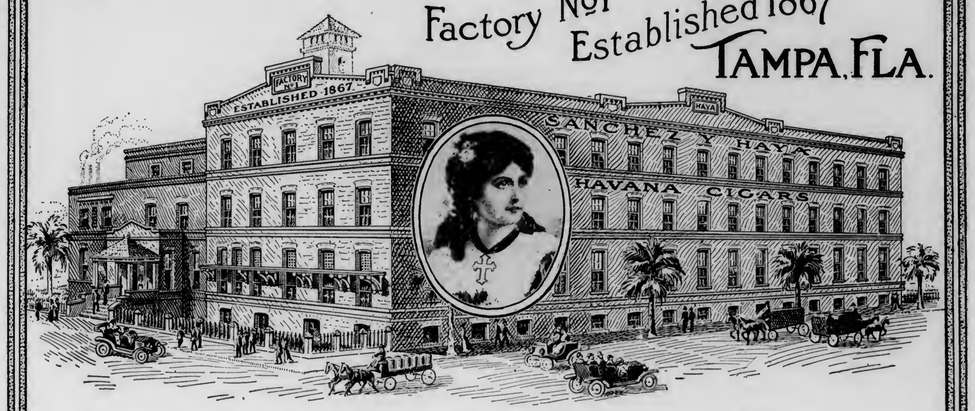
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Cifuentes, Fernandez y Ca.

Calle De La Industria, 172-174

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An extremely rich bouquet, but pleasing and mild in character.



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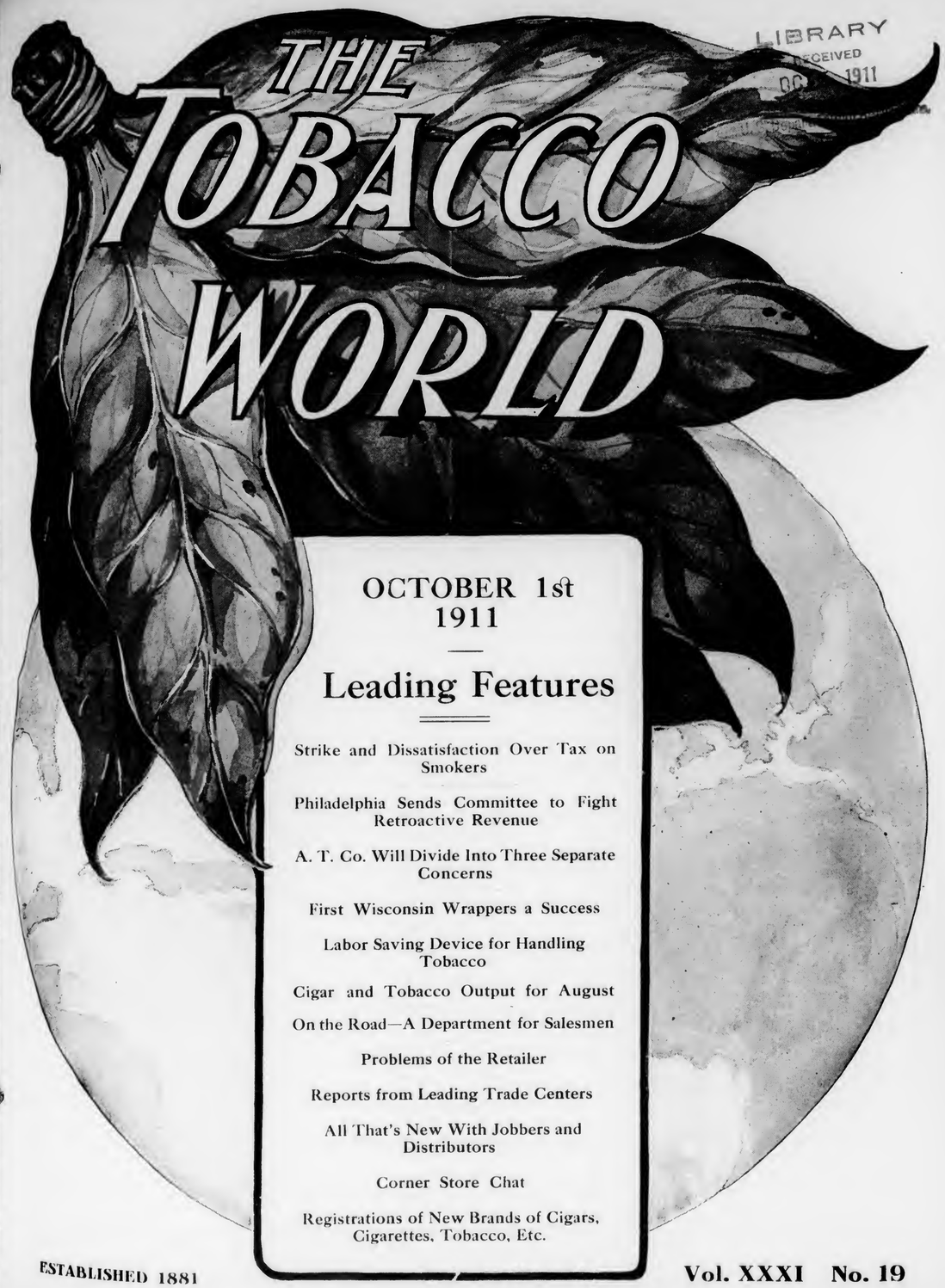
MILD

10c. Cigar

"The Quality is Mild but The VALUE IS STRONG"

Straiton & Storm Co.

NEW YORK



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Leading Features

Strike and Dissatisfaction Over Tax on Smokers

Philadelphia Sends Committee to Fight Retroactive Revenue

A. T. Co. Will Divide Into Three Separate Concerns

First Wisconsin Wrappers a Success

Labor Saving Device for Handling Tobacco

Cigar and Tobacco Output for August

On the Road—A Department for Salesmen

Problems of the Retailer

Reports from Leading Trade Centers

All That's New With Jobbers and Distributors

Corner Store Chat

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881 Vol. XXXI No. 19

PUBLICATION OFFICES: 102 South 12th St., Philadelphia; 41 Union Square, New York



Yesterday, today and tomorrow always the same. The smoker who knows demands first, last, and always —

REGENSBURG'S HAVANA CIGARS

ALL SIZES ALL SHAPES
SOLD EVERYWHERE



For One Hundred Years the Old Reliable

Nothing as good for Pipe or Cigarette.
Sells for 5 Cents

Frishmuth Bro. & Co., Inc., Philadelphia

MR. JOBBER

If You Do Not, You Ought to Know

that we have built our reputation on quality

That

ALVAGAR

and annexed brands of clear Porto Rican Cigars of

Alvarez & Garcia

are repeating wherever placed.

What better reason would you want?

Porto Rico, Caguas and San Lorenzo

New York at 128 Water Street

PASTORA

"THE MASTERPIECE OF ALL BROADLEAF WRAPPED HAVANA CIGARS"

Made by

SAN TELMO CIGAR MFG. CO.

DETROIT

"QUALITY CREATORS"

El Wadora CIGARS

Looks like - - - 15c.
Smokes like - - 10c.
Sells for - - - 5c.

We have some territory open which Live Jobbers should take advantage of.

Sig. C. Mayer & Company
Makers
515-517-519-521 Lombard Street
PHILADELPHIA

Factory No. 15, Philadelphia, Pa.
Factory No. 1, Red Hill, Pa. Factory No. 41, Perkasie,
Factory No. 153, Shelly, Pa. Factory No. 26, Sumneytown,
Factory No. 57 Ephrata, Pa. Factory No. 21, Geryville,

Manillanette Stogies

3 FOR 5c.



The Manillanette Stogies are packed three in a package in triangular shape. Each package is banded and wrapped in oil paper, which keeps the Stogie in a clean and wholesome condition, and also prevents breakage. Write us for particulars.

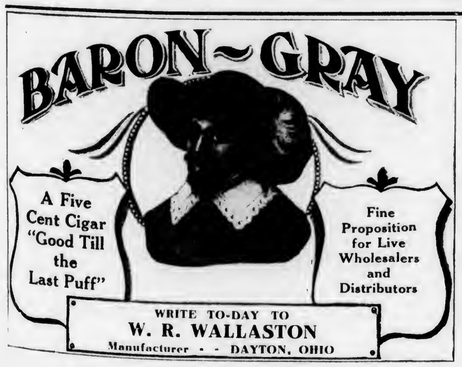
I. Lewis Cigar Manufacturing Co., Newark, N. J.
Independent Manufacturers

Established 1857

M. STACHELBERG & CO.

Havana Cigar Makers

Tampa



CENTRAL UNION



No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.



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"QUALITY CREATORS"

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M. STACHELBERG & CO.

Havana Cigar Makers

Tampa

BARON~GRAY



A Five Cent Cigar "Good Till the Last Puff"

Fine Proposition for Live Wholesalers and Distributors

WRITE TO-DAY TO
W. R. WALLASTON
Manufacturer - - DAYTON, OHIO

CENTRAL UNION



No other brand of Tobacco has grown so quickly in public favor

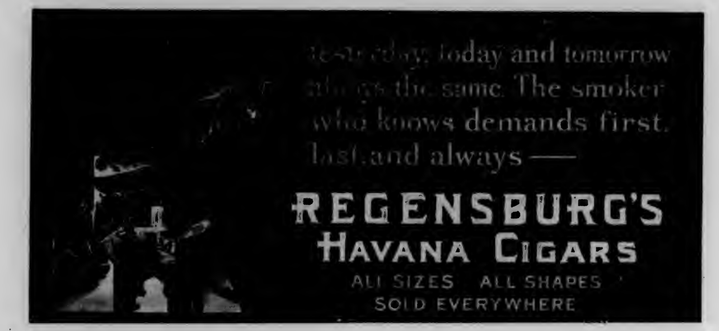
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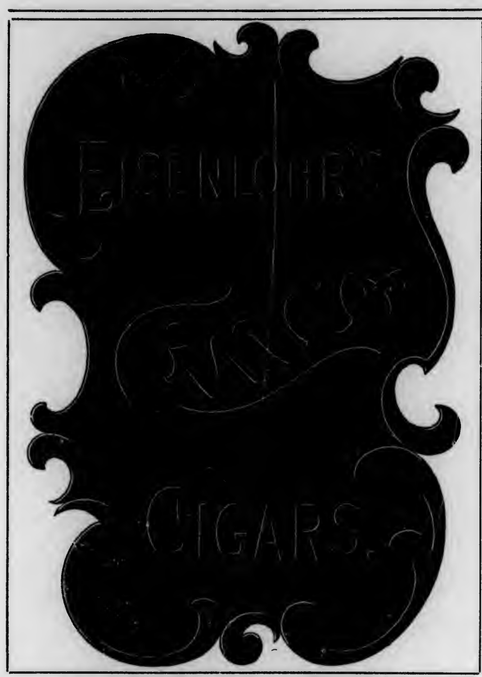
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Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL 2ND EXPOSURE MUTILATED PAGE



Highest Grade of All Havana Cigars



Made in Thirteen Sizes of the Most Popular Shapes

For prices and other particulars address

I. M. HERNANDEZ, Maker, **1714 Columbia Ave., Philadelphia**

An instant winner of constant customers



CRESSMAN'S COUNSELLOR 5¢ CIGAR

Allen R. Cressman's Sons
Makers
Philadelphia

Take Advantage of the RIGOLETTO Demand at the BEGINNING

You are going to see something, Mr. Dealer, that has never happened before in cigar history. You are going to see a cigar widely and consistently advertised throughout the entire United States until it has become a standard smoke everywhere.

This advertising has just begun with pages and half pages in *The Saturday Evening Post*, but the results already have been tremendous.

Now is the time for you to get in on the flood tide of the Rigoletto popularity.

What Will it Mean to You?

The Rigoletto will have a steady growing demand in every locality. Your customers will want it; hundreds of them will smoke the Rigoletto when they know its worth.

The profit is right, and the four standard shapes make it possible for you to please every smoker with shape and size, without carrying a great variety. The Rigoletto will put your cigar business on a sounder, firmer business.

Are You Reading the Newspapers?

Have you seen what followed the ruling by the Treasury Department, that no more free "smokers" should be taken from cigar factories by the workman without the revenue tax being paid upon them? It has made all kinds of trouble, and another strike of all the cigarmakers in Tampa has threatened. That is one of the handicaps that the ordinary cigar has to bear.

It was only by avoiding conditions such as these that we were able to make the Rigoletto Cigar, the finest in the world, and sell it for so low a price as 10c. Our cigarmakers in Cleveland do not smoke at their work, they do not take cigars home with them. We have saved this waste and extra expense so that we can put more money in actual tobacco value. This is one of the things we are telling the smokers of this country in explaining why we can make such a remarkable cigar for the price.

We are appealing to reason, and the response so far has simply proved that we are on the right track. The Rigoletto is the biggest kind of a winner, and we are only started. Come in with us now. Stock the Rigoletto, and share the most remarkable popularity that any cigar has ever enjoyed.

Get in touch with your jobber at once, or write to us, and we will see that you are supplied.

E. A. KLINE & CO., Cleveland, O.

The 'MAGNET' of trade



The Five-Cent Cigar
That Draws Customers
to the Best Stores and Keeps 'Em
Coming Back for More.

Quality is the Attraction.

Built on the Faith that Giving the Best Possible Value is the One Way to Build and Maintain a Business.

LUCKETT, LUCHS & LIPSCOMB
Manufacturers—Philadelphia

HERE IS THE WINNING PACKAGE



EL BORITA

Dealers who have sold EL BORITA 5 Cent Cigars know that they *draw trade and hold it.* Are you a wise dealer. If so, order EL BORITAS and watch your business grow. . . .

Made of the best Domestic Leaf by Skillfull Hands in Clean Factories. Banded and Put up in Attractive Boxes. Tastes and Looks like a Cigar Twice the Price.

OTHER LEADING BRANDS

LAVOCA 10 to 50c.

LA TONIA 10c.

John Steigerwald & Company

Main Office, Twentieth & Tioga Sts., Philadelphia

EVER GROWING

TO OUR PATRONS AND THE TRADE:

¶ The **"44"** proposition has added so many new friends within the last few months that we have found it necessary to open another factory. We are, therefore, pleased to state that on or about Thursday, September 7th, we will start operations in our factory at 15-17-19 Spring Street, New Brunswick, N. J.

¶ The successful ones handling the **"44" Cigars** can well understand this addition, and in opening this factory we wish to thank our patrons for their untiring efforts in featuring our cigars. To those who are yet to join the successful ones, we wish to state that we have open some desirable territories.

¶ Mr. B. Lipschutz, the originator of the **"44" Cigars**, will give the additional factory his personal attention. The smoking public, therefore, is assured that the standard of the **"44" Cigar** will remain an exceptional one, as heretofore, and which has made it one of the leading brands on the market for the money.

Yours very truly,

"44" CIGAR COMPANY
PHILADELPHIA

B. LIPSCHUTZ, President

THE CIGAR THAT MADE PHILADELPHIA FAMOUS!

None but the Genuine bear the signature of

Juan F. Portuondo

CIGARS

as a guarantee of their high and uniform quality that has been maintained for more than forty years.

"THEY HAVE NO EQUAL"

Established 1869
Incorporated 1893

Juan F. Portuondo Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA

The Signature is on every box

BUILD YOUR TRADE ON QUALITY

ORANGE FLOWER

A Five-Cent Straight Cigar

Warranted Long Havana Filler Made of

Hand-Made in Five Sizes

A Live Proposition for Live Distributors

H. B. GRAULEY, Manufacturer, 6th & Chestnut Sts., Phila.

BAYUK BROTHERS

"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA

LA SARAMITA CIGARS

INAUGURATING our 17th successful year in the manufacture of the famous La Saramita brand of broadleaf Havana cigars we are putting on the market three new sizes.



Commanders---
Panatella Finos
3 for 25 Cents

Admirals---10
Cent Straight
Size

THE SHIELDS-WERTHEIM CO.

MAKERS
CLEVELAND

HAVANA STICKS



we have some territory open for good live jobbers

EITEL & CASSEBOHM COMPANY
INCORPORATED
LOUISVILLE.

LIKE CANDY FOR THE CHILDREN

For Gentlemen of Good Taste



San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.



CLARK'S "SAMSON" TOBACCO PRESS

The platform of this press is 3½ feet wide and 4 feet long.
The height in the clear is 4 feet. The total height with rack fully extended is 8 feet, 10 inches.
The press or jack stand is on top of the beam overhead.

This is a very Powerful Press

Many hundreds of them are now in use throughout the tobacco sections and giving entire satisfaction. Larger sizes made for special work.
The woodwork is made of best hard Maple, Ash or Oak. The ironwork is constructed of the very best iron and steel, strongly bolted together.

Write Today for Special Prices

Cutaway Harrow Co.
948 Main St., Higganum, Ct.



PITTSBURG'S LEADERS
Brands
2 for 5c—London Trophies, Spanish Blunts and Wabash Big Havanas.
3 for 5c—Seal of Florida, Day Star, Pittsburg Sticks, and Factory No. 8 Specials.
Some good territory open for live brokers and dealers
Wabash Cigar Co., Pittsburg, Pa.
The Makers



BUILD YOUR TRADE ON
Red Rabbit Stogies
Fine proposition for distributors.
PENN CIGAR COMPANY
2247 La Place Street, Pittsburgh, Pa.

Attractive Packages

Why not call attention to your HIGH CLASS or SPECIAL BRANDS by packing in a box

Different from the Ordinary?

WE ARE FULLY EQUIPPED to furnish anything from a Book Box to highly Polished Cabinets. We have served some of the largest Cigar Manufacturers in the country along this line; why not you? Give us an idea of what you want, accompanied by a rough sketch showing sizes, and we will do the rest.

Henry H. Sheip Mfg. Company
COR. SIXTH STREET AND COLUMBIA AVENUE
PHILADELPHIA, PENNSYLVANIA

Graham Courtney
HAVANA CIGARS
They Lead the Leaders
26 SIZES
Acker, Merrall & Condit Company
135 West 42nd Street, New York

HAVANA CUBA CIGARS



We Suggest CASTANEDA
- Highest Class Materials
- Best Workmanship
- Perfect Colors
- Delightful Aroma

New York Office: 3 Park Row
Dave Echemendia, U. S. Rep.
Telephone Connection
London Office: 14 Gracechurch Street
Castaneda (Havana) Cigar Factories, Ltd.
129 Virtudes, Havana.
Cable Address, Havana, London and New York: CIGARESTAS

Havana's Kingly Product



Oldest Independent Factory in Cuba
Established over 75 Years
The Cigar of QUALITY & RENOWN

A Splendid Record of Over 51 Years
HAS MADE THE
D. THEOCARIDIS
High Grade Egyptian Cigarette
A Cigarette of Records
Write for prices and trade discounts.
D. THEOCARIDIS, of Cairo, Egypt
Offices & Factory, 2786 Broadway, New York, N. Y.

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.



Manufacturers of the celebrated
"ELITE" Habana Cigars.
MAX SCHATZ
82-88 Wall St., New York
Sole Representative for United States and Canada.



DANTON
A revelation in clear Havana Cigars
FISHER & YGLESIA CO.
Manufacturers of Quality Clear Havana Cigar
Factory: TAMPA, FLA.
Office: 120-122 Livingston St. Brooklyn, N. Y.
Samples Submitted for Open Territory to Responsible Firms

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York
DIRECT IMPORTERS of the highest grades of Cigars manufactured by the
Independent Factories of Havana
all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.
Price List Mailed Upon Request.

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO



FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY
3 PARK ROW, NEW YORK

A CIGAR OF DISTINCTION



Guide Post Cigars are made to retail at 5cts. and give consumer full value and satisfaction. Jobbers can recommend them with permanent profit because they are sure repeaters. The quality will do it.
MADE BY
F. P. SHANFELDER, Newmanstown, Pa.

CORRESPONDENCE SOLICITED



E. Kleiner & Co., Makers, New York



THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
43 to 47 W. 33d St., New York

Heywood, Strasser & Voigt Litho. Co.

155 TO 161 LEONARD STREET, NEW YORK

Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

Manufacturers of

.:. Cigar Box Labels .:.

Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

Western Office--Paul Pierson, Mgr., 160 Washington St., Chicago, Ill.

ESTABLISHED 1887

LOUIS C. WAGNER & CO.

43 EAST 20th STREET NEW YORK

ORIGINAL PRIVATE DESIGNS IN STOCK

IMPORTERS OF FINE CIGAR LABELS AND BANDS

GEO. SCHLEGEL

138 & 140 CENTRE ST. NEW YORK.

MANUFACTURER OF ALL KINDS OF

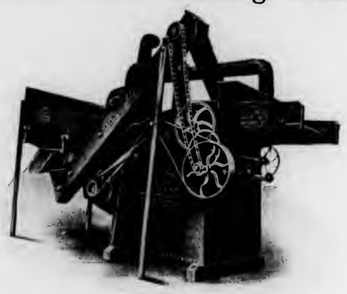
CIGAR BOX LABELS AND TRIMMINGS.

PHILADELPHIA OFFICE, 573 BOURSE BLDG. H. S. SPRINGER, Mgr.

CHICAGO 56 5TH AVE E. E. THATCHER, Mgr.

SAN FRANCISCO. 320 SANSOME ST. L. S. SCHOENFELD, Mgr.

The "Success" Tobacco Scrap and Improved Stem Cleaning Machine



A Machine that stems tobacco for tobacco manufacturers
A Machine that makes scrap out of unstemmed leaf for cigar manufacturers
A Machine that cleans hand-made stems
A Machine that granulates tobacco
One Machine will do it all

B. F. STRICKLER & SONS, Benroy, Pa.

Send for Free Sample Book OF German Process Cigar Bands

THEY HAVE THE "LUSTER THAT LASTS"

THE BOOK contains an issue of original designs in a variety of colors, and every one perfect and superior to most imported bands. They are sold at a price that will save you money and yet give the most satisfactory results.

Attractive designs that are characteristic and highly embossed.

German Process Cigar Bands are the Best

Write Now—Made only by

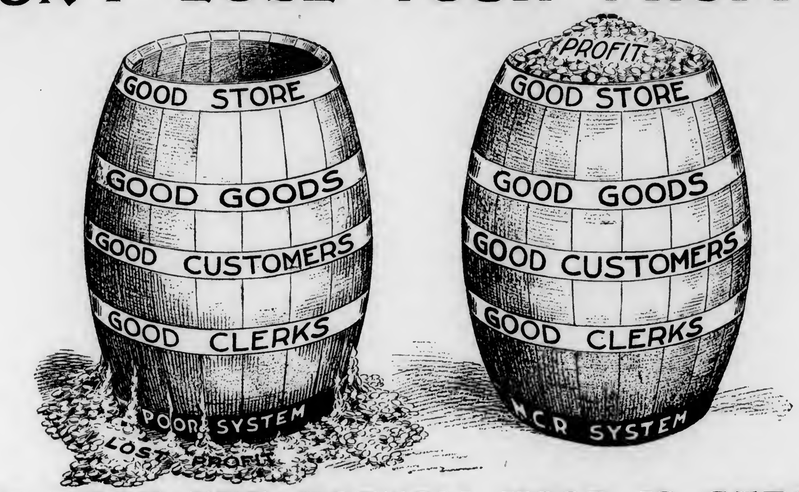
Wm. Steiner, Sons & Company

LITHOGRAPHERS

Steiner Building 257-265 W. 17th Street

NEW YORK

DON'T LOSE YOUR PROFITS



SEE THAT THE BOTTOM HOOP IS STRONG

A National Cash Register system will stop the leaks through which profits escape. Let us show you how

The National Cash Register Co., Dayton, Ohio



Ever notice how "P. M." smokers multiply? Something back of it. Write your jobber—

Philip Morris & Co., Ltd.
402 West Broadway
New York

Factories:
New York Montreal London Cairo

Philip Morris
ORIGINAL LONDON
Cigarettes

4

OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP-BABCOCK-BECKER COMPANY

525 Garfield Bldg., Cleveland

Boston	New York	Chicago	St. Paul	Minneapolis
Indianapolis	Albany	Atlanta	Cincinnati	Dallas
Milwaukee	St. Louis		San Francisco	Oakland



SURETY CIGAR CO'S

"ANSWER and POSTER"

Five Cent Cigars



Live Distributors Write for Terms

"Made in Detroit"

World Famous Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M.Y.G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA

Havana, Cuba

T&O COMPANY MAKERS



Royal Lancer

The Cigar Distinctive

Made in 21 Sizes
10c. and upwards

THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

A NEW FEATURE
OF ALL
PROMINENT STORES
VERY MILD

CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY

E. A. CONDAX & CO.

NEW YORK

The Originators of the
CONDAX STRAW TIPS

Pittsburg Stogies and Cheroots

Made by *Experienced Hands*, in *Daylight Workrooms*, under *Sanitary Conditions*.



"Workmanship, Cleanliness and Quality," our Motto.

"PURO SPECIALS" our Leaders

Write for Prices. Territory Open for Distributors

W. D. SHARPE CIGAR CO.

Pittsburg, Pa.

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, OCTOBER 1, 1911. No. 19.

STRIKE AND DISSATISFACTION OVER TAX ON "SMOKERS"

Workmen Resent Government's Ruling—Some Tampa Factories Compromise by Advancing Wages and Selling Stamped Cigars—Manufacturers To Protest At Washington

DISORDER and dissatisfaction which threaten to prove injurious to the cigar trade, have followed in the wake of the Government's determination to enforce the collection of revenue tax on free "smokers." The first outbreak occurred at Tampa, September 26th, when nearly one thousand cigarmakers quit work.

A temporary compromise has been effected by some of the Tampa manufacturers by offering an advance in wages ranging from $2.00 to $4.00 per thousand, provided the cigarmakers hereafter pay for all smokers used. Whether this will be universally adopted is doubtful. At present, the strikers are returning to work and it is not likely that more factories will be tied up.

Manufacturers everywhere are incensed against the Government's determination to collect revenue taxes on smokers which have been consumed prior to the announcement of the new ruling. This retroactive feature covering the past two years is very objectionable.

Committees have been appointed by manufacturers in Key West, Tampa and Philadelphia, who will go to Washington at an early date to protest against the new ruling in general, and particularly against the retroactive feature.

In Chicago, the Cigar Manufacturers' Association has adopted a ruling whereby each employee will be allowed four free smokers daily to be taken from a stamped box, and if any employee be discovered making cigars for his own use he shall be dismissed. This action is regarded as one solution of the problem.

Announcement has been made that the Government intends to prosecute cigarmakers who disregard the new ruling.

A. T. Co., Will Divide Into Three Separate Concerns

Plan For Dissolution Now Ready to be Submitted to Court—How the Bonds and Stock Will Be Retired

MONDAY, October second, will probably mark the last day of conferences between the Judges of the United States Circuit Court of New York, the Attorney-General, his assistants, and the officers and array of legal lights who represent the big company in the "unscrambling of the huge tobacco egg," to quote from Andrew Carnegie.

Work has progressed to a point where the officers of the American Tobacco Company are prepared to submit to the court a plan for re-organization which it is believed will be acceptable to the judges and also embody all the features demanded by the department of justice. This plan will be made public as quickly as possible after the court has passed upon it, no doubt within a fortnight, and public hearings will then take place.

Any discussion of the proposed plan or the ideas embodied in it are the necessary conjectures, as every energy of the officials of the American Tobacco Company has been bent to provide against leaks.

The prevalent thought concerning the re-organization is that the present concern will be divided into three companies. It has been said that all the interests of the parent company in the licorice business must be wholly removed and that this end of their business must be absolutely divorced from any connection with any other branch.

Judging from the action of the stock market in so far as

(Continued on page 14.)

Tampa Factories Make Compromise

Some Agree to Pay Advance in Wages, Provided Workmen Pay for Smokers

TAMPA, FLA., September 28th.

DANGER of a serious strike among the cigarmakers as the result of their protest against the new ruling of the government forbidding the use of unstamped free smokers, seems to have passed. A temporary compromise has been effected with the workmen in five factories where seven hundred hands have been on strike since Tuesday, by agreeing to pay the cigarmakers from $2.00 to $4.00 per thousand advance in wages, upon the condition that the cigarmakers pay for the smokers used. Among the manufacturers agreeing to do this are Perfecto Garcia and Company, Rey Straus and Company, Balbin Bros. and others.

Pending an appeal of the Tampa manufacturers to the government authorities for a more liberal ruling this compromise will serve to satisfy the workmen. However, if the manufacturers are unable to obtain a modification of the Government's ruling, some other agreement similar to the above is likely to be put in force in nearly all the Tampa factories.

As the result of the new arrangement, more than seven hundred workmen are expected to return to their benches tomorrow. At a meeting of the union, held last night, it was voted to strike, but it is now believed that this compromise will avoid any immediate complications. Secretary G. P. Bradford, of the Cigarmakers' Union, tonight notified THE TOBACCO WORLD that he believed that the workmen would accept the advance, and that there would be no further trouble.

The first evidence of dissatisfaction over the new free

(Continued on next page)

Philadelphia Sends Committee to Fight Retroactive Revenue

Meeting of Manufacturers Protests Against Ruling and Asks Commissioner Cabell For a Hearing

STRONG protest against the Internal Bureau's determination to collect tax not only on free smokers distributed in the future among employees but also upon unstamped "smokers" used during the last two years, was made at a representative meeting of Philadelphia cigar manufacturers held in the Bourse Building on Friday, September 29th.

Nearly all the largest cigar factories were represented by the heads of the firm, and those who could not attend sent letters expressing their willingness to co-operate with a movement to have the new ruling modified.

About fifteen men were present when George I. Watson, of Sig. C. Mayer and Company, who had sent out the invitations for the meeting, called the session to order. After discussing every phase of the question and its probable bearing on the future relations with their work people, it was the sense of the delegates that while they are willing to co-operate with the Internal Revenue Commissioner, if it be necessary, to see that no unstamped cigars are consumed by the employees they thought it an injustice that the manufacturers should be called upon to pay revenue on cigars that had been consumed during the past two years and for which they had no reliable record.

To protest against the retroactive feature of the ruling a committee consisting of Otto Eisenlohr, Charles Cressman, P. C. Fulweiler, William Dohan, Maurice Langsdorf, and George I. Watson, was appointed. These gentlemen will engage the services of a competent attorney who will accompany them to Washington to make a formal protest before Internal Revenue Commissioner Cabell. They will ask that an early date be set for the hearing.

If the situation warrants it, further meetings will be held. Those attending Friday's session included representatives from Otto Eisenlohr & Bros., Antonio Roig & Langsdorf, Allen R. Cressman Son's, P. C. Fulweiler, "44" Cigar Co., Boltz, Clymer & Co., G. H. P. Cigar Company, Sig. C. Mayer & Co., Jacob Langsdorf's Son's, Herbert D. Shivers, Gumpert Brothers, El Draco Cigar Co.

Letters of endorsement were received from A. S. Valentine & Son, Vetterlein Brothers, Bayuk Brothers, Hillier & Thomas, and Jeitles & Blumenthal.

It is probable that the Philadelphia manufacturers will invite the New York manufacturers to unite with them in their protest.

The first intimation that the cigar manufacturers of Philadelphia received that the Internal Revenue Department intended to collect taxes on free smokers covering a period of the last two years came when the internal officers distributed affidavit forms among the factories, asking for a sworn report. These affidavits include a statement of the number of workmen employed in each factory, the number of smokers removed daily by each employe, the aggregate number of smokers removed during the last two years, and the tax due on the same.

Either the owner of the factory or the foreman is authorized to swear to the affidavit.

Inasmuch as little or no record has been kept of the number of free smokes which the employes have always been enjoying, the manufacturers are reluctant to take an affidavit as to the figures. In some cases manufacturers have refused to do so and have put the matter entirely up to their foremen, who have been left to make approximate figures.

While some of the manufacturers welcome the new interpretation of the law as affording a splendid opportunity of cutting off the loss which has followed this old established custom of allotting free smokers, they do not see the justice or wisdom of making the ruling retroactive.

In speaking of this phase of the department's ruling, Chief Deputy Collector Wilkes states that affidavits so far received from the First District are satisfactory, showing as they do the "smokers" in proportion to the number of workers employed. However, should any of the reports seem to distort the figures the department will investigate them at once.

Tampa Factories Make Compromise

Continued from page 11

smoker ruling came on Tuesday, when three hundred and ninety men employed in the Esberg-Gunst factories and four hundred men in other factories including Key Straus and Company, F. Lozano Sons and Company and Val. M. Antuono, went on strike.

In very few instances, did the manufacturers actually cut off the supply of free smokers. They simply posted the Internal Revenue order regarding free smokers and issued a notice that they would not be responsible for any man who might smoke or take from the factory any cigars on which no revenue had been paid.

At a meeting of the Tampa Clear Havana Cigar Manufacturers' Association a committee was appointed to go to Washington to protest against the new ruling, and also to ask for a more liberal interpretation of the law affecting the amount of tobacco to be used per thousand cigars. The committee consists of John H. Boltz, Sr., of Boltz, Clymer and Company; D. Emil Klein, of the Jose Lovera Company; M. W. Berriman, of Berriman Bros.; Ysidro Pendas, of Y. Pendas and Alvarez; Jose M. Diaz, of Bustillo Bros. and Diaz, and A. L. Cuesta, of Cuesta, Rey and Company.

At present only fifteen pounds of stemmed tobacco and twenty-five pounds of unstemmed tobacco are allowed for every thousand cigars, no provision being made for sizes, and the manufacturers desire a sliding scale based on the various sizes.

The manufacturers are particularly incensed against the demand of the Government that they render a report on all free smokers consumed during the past two years.

While they realize that the new ruling, if it could be enforced, would be a saving of thousands of dollars yearly to them, they are fearful that it cannot be enacted without danger of constant strife with the workmen.

Key West Manufacturers to Co-operate

KEY WEST, Sept. 28.—The Key West manufacturers Association have appointed a committee to unite with the Tampa manufacturers in protesting to Internal Revenue Commissioner Cabell, in regard to the enforcement of the free smoker ruling.

Mr. Kolb Asks Some Questions

COMMENTING on the new ruling John N. Kolb, president of the Theobald & Oppenheimer Co., Fourth and Cambridge streets, Philadelphia, said that he had submitted two questions to the local Internal Revenue office which would show what a far-reaching effect the ruling would have on the manufacturers. The questions follow:

"When I myself, or my foremen, go around to examine the cigars right on the bench where they are made, and I find cigars which appear to me as though they would not smoke, being made too tight, etc., am I not allowed to pick up such a cigar and try to smoke it?"

Another question: "I was only this morning examining samples of tobacco, and to satisfy myself relative to the quantity and burn of same, I was compelled to make myself some smokers. Does the law compel us to take these few cigars and put them in a box, pack them and stamp them, whether there may be one or twenty-five. Or are we allowed to smoke them?"

Mr. Kolb has been informed by the Internal Revenue collector that "each and every cigar must come out of a stamped box or, in other words, taxes must be paid thereon," and it will readily be seen what an annoyance this will be.

Strict orders have been issued that no cigars will be permitted to be taken from the T. and O. factories, and if any smokes are distributed they will come from stamped boxes.

Stamped "Smokers" Being Used in New York

NEW YORK, Sept. 28th.—Since the ruling of the Internal Revenue Commissioner many of the manufacturers in this city have begun to pack "smokers" for the use of their cigarmakers and other employees in regularly stamped boxes. But boxes of a larger size than are now being generally used for making up fine packages are utilized for this purpose, and those boxes contain either 250 or 500 cigars.

In some instances, a nominal price is charged for the smokers. While prices thus fixed barely cover the cost of packing and stamping, it is hoped that by requiring cigarmakers to pay something for their smokes it may discourage the practice of treating themselves too liberally with smokes.

In one clear Havana factory, a price of one cent each has been fixed on smokers to its employees, whereas heretofore, as was customary they were supplied without charge.

No prolonged difficulty is apprehended among cigar manufacturers, all of whom show an inclination to continue along very liberal lines with their cigarmakers and other employees.

A strike occurred at the factory of P. Pohalski and Company, but the firm declared that the cigarmakers had accepted the smoker proposition offered them and that the difficulty was due to other causes.

Some difficulty was also reported at the factory of H. Anton Bock and Company, and several others, which it is expected will be promptly adjusted.

The Success Tobacco Scrap Machine

A MACHINE that will stem tobacco for tobacco manufacturers; that makes scrap out of unstemmed leaf for cigar manufacturers; that cleans hand-made stems; that granulates tobacco must be a success.

The Success Tobacco Scrap and Improved Stem Cleaning Machine, made by B. F. Strickler & Sons, at Benroy, Pa., will do all this. And the machine is not new in the market either, for it has been used for a number of years by many of the leading manufacturers of cigars and tobacco, but it was recently very greatly improved by some additional attachments which render the finest kind of results.

The writer has seen many practical demonstrations of its work during the past twelve years and they were always successful. It will cut leaf tobacco, loose leaves or tobacco in hands, separating the stems and dust from the tobacco. The scrap is suitable for the manufacture of short filler cigars, and tobacco manufacturers can also utilize the machine to great advantage in handling any kind of tobacco which will save all hand stripping, stripping it better, in fact, than hand strippers would do it.

It is extensively in use in all parts of the country, and a large number have recently been installed in factories in Pennsylvania, Ohio, and Michigan. Interesting circulars, giving sizes and prices will be sent to any manufacturer upon request to B. F. Strickler & Sons, Benroy, Pa.

First Wisconsin Wrapper a Success

Experiment May Revolutionize Tobacco Growing Industry of that State

JANESVILLE, Sept. 29.

AS a result of the first successful experiment in this State of priming Wisconsin Havana Seed Tobacco for wrappers, conducted by S. B. Heddles, one of the prominent dealers and growers of Southern Wisconsin, a great part of the production of cigar leaf in this State may be changed from binders to wrappers.

Eighteen acres of the leaf were grown this year along practically the same methods as those employed in the Connecticut districts, with the most satisfactory results. It is estiamted that the yield per acre will total about 2,400 or 2,500 pounds, of which 1,200 to 1,300 will be wrappers, and the remainder, the leaves grown on the top sprouts, "Bs" or leaves of the filler grade.

The lower and wrapper leaves of the plant were picked by hand and strung on strings, face to face and back to back, earlier in the season, and at present are nearly completely cured, and are of excellent texture and appearance. They are absolutely sound and represent the best tobacco ever raised in the State.

One of the features of the experiment, is the large production of "Bs" which are raised here in this method. Many plants produced as many as thirty-five to forty leaves and the average is placed at thirty. These are of an excellent size, about twenty inches long and fourteen inches wide.

There has been much interest in the growth of this crop throughout Wisconsin and it is believed that the method will be gradually introduced in many places where the work can be accomplished. Mr. Heddles formerly conducted similar experiments in Sumatra shade-grown for the State Agricultural College.

Philadelphia Cigarette Factory to Expand

Charles E. Brown and Abbot G. Bucher Join Forces with M. Babayan

PLANS are being perfected for the incorporation and expansion of the cigarette manufacturing business of M. Babayan who has been conducting a factory in Philadelphia, at 1118 Chestnut street. A corporation to be known as The Babayan Company, Incorporated, will be charted under the laws of Pennsylvania, and will embrace Mr. Babayan, Charles E. Brown, who for many years was manager of Kinney Brothers' cigarette factory and more recently associated with the American Tobacco Company, and Abbott G. Bucher, formerly salesman for Otto Eisenlohr and Brothers, and more recently with Allen R. Cressman's Sons.

The new company will operate their factory at 213-15 S. 52nd street, and will push the well-known "Deran" Turkish cigarettes and other brands. Mr. Brown, being not only an expert cigarette man but a salesman of wide experience, brings to the business an exceptionally strong influence. Mr. Bucher is well known to the cigar and tobacco trade of Philadelphia and vicinity. While Mr. Babayan is regarded as one of the best judges of Turkish tobacco, as well as a very clever cigarette man.

H. C. Nolan & Co., who have been featuring lately their ten-cent seed Havana "Generalidad," have completed arrangements with the W. F. Monroe Cigar Co., Chicago, to act as sole distributors in that territory for this brand. Although the goods have been introduced only a short time in Chicago, they are selling freely and the factory is receiving most encouraging reports.

Labor Saving Device for Handling Tobacco

A LABOR saving device for hanging pruned tobacco was recently invented by Henry Small, of 324 Wethersfield avenue, Hartford, Conn.

The result of his efforts is an improved hanging lath, the use of which dispenses with the present custom of stitching the leaves of tobacco on to laths, which makes the harvesting of the tobacco crop, as now done in Connecticut practically dependent upon the deftness of the help employed.

Mr. Small's invention consists of an ordinary lath sawed in two, lengthwise. Both parts are used for each string. One piece of the lath is fitted with forty galvanized, sharp-pointed nails which are driven through the lath, the points protruding about three-fourths of an inch like the teeth of a garden rake.

A leaf of tobacco is speared through the stem on each nail, and when the forty have been so secured the other half of the lath is placed against the points of the nail and held in place by three pieces of wire formed somewhat like the letter W. When the tobacco is so fastened, it can be more roughly handled by the men who place it upon racks in the tobacco shed, without danger of the leaves falling off, than when sewing is resorted to.

There is a saving of time and material in every movement in connection with the use of the new invention, and its usefulness has been thoroughly demonstrated at Connecticut plantations. One girl was timed in her work recently, and filled a lath in sixty-one and one-half seconds.

Mr. Small proposed to take 5,000 laths of his invention and 5,000 laths of the kind in general use, which are to be strung with the same grade of tobacco in the same shed, and will endeavor to show more weight of tobacco to a given number of laths than can be strung in the old way.

It is claimed that very few of the common run of laths have forty leaves stitched on, although the pay for the work is on that basis.

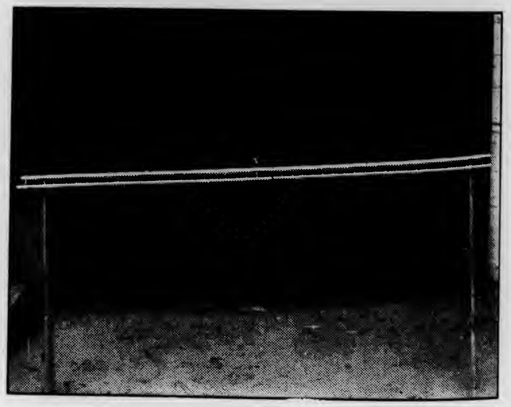
The Connecticut Tobacco Corporation gave Mr. Small an opportunity of demonstrating the value of his invention, and when it was completed he was able to show double the amount of work done and at a cost fifty per cent. less, and yet, the operator was able to earn more.

Mr. Small is confident that his invention will be generally adopted by tobacco growers, and feels sure that when the time comes to take the tobacco down from the poles it can be banked, as the process is called, better than when strung on the laths in the old manner.

The demonstration at the Connecticut Tobacco Corporation sheds was made under the supervision of D. A. Shaw, a pioneer in the shade-grown industry and who is now in charge of the work at the Sliver Lane and Rainbow Plantation of the Connecticut Tobacco Corporation, in Connecticut.



Device Showing Method of Operation



Showing Lath for Hanging Tobacco

A. T. Co. Will Divide Into Three Concerns

Continued from page 11

it relates to the securities of the American Tobacco Company the re-organization plan is now complete and the securities during the past few days have shown strength enough to put their price up a number of points.

On Friday last it was stated that the plan of re-organization provided for a sub-division of the present company into three separate concerns to be known as the American Tobacco Company, The Lorillard Tobacco Company and Leggett and Meyers.

The holders of common stock in the present company are to be allotted proportionate shares in each of the three new companies, their total holdings to equal those held at present.

Owners of the 6% gold bonds are to have their bonds retired at $120.00. Of this amount $60.00 will be paid in cash, and 30% in 5% Lorillard bonds and 30% in Leggett and Meyers bonds. These bonds sold on Thursday last at $112.00.

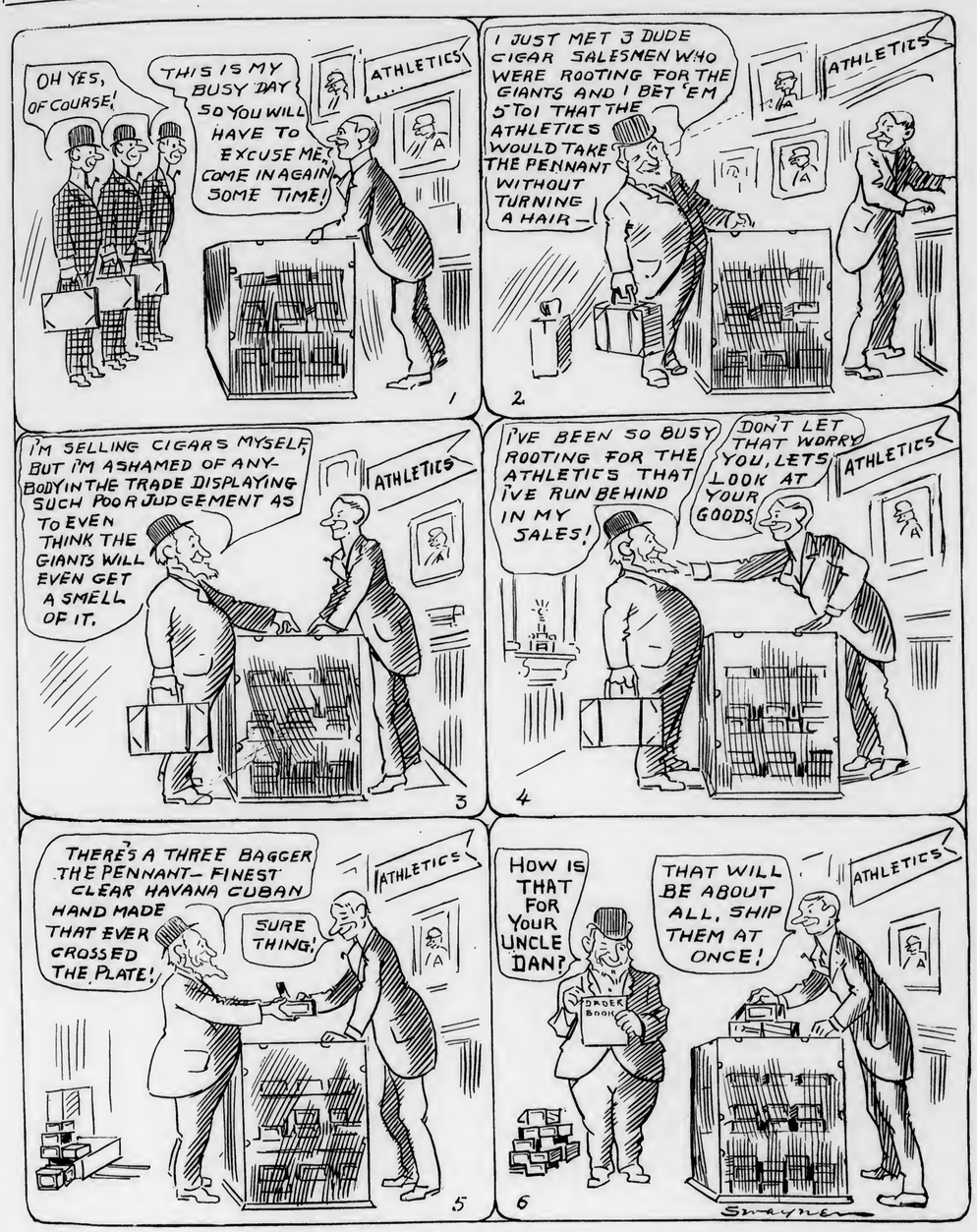
Holders of the 4% gold bonds will have their securities retired at $90.00. Of this amount $40.00 will be paid in cash, and 25% in Lorillard 5% bonds and 25% in Leggett and Myers bonds.

The preferred stockholders, it is understood will have certain options as to the disposal of their holdings. They can take either bonds or cash as they may prefer.

This plan has been submitted both to the Department of Justice and a justice of the Supreme Court, it is claimed, and has been endorsed by the authorities as fulfilling the mandates of the law in full accordance with the decision.

DIPLOMATIC DAN---Does a Little Sly Rooting

Drawn for "The Tobacco World" by Swayne





ONE of my good friends in the trade, who is a tobacco manufacturer of much prominence, attended the Lumbermen's Convention out in St. Louis recently, and should you chance to come across any lumbermen who were present they might tell you a tale concerning his prowess in the line of handling Bourbon whisky.

It appears that his house does a tremendous business with the lumber trade, and my friend himself has an extraordinary acquantance among the heads of the various lumber camps of the United States. He was well aware of the fact that when he arrived in St. Louis there would be some heavy drinking bouts, and although he is not a teetotaler he is no particular friend of John Barleycorn, and assures me that three or four drinks at a time would quickly put him away.

When he arrived at his hotel in St. Louis, where the convention was being held, he immediately hied himself down to the bar, slipped a two dollar bill to the head bartender and a dollar to each of the other bar-tenders, and gave them sub rosa instructions to the effect that whenever he was buying a drink and called for "the same" the bar-tender should pour him a neat little jigger of ginger ale and see that it was placed before him at the table.

I learn, upon good authority, that this wise tobacco manufacturer paid for five hundred drinks during the three days of the convention, and had the satisfaction of going to bed sober every night. The lumbermen regard him as a marvel, and they are telling stories in the camps now about the chap from Philadelphia, who took five hundred drinks in St. Louis, and put away some of the hardest drinkers in the lumber industry and never showed a flag of distress.

He tells me confidentially that the six dollars that he gave to the bar-tenders was the best spent money he has handed out in years.

* * *

An interesting test was made out in St. Louis a few days ago, wherein a blind man, Michael O'Brien, sixty-two years of age, who had been a constant smoker for some forty years and who lost his sight two years since, upset completely the theory that there is no satisfaction in smoking a cigar or pipe unless the smoker could see the smoke; or, in other words, that smoking was a sensation of sight rather than of taste.

The old blind man, who is both a pipe and cigar smoker, has averred that there was no difference whatever in the taste of his favorite brand of cigars before and after he lost his sight. To prove it O'Brien was handed a cigar the same shape and class of tobacco as that which he was accustomed to smoking and he immediately discarded it and called for another. On two or three occasions he was handed substitutes, but he was not fooled in the slightest; and, after trying three or four, the moment they gave him his own brand immediately upon lighting it he sat back in his chair with a smile of content, and the laugh was on the wiseacres who claimed that cigars had to be lighted and seen to be enjoyed.

An able newspaper man in Chicago, who recently took a fling at the subject of naming cigars, draws attention to the difficulty today in securing a title for a new brand of goods. There is no doubt about it that the selection of a catchy name for a cigar is a very serious subject, and, when it is considered that there are over 400,000 names claimed in the various Registration Bureaus in the country, the manufacturer is immediately impressed with the task before him.

In our own office during the past fortnight, several manufacturers wanted the name of the new giant warship "Morena," built for the Argentine Republic, considered to be the largest battleship in the world, but they ascertained quickly that this title had been used by a leading Philadelphia manufacturer, Gumpert Bros., for over ten years.

There are probably 100,000 Spanish titles on the market, and there is scarcely a poet, painter, or statesman of any repute, who has lived during the past fifty years whose picture and name cannot be found on a cigar box in some section of the country. Most of our leading actors have had cigars named after them, but the dealers tell me that these brands never sell with the preachers whose trade they carry, and, as a matter of fact, the dominies are alway strong on brands which are named after poets or painters.

A rose by any other name might smell as sweet, but there is a good bit in a name after all.

* * *

I cannot recall a more interesting example of Damon and Pythias friendship than that which exists between the the elongated comedian, DeWolf Hopper, whom his friends know familiarly as "Will" Hopper, and silver haired Digby Bell who has been one of our finest comedians for over a quarter of a century.

Unless they are playing in separate companies, these two cronies are always together, attending the ball games, playing a game of billiards, or else coming over some business proposition at their club. Both men are a credit to their profession, clean, high-minded and lovable.

Hopper is a great pipe smoker, and has a beautiful collection of various kinds of pipes gathered from all sections. His favorite, recently, has been a silver mounted calabash, and he takes keen delight in experimenting in various mixtures which will give him the sweetest and to his taste, the best smoke. Just at the present time he is saying some mighty kind things about "Edgeworth" smoking tobacco, and his opinion of this brand is rated "AAA1."

Digby Bell is a cigar smoker, and, if you should chance to ask him his particular brand, he will tell you a few things about the "Van Dyck" cigars and their merits, which would make the manufacturers swell with pride.

THE ONLOOKER.

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EDITORIAL

Royal E. Cabell, United States Collector of Internal Revenue, it would appear to us has stirred up a thoroughly unnecessary rumpus in his recent order looking toward the enforcement of the statutes concerning internal revenue stamps on the smokers of the cigarmakers.

Another Burden for the Industry

For half a century past it has been one of the unwritten laws in all cigar factories that the workmen get their own smokes free, and these cigars are mostly seconds, or goods which are not up to shape, or show some defect in manufacturing. The manufacturer does not pay for the making of these smokes, and it seems that there is somewhat of a hardship if the government should endeavor to make him accountable for goods which were really considered as waste.

The additional order which directs manufacturers to ascertain how many cigars have been smoked by their employees during the past two years and to put an internal revenue tax of $3 per 1000 on them seems to us ridiculous. With the rigid monthly regulations enforced by the government concerning the quantity of tobacco on hand, the amount utilized, the amount of revenue stamps bought and the multifarious reports which they must make from time to time, this is an added hardship for which there appears to be no excuse. Cigarmakers are a migratory class, working two or three weeks at a time, and then leaving for some other point, and such data as is now demanded is very difficult to obtain.

Our personal thought is that the present administration at Washington is responsible for much of the unrest in manufacturing and commercial circles, owing to an apparent absence there of good, hard, common sense in dealing with such cases as this.

Cigar manufacturers of the United States are taxed quite enough today, and, in the judgment of many, entirely too much and the industry is feeling it.

Germany Drops the Pipe for the Cigar

If it be true that Germany is discarding the pipe and smoking cigars in increasing quantities, as the latest reports from Berlin state, our Teuton brothers are only following in the footsteps of other nations.

For years the German and his pipe have been inseparable, and a great bulk of tobacco consumed in the Fatherland has gone chiefly into the pipe or cigarette. Generation after generation has been preferring the solid comfort of the pipe to the luxury of a Havana, and it seems almost unbelievable that a race of smokers so wedded to tradition, as the Germans, have at last cut loose.

Americans visiting Emperor William's domain frequently complain that they are unable to get a good cigar at a fair price, and that the cheaper grades are absolutely vile. To these tourists, the latest change will be welcome news indeed, since, if the Germans themselves are taking to the cigar, they will eventually compel their retailers to handle a better grade of these goods.

Commenting on the changing taste of the Germans, a Dresden cigar manufacturer stated that his output had been doubled during the last two years and that numerous other factories had been similarly affected.

However optimistic the cigarmakers may be, it is our belief that it will take years and years of education to put the cigar above the pipe in the favor of the German smokers.

No Time To Read Trade Paper

We have no patience with a man who says he has no time to read his trade paper. Either he is ignorant or too blind to his own advancement to find time.

Every trade in this country is represented through its trade paper, and no medium can raise higher than the class of people reading it and using it. To fulfill its functions in its truest sense, a trade journal should be the mouthpiece for the greatest good of the greatest number. But it is a difficult task for the editor to sift out the false from the true and express the real sentiment of his readers.

It is a truism that the editors are just as anxious to make their journal of interest and value to their readers as their readers are to have them do so.

If you find fault with your journal, write and tell the editor what you want. He will be glad to hear from you since it is by such means only that he can feel the pulse of the trade, and give it what it needs.

Above all, read your trade journal with care, and you will find that you will be benefited.

A novel and beneficial idea is one that the Australian Tobacco Company recently put into effect whereby a winter garden was opened for the female employees. It was erected on the roof of the main building, and affords accommodations for about five hundred women and girls.

A similar garden was opened some eighteen months ago for the men employees, and the relation existing between the employers and employees is so cordial that a wage board and disputes are unknown.

PROBLEMS of the RETAILER

Co-Operation with the Retailer

HOW valuable a trade asset it is for a retailer of cigars to have the marketing of trade-marked or advertised goods depends on what the retailer is. And what he is and what he can be depends on what he knows—what he does and how well he does it—because the success of a retail merchant is only in proportion to the quality and quantity of mental effort he puts forth.

Today, retail merchandising in any line, and particularly in cigars, is the highest order of efficient service, and service means giving the public what they want, and they usually want the goods they know most about. Advertising is of as much interest and benefit to the retailer as it is to the manufacturer because it means future trade for the retail dealer. It also means protection to the consumer, and what protects the consumer naturally must benefit the retailer. People will continue to ask for goods in which they have confidence, and that confidence is created to a large extent by the advertising that is given the goods. It also means that the manufacturer has enough faith in his goods to stamp it with his trade-mark and back it with his money and his reputation, for the benefit not only of himself, but the retail dealer as well.

By pushing unknown, unbranded and unguaranteed lines, the retailer is encouraging the manufacturer of doubtful brands, and is, in reality, doing an injustice to his own customers. Retailers can, if they will, capitalize on the publicity of the manufacturers, by taking advantage of the great educational work. It has often occurred to the writer when looking over unknown lines of cigars of various grades, whether the manufacturers of them had some reason for concealing their identity or dodging the responsibility of their quality. Isn't there some possibility of the public having such thoughts also?

Handling advertised brands means easier and quicker sales because the consumer knows more about them and economizes time necessary in making a choice. The selling capacity of each salesman or clerk is increased through quicker work, and increased efficiency means decreased selling expenses. The dealer should ask himself what is the non-advertising concern going to do for the retailer? What interest does he take in the success of his customer or in helping the retail dealer sell what he buys?

The adoption of a trade-mark places responsibility on the originator who must necessarily take greater care in its production. Good goods should depend upon indentification, so that they can be asked for, recognized and recommended. The retailer advertising simply his own name has no advantage over any other local competitor, for they can all do the same thing.

A foolish objection sometimes comes up in the query: Who pays for the advertising? If a retailer really believes he is paying for the advertising he practically admits that some obscure local dealer who does not advertise at all, really undersells him when he knows to the contrary. Clerks in the store selling unadvertised brands are idle a considerable portion of their time, while clerks in the stores selling well-known lines are busy most of the time and the selling expense in each respective instance is in proportion to the activity of the store. Overhead expenses are no greater for the store doing an active business than in the store doing less, so that the increased outlet of goods means decreased selling cost.

Advertising is computed scientifically and included in the selling cost of an article and the ultimate additional cost per article is a negligible quantity. Manufacturers of advertised brands who are increasing their advertising are also increasing their output to such an extent that the advertising percentage decreases. But the retailer has to figure it out from his own side of the desk and the more he studies it, the more he is convinced that an increased cost to him on account of the advertising does not even enter into the discussion.

The Small Retailer's Position

THERE is a fear in some quarters that the small retailer will ultimately be eliminated from the business world. Perhaps the desire is father to the thought, but the fact remains that the small retailer is indispensable in the economy of distribution, and without him the wheels of commerce would become somewhat clogged. From the small man have sprung nearly all the great establishments of today, and it is in the nature of things that many of the most substantial houses will eventually be extinguished and their places taken by those who were once small retailers. Take any of the most prominent business houses, and tracing back, it will almost invariably be found that they had their origin in some small retailer. The small retailer has lived and will continue to live in spite of the fiercest competition. The man who is progressive, who has a thorough knowledge of his business, welcomes competition when it reveals to the public differences in the class of goods, efficiency and style of service. Such a man, whether he is running the store himself or employing two or three clerks, does not worry about department store, mail order houses or anything else.

Competition does not hurt the small retailer. There are no bounds to the enthusiastic, able, energetic, pushing small retailer. Such men are to be seen in every city and town, sometimes situated in the very heart of the city, in the midst of competition, or in the suburbs, with little direct competition. There they stand as a beacon light to their less progressive competitor. There are numbers of small retailers whole elimination would be no loss but a gain to the commercial world, because they have no initiative, no personality, no system to their business, never read a trade paper, and are always wanting some sort of legislation to protect them from their competitors. Such men are many times denominated drones in the hive of commerce. With the man who desires to excel in his business, and retire with a competency in the sere age of his life, things are different. He carefully reads trade papers in order to gain a knowledge of what other merchants are doing, noting the points which he can use in his own business. These perhaps he passes on to his clerks in order that they may be as well informed on matters pertaining to his business as he is.

The successful retailer is generally a conservative buyer, considering it better to turn the stock over often than to load up even at a concession in price.

Like the poor, the small retailer will always remain with us, and like the poor, some will always remain small retailers, because they lack the technical and practical knowledge of their calling, have no individuality or ambition, and rely too much on legislation and false supports to help them. On the other hand, those who are invariably polite and qualify on the points herein set forth, will invariably rise in the commercial scale.

Progressive Retail Cigar Merchandising

MAKING a good resolution is good, but the keeping of it is better. But if it could be, the best thing that could happen to the rank and file of the retail cigarists would be the realization that a little more success would start somewhat of a revolution in methods and their results.

With the opening of the fall season that is evidently an opportunity for the introduction of some new or special methods in merchandising. With some, cut prices have been the attractive feature, but today aggressive methods must be the order. The main reliance will be placed upon the fact that new and up-to-date goods are in stock, and they should be well displayed. Everything about the store should be suggestive of the season. Clean, bright and cheerful.

There should be no trace of that lazy spring feeling.

Seasonable Advertising.

Advertising retailers should talk quality and styles they now carry in stock. The public expect it, and while some may be materially affected by price quotations, they are much more anxious about the freshness of the stock, or in any new brands of standard goods which may now be offered.

When you can convince a reader of your advertising that your line is about the choicest in town, they will look up the price, and if that, too, is about right, it will easily clinch the matter for you. But if you should talk price to the exclusion of quality you are likely to give the impression that you are only disposing of a job lot of goods.

The phrase "A ten-cent cigar for five cents" is ridiculous, for your customers know that you can not sell a genuine ten-cent cigar for five cents and continue to do so.

At this season of the year the most effective trade bringers are the light, buoyant, spontaneous ads., those that suggest cheerfulness and freshness.

Special Inducement Sales.

As a means of helping the sale of regular lines as well as promoting the sale of stickers and slow sellers a dealer proposes making a run on certain brands from time to time. This has the merit of attracting attention to the store and its goods. A slight reduction only is made in price, the goods being still sold at a profit. This fact, once known by the consumers, the dealer thinks can be counted upon to bring in custom not otherwise obtainable. On certain days of the week a certain line is taken. We will say by way of example, that this is priced regularly at $3.50 per box of 50, now marked down to say $3.15, conspicuously displayed in the window and inside the store, and also made a special feature in the regular newspaper advertising space. In connection with these displays, show cards are used reading, "These goods have not been advertised." "Many of our best values are not advertised," the word "Not" being emphasized in both these sentences. The cards should be neatly and appropriately designed, and will serve to direct attention to the display, the price being also conspicuously mentioned. Even though the particular article shown does not appeal to the prospective customer, he will be on the alert for some other brand. In this way the attention of the public is directed to many features of the store which would be otherwise overlooked or unnoticed. The price reduction holds good for one day only, different article being featured each time.

Rainy Day Sales.

Rainy days very often come suddenly and offer a very difficult proposition; for this reason it is impossible to advertise in advance.

The only thing to do is to impress the public with the fact that every rainy day will be considered as a special sale day and unusual values will be offered. The public must be assured that if they will come to the store on any rainy day there will be special inducements for them.

Department stores have handled this proposition in a profitable way, and there is no reason why a retail cigar store can not formulate plans in emulation of the department store.

Sticking to Facts.

Sometimes it happens that a merchant who has built up a good business by aggressive advertising, thinks he is in a position to take some chances with his trade. He feels so sure of his customers that he believes it will never be noticed if he skimps in values. He is so assured of his position that he gets careless in his advertising and makes statements that are not justified by facts. Such a dealer is riding for a fall. Any really successful store has succeeded through public confidence. Whenever that confidence is shaken the dealer may as well send in his application to the "Down and Out Club," for he will soon be eligible to membership.

Simple Language for Effective Advertising

A SERIES of sermons recently published in book form by a distinguished clergyman, of an eastern city, well exemplifies the natural dignity and good style of simple language. The man who is a master of choice English allows the language to clothe his thoughts, rather than obscure them. The tendency to brilliant and grandiose phrases is dying out, for like the three-volume novel, of a past generation, no one seems to have time to read, and long words, not easy of comprehension, have gone out of date. The one who uses the plainest language correctly and well, is the master. It is vulgar and pretentious to use words too difficult to understand, and apart from the relation to literary style, there is a dignity and virtue in common words.

The one who speaks and writes best avoids superlatives and extravagant phrases. The tendency to exaggerate is now a relic of the past. This is especially true in the field of modern advertising writing. It is now recognized that the use of superlatives weakens an argument, and tends to incredulity. It is hard to believe that some ordinary article, that has been familiar to the reader for many years, has suddenly become the very best in the market, and he who makes such a statement may expect that anything else he may say will be greeted with unbelief also. The moral effect of grossly misstating qualities will inevitably tend to discount all statements that emanate from the same source.

Bellingham, Wash., Dealers Comtemplate Organizing

RETAIL cigar dealers at Bellingham, Wash., are very much interested in the proposed organization of an association for mutual benefit. Acting Secretary N. E. Nelson, of the Seattle Retailers' Association, has been visiting that city and held several conferences with retailers at the Hotel Byron, when the objects of the proposed organization were fully discussed. The plans under contemplation are rather comprehensive, and it is proposed to form a State organization as soon as a sufficient number of local organizations have been established in the various towns.

The local dealers took very favorably to the idea and an association will no doubt be fully organized in a short time.

Attending the Obsequies

"Can I get off this afternoon to go to a funeral?" asked the cigar clerk. "Whose funeral?" asked the boss.

"I guess it's going to be the home team's."



Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

Sudden Death of Leopold Cohn

LEOPOLD COHN, of the widely known leaf firm of A. Cohn and Company, importers and packers of leaf tobacco, with general offices at 142 Water street, New York, died at his home 60 East Sixty-sixth street on Tuesday last, after a very short illness. He was sixty-one years of age.

Mr. Cohn was born in Aldsdorf, Bavaria, in 1850, coming to this country in 1856 with his father and brother, A. Cohn. After reaching manhood he entered the cigar manufacturing business and was successful. In 1871 he joined his brother in the leaf firm of A. Cohn and Company, of which he was the surviving member at the time of his death.

He is survived by a widow and five children.

Purchases At First of Fall Inscriptions

AT the first of the fall inscriptions of Sumatra tobacco held at Amsterdam on Sept. 22nd, when offerings of more than 17,000 bales were made only about 800 bales were purchased for the American market. The principal buyers were as follows: H. Duys and Company, 200; G. Falk and Brother, 200; Otto Eisenlohr and Brothers, 200; Joseph Hirsch and Son, 175 bales and Hinsdale Smith and Company, 50 bales.

The tobaccos offered were running mostly in dark and medium brown; colors not so much desired by American buyers.

John Duys Makes Big Purchase

IN addition to two hundred bales of Sumatra tobacco purchased by H. Duys and Company, at the inscription held at Amsterdam on Friday week last, John H. Duys, of the firm who is now in Europe, has made a number of purchases out of hand. Mr. Duys was in search of all available parcels of light tobaccos and promptly acquired as much desirable leaf as he could find. His total purchases amount to about seven hundred bales, and the firm will be able to show samples of their new purchases before the close of another week.

The Royal Mail Cigarette Company, is placing on the market two new packages of cigarettes under the respective names of "Royal Mail" and "Royal Coquette," in addition to another style of package under the name of "Everybody's." The Royal brands are put up in packages of white and gold, while the last named is contained in a red box. The "Royal Mail" sells at 25 cents, "Royal Coquette" at 15 cents and "Everybody's" sells at 10 cents per package.

The Yankee Cigar Box

THE Yankee Cigar Box Company, at 999 Metropolitan avenue, Brooklyn, N. Y., reports a large number of rush orders for their "Yankee Boxes." Their product is attractive in appearance, made of a fibre substance. The manufacturers claim that they can be produced at a cost which will effect a saving to cigar manufacturers. They possess strength and are also practically air-tight.

The introduction of these boxes is now past its experimental stage and duplicate orders are coming in. The present capacity of the plant is 10,000 boxes a day, but alterations are in progress, which, when completed, will greatly increase this output.

Gustave Plate is the present manager of the company, having become connected with it about nine months ago. He had formerly been in the cigar business for a number of years, and has a thorough knowledge of the needs of the trade.

Pushing "Gregorio Lopez" Sales

E. J. ALBRECHT, manager for the Antillas Tobacco Co., 116 Broad street, New York, makers of the "Gregorio Lopez" cigar, states that business with them has been exceptionally good, especially with the jobbers of the New England States.

M. B. Spaulding, one of the "Gregorio Lopez" salesmen, is now making an extended trip through the Middle West States, and is sending in large orders. H. Weiss, who is also one of the "scouts" for this Porto Rica smoke, just returned and brought in the big orders from the New England States.

New York Retailers' Meetings

THE business meetings of the Retail Dealers' Association will hereafter be held in secret. The admission of new members will be conducted along the lines of secret organizations, by having investigating committees to look after applications, which will be finally voted on at a regular meeting of the association.

Quarters have been secured at Terrace Garden, for the next six months, and President Murray Bauxbaum will call a meeting on October 12th.

B. Wasserman, the veteran cigar importer, sailed on Saturday last for Havana, Cuba, which will make his fiftieth trip during the fifty-five years of his active business career. Before leaving Mr. Wasserman remarked to some friends that he felt exceptionally well and expected to make many more trips before retiring from his many years of activity.

Death of Customs Inspector

TIMOTHY J. DONOHUE, special inspector of customs at the New York port for more than forty-three years, and who is well-known to the cigar and tobacco importers, died at his home in Brooklyn last week of diabetes.

Mr. Donohue was born in County Kerry, Ireland, in 1846, and came to America when sixteen years of age. He gained special recognition of government officials in 1882 when he seized 100,000 cigars on board the Ward line steamer "Washington." In later years his attention was directed specially to the smuggling of jewelry, etc.

Death of Prominent Factory Superintendent

JACOB S. LEDERER, superintendent of the Newburg factory of A. G. Kaufman and Company, died at his home on Washington Heights on Sept. 23rd, after a three months' illness. He came to New York from Cincinnati about five years ago and became well known in the cigar trade.

S. Loewenthal & Sons, 131 Maiden Lane, New York, leaf tobacco dealers are doing a good business. Mr. Harry S. Loewenthal has just returned from a business trip through the New England States where he has closed up some fine deals, besides inspecting some of the firm's Havana seed leaf tobaccos. Bert Loewenthal has just returned from a Western trip covering North Dakota and visiting the Wisconsin tobacco fields. Bert feels like most salesmen who have had a successful trip. He is now preparing for a trip through the Southern States, and let us hope he will return again with a pocket full of orders.

J. Fried & Bros., 173 East Eighty-seventh street, manufacturers and jobbers of cigars and smoking tobacco, have opened a branch store and office for their business in Lansford, Pa. Mr. I. Povlik, representative of this branch, is meeting with great success in the new field, and the firm reports, that since they have been established in Lansford the business done has reached an amount far beyond their expectations. They are now completing arrangements for opening a similar branch in Milwaukee. They are featuring the "Southern National" and "Admirlidad" cigars.

Philip G. Frank, of the firm of Philip & John Frank, 163 Pearl street, New York, dealers in Havana and Connecticut leaf tobaccos, recently returned from a two weeks' trip to the New England States. He reports that business with him has been very good, especially in Connecticut leaf. He also reports that the tobacco crop on their farm located in the Thomsonville section is exceptionally good and of fine quality. Mr. Frank will start on his Southern trip about the 10th of October to visit his customers.

Friends of Leo Carantipaulo recently received post cards from him, stating that he was just leaving Port Said, Egypt, and would continue on his journey to Calcutta, India. Mr. Carantipaulo sailed from New York in August. He is on his way to Calcutta, where he will make his future residence, and also take charge of the "Nestor" cigarette factories. He has been an active representative for this well known cigarette company and will be very much missed by his friends.

Moritz Neuberger, of the importing and exporting house of Heinrich Neuberger, returned to New York last week accompanied by his wife and family, after a prolonged sojourn in Europe.

Late New York Notes

Frank H. Crygier, prominent cigarist of Hartford, was a New York visitor last week.

S. Garcia, of the firm of Fernandez & Garcia, Habana, Cuba, sailed on the "Saratoga" Saturday, September 23, for Cuba. Mr. Garcia spent six weeks in New York on business.

Orders now reaching the office of the Cayey-Caguas Tobacco Company indicate a splendid business on their "Savarona" Porto Rican cigars.

I. Dankowitz, Havana importer at 233 Pearl street, reports a strong demand for Havana leaf, and is concerned only about an apparent shortage in available supplies.

Charles J. Moye, cigar department buyer with the R. & W. Jenkinson Company, at Pittsburgh, was looking over New York lines of cigars and pipes last week.

James Glaccum, of Wm. Glaccum and Sons, is preparing to leave for the West, on one of his periodical visits to their jobbing trade.

Herman A. Mooyer, manager of G. S. Nicholas and Company, importers and distributors, has been spending a short vacation at his farm in the Berkshire Hills.

John W. Merriam, of the Bull Dog factory, is now touring in the Far West and reports a good business from Denver and other points.

Charles S. Morris, of Charles S. Morris and Company, is now working his way East from Chicago. He will cover the important intermediate points.

Jac. Wertheim, president of the United Cigar Manufacturers' Company, is expected home from Europe this week, having sailed from Cherbourg on the "S. S. Amerika."

A petition in involuntary bankruptcy was filed last week, by J. Holzman, and others against Max Roth a cigarist at Liberty, N. Y. Claims filed aggregate $1,461.

R. M. DeMora, 171 Broadway, who is an importer and broker in Cuban cedar wood for cigar boxes, reports a splendid business. He recently booked an order with a large cigar box dealer for 1,000,000 feet of cedar.

Don Nicolas Cardenas, of the Castaneda Havana cigar factories, is booked to sail from New York for Europe this week, going direct to Paris, thence to Hamburg and Berlin. He expects to return about the end of the year.

The Alonzo B. Pandoz Company, are meeting with encouraging success in placing their new package of "El Pandoz Juniors" on the market. This cigar is put up five in a box retailing at 25 cents.

George L. Symons, of the Symons-Kraussman Company, is expected to return to New York next week from an extended trip to the Pacific Coast. His efforts have been very successful on their leader the "Flor de Baltimore."

Many of the United Cigar Stores' customers have missed their old friend, John J. Flarity, manager of the Flat Iron Building store, recently. Mr. Flarity has been transferred to the store at 332 Fifth avenue, where he is superintending some changes in the business.

George Keith has resigned his position at the Cadillac Hotel cigar stand, and has joined the selling force of the Dabs Cigarette Company, 546 Fifth avenue. Keith is making good on the start and is right at home, as he was in the field before in the cigarette business where he made many friends.

V. Salla, maker of the "El Regio" Havana cigar, states that business has been unusually brisk in the past two weeks. The factory and store of this firm has been at their present address, 225 Pearl street, New York, only two months, so that they have good reason to be satisfied with the business done.

William Greenwald, son of Morris Greenwald, head of the leaf house of M. Greenwald and Sons, 193 Pearl street, died last week at St. Luke's hospital, after a brief illness. The funeral was attended by a large number of members of the tobacco trade.

Wm. S. Lakamp, 113 Maiden Lane, New York, the Eastern representative for the Brunhoff Manufacturing Company, Cincinnati, is making a six weeks' trip through the New England States and is sending in some fine orders for cigar cutters and other advertising novelties.

Marcelino Perez, of Marcelino Perez and Company, clear Havana manufacturers returned to New York last week from Havana, apparently well satisfied with his visit to Cuba. He also reported factory conditions and the sales of their "Tuval" brand very satisfactory.

E. W. Lockwood, formerly with the Cayey-Caguas Tobacco Co., New York City, has recently made connections with Robert E. Lane, the United States and Canadian representative for the famous Partagas factory. Mr. Lockwood's friends in the cigar trade will find him at the Partagas headquarters, 115 Broadway, when he is not calling on the local trade.

Marqusee Fire Loss Adjusted

AN adjustment has been effected on the fire loss on the Julius Marqusee tobacco warehouse on East Huffman avenue, Dayton, Ohio, which was destroyed by fire August 31st. The adjustment shows a loss of a little more than $103,000, while the salvage will amount to about $5,000, leaving a net loss to the insurance companies of $98,000.

Alabama Tobacco Brings Good Figures

THE stockholders of the Monmouth Sumatra Leaf Tobacco Company are getting reports from the crop of tobacco raised on their land at Summerdale, Ala., this year. The first load of this year's crop was recently delivered to a warehouse and 64 cents per pound was received. This was the most valuable lot of tobacco ever sold at Summerdale.

The establishment of Caesar Macaluso, an Italian cigar dealer of 619 Wash street, St. Louis, Mo., was wrecked by an explosion last week, which also set the building on fire. Conflicting stories told by Macaluso when questioned by the police lead to his subsequent arrest.

Los Angeles Letter

LOS ANGELES, CAL., Sept. 25.

R. W. WITTSCHEN, with Haas-Baruch and Company and W. H. Ellis, representing Upmann & Wilcox, have been offering to the Los Angeles dealers for the past ten days, two new sizes of the famous "Upmann Boquet." They have been meeting with keen enthusiasm and it is deserved as the sizes offered are truly a revelation in seed and Havana products.

Klauber and Wangenheim Cigar Co., are putting special efforts in their leading brands. The old reliable "Optimo," of A. Santaella and Company and Sanchez and Haya brands are as staple as sugar in the market. Their campaign on "El Gonzales" 5c. made by Hilbronner and Jacobs, Philadelphia, is bringing many duplicate orders. "Pippins" are sold in this territory at the rate of to and one-half millions per year.

Mr. Bonhouse, one of their salesmen is now in the Bakersfield territory sending in some big orders. Mr. Marx, Klauber and Wangenheim's able Arizona representative, is making things hum as far east as El Paso. Mr. Barnes is now in the Independence Country on his annual vacation.

Klauber and Wangenheim Company report a heavy demand for their full line of quality cigars, particularly for the famous "Flor de Mandel" line.

Mr. W. B. Pattillo, who represents Bondy and Lederer, New York, has just returned from Seattle.

I. Wentworth, representing Jose Lovera Company, is certainly meeting with great success with the "Lovera" through their distributors, Haas-Baruch and Company.

J. J. Gans Brothers are having a fine run of business on the "Natividad" made by Frankel, Gerdts and Company, of San Francisco. "Tom Keene" and "Laurence Barrett," Bondy and Lederer, are also running strong.

M. Samuels, formerly with Morris Burke, has joined the sales force of Oscar Baer Cigar Company and leaves Sunday for Fresno with a full line of "El Templo."

Roe Walker has sold out his cigar business in the Trust Building to Miss Marie Craghead, formerly of Kansas City.

Morris Burke, "The Stogie King" representing Hilbronner and Jacobs, of Philadelphia, has about fifteen window displays of the "El Gonzales" in the best stores in this city and reports duplicate orders from everywhere. He has also placed the "Prudentials" (seed and Havana) with Klauber and Wangenheim Cigar Company, of this city.

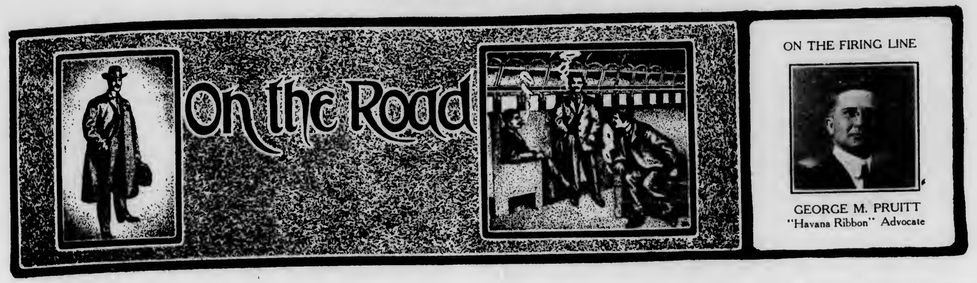
T. J. Devitt just arrived from Portland today and will be with us ten days campaigning the "Philip Morris" cigarettes and placing window displays. He reports a big business on the "Philip Morris." Battling Nelson, of Schinasi Brothers, just had a big campaign on "Naturals." He leaves for San Francisco shortly.

F. C. Leverance, of the Shields-Wertheim Company, Cleveland, Ohio, makers of the famous "Saramita" is now in the city visiting his distributors, Klauber and Wangenheim Cigar Company.

M. B.

Under the auspices of the Western Tobacco Growers' Association, of Missouri, it is proposed to hold a tobacco show in St. Joseph early in December. They have already received the first consignment for exhibit, which is a fine specimen of South Carolina leaf, and is submitted by C. M. Jones, a warehouseman at Marion, S. C.

George P. Madden, of Norwich, Conn., has purchased a site for the erection of a new cigar factory, and as soon as it can be completed will remove from his present quarters on Cliff street.



Selling "Havana Ribbon" Cigars in Jersey

GEORGE M. PRUITT linked his fortune with the "Havana Ribbon" on January 1st last and has fully exemplified what a live man can do who has absolute faith in the goods he represents. He has succeeded in opening up some of the most desirable jobbing accounts in his territory, besides fattening his sales total with the cream of the retail trade, in South Jersey.

It can be taken as a criterion when in eight months one jumps from a trailer to a leader in his total sales. Mr. Pruitt believes in doing business along straight lines and to his faculty for backing up his belief is due the host of friends who hold him in esteem both in and out of the trade.

Col. M. W. Levine started out recently on a trip through his old territory in the West and Northwest in the interest of the Persevero cigar factory of Sam H. Harris, and some good sized orders are already resulting. Mr. Levine is one of the oldest salesmen traveling out of New York, and has a large clientele of old customers.

O. L. Myers, representing the "44" Cigar Company, Philadelphia, is now working his way to the Pacific Coast. He has already succeeded in opening several new accounts, with prospects becoming even better the further he goes.

E. B. Mayer, with E. G. Perez and Company, now touring New York State was last week in Buffalo where the line of Porto Rico cigars shown by him were well received and a substantial business obtained.

S. W. Levine has returned to the New York headquarters of the E. H. Gato Cigar Company, after his first and successful trip through the West. He reported a very satisfactory business.

Mark Jacobs covering the Southwest in the interest of the "Mi Hogar" clear Havana cigars from the factory of E. P. Cordero, last week reported a good business in Tennessee.

Julius Hirsch has joined the selling staff of A. Santaella and Company, and will promote "Optimo" sales through the New England States, New York State, and Philadelphia, Baltimore and Washington.

L. Bealle, a member of the selling staff of Rotherberg & Schloss, is on the sick list.

J. L. Hanley, of Kansas City, has been visiting the Denver, Col., trade recently.

J. T. Armstrong, with Philip Morris and Company, Limited, cigarette manufacturers, New York, who has been covering Western States, was last week in Seattle.

The new holiday line of P. Verplanck and Company, of Tampa, was being shown to the trade in Toledo and vicinity last week by Charles Staples, the factory representative.

R. Dobler, with V. Guerra Diaz and Company, clear Havana cigar manufacturers, left New York this week for a trip through New York State.

Val. G. Keogh, of the "Bulldog" forces, spent last week in Detroit in company of Mr. Gorman, of the Church-McConnell Company, distributors at Toledo.

Charles B. Cameron of the Waldorf-Astoria Segar Company, after a successful visit in St. Louis, Louisville, Cincinnati, Cleveland, etc., is returning to New York.

Ben Lesser, with F. Lozano, Son & Co., New York, has been covering St. Louis and other Middle Western points during the past fortnight.

Geo. W. Edwards, a cigar salesman, of Hudson, N. Y., has filed a bankruptcy petition giving his liabilities as $2,083.00 and no assets. In 1906 he was a member of the firm of Edwards & Hoover.

Charlie Staples, roadman with Menendez Bros. & Verplanck, was recently shaking hands with his old friends in Buffalo.

Wm. Nye, a prominent Kansas City broker, was a welcome visitor in Toledo last week.

Henry G. Alces, of the Simon Batt and Company, sales force, left last week for a trip through the West.

Adolph Froleich, with Saml. I. Davis and Company, New York, was a visitor in the trade at Toledo last week.

Sol. Rosener, with E. M. Schwarz and Company, New York, was among the trade visitors at Washington, D. C.

Albert C. Calish, with the Cortez Cigar Co., Key West, was a recent visitor at Cleveland, Ohio.

Fred. Charles with Ruy Suarez & Co., of New York, has been a visitor recently in Chicago, placing "El Planco" cigars.

H. F. Conn, with Haas Bros., Cincinnati, recently covered Wisconsin and other Northwestern States.

Tom Dean Branyan, with Jose Escalante & Co., of Chicago, has returned to the home office after a visit through Illinois.



Philadelphia's Output in August

THE output of cigar and tobacco products in the First District of Pennsylvania, consisting of Philadelphia and vicinity, during August is shown in the following table, together with a comparison with the same month of the previous year. In cigars the production in August exceeded any previous year in a decade.

	1911.	1910.	Increase.
Cigars,	63,173,600	62,508,950	664,650
Little Cigars,	42,445,000	22,300,000	20,145,000
Cigarettes,	7,928,700	9,554,000	*1,625,300
Tobacco,	95,120	87,934	7,186

*Indicates decrease.

"44" Branch Factory in Full Operation

THE new branch factory of the "44" Cigar Company, at New Brunswick, N. J., is now in full operation and a very satisfactory workmanship is shown. The force now employed there will be increased in the near future to take care of the strong demand now coming in for the "44" and "Adlon" cigars. At present only "44" cigars are being made at the branch factory, while the Philadelphia factory has increased its working force on the "Adlon" cigars. The Philadelphia factory is also operating with a full force and some overtime has had to be done in order to make prompt shipments.

Mr. Jeitles Busy in the West

S. C. JEITLES, of Jeitles & Blumenthal, Ltd., has been making a tour of the Middle West and is reported in St. Louis this week. The orders which he has been sending to the Philadelphia factory indicate that the popular brands of cigars made by this firm are in great demand, not only among the firms that have been distributing their goods for years, but also with the many new accounts which they have opened in the past six months. Mr. Jeitles expects to return to Philadelphia in about three weeks.

Introducing "Bank Note" Cigars in Philadelphia

THE "Bank Note" cigar marketed by George L. Storm and Company, of New York, has made its appearance on this market, and is being introduced by means of a premium consisting of a humidor which goes with three hundred cigars. The "Bank Note" cigar is a nickel proposition and is attractively packed. Considerable interest has been aroused in it.

G. H. P. Co. Anticipates Big Fall Trade

THE G. H. P. Cigar Company, anticipates a big trade this fall, and is already lining up their forces for a very active campaign. Good results have been obtained from the introductory lines placed, and many new accounts are being opened.

H. W. Clark, a western representative, has placed the line with the G. Janovitz Mercantile Company, of Leadville, Colorado, and the Pegler Cigar Company, in Denver, Colorado, recently.

They are about to launch a big campaign in their "Dakem" broad leaf cigars, and are planning for an increase in their output.

Their "Goodina" five-cent cigar is now put up in perfecto shape, a popular size in many localities.

"Vincello," their after-dinner cigar, is also becoming a favorite wherever placed.

Distributing "Rigoletto" Cigars in Philadelphia

H. N. GOLDSMITH & CO., have secured the distributing agency for the "Rigoletto" Havana cigars made by E. A. Kline and Company, of Cleveland. Several salesmen are now waging an energetic campaign on the brand in this city, and backing up the extesive advertising which the manufacturers are giving the brand for the benefit of retailers. The brand is being shown in four sizes and some good orders have already been secured. In a short time the goods will have a general distribution about the better stores of this city.

Indicted as a Box-Stuffer

A TRUE bill of indictment was found against Samuel B. Welsh, manager of the Scarlett Stores, Philadelphia, for box stuffing by the United States District Court within the past fortnight, and the trial will probably take place at the December term of court.

Since the arrest of Welsh, Internal Revenue officers have been watching other persons suspected of this practice, but no arrests have been made, the apprehension of Welsh evidently being a lesson to them.

Sam. Bayuk Home Again

SAML. BAYUK, of Bayuk Bros., "Havana Ribbon" fame returned to Philadelphia last week after covering the Middle West and Pacific Coast. Mr. Bayuk reports very satisfactory conditions, and that prospects were never before so good for expanding the sale of the "Havana Ribbon." He had time only to visit the principal distributing centres where he was royally received.

T. & O. Co. Had Busy September

DURING September business was exceptionally brisk at the factory of the Theobald and Oppenheimer Company. In fact, in point of production it was the largest month the house has had in a long time. During that time John T. Dee, sales-manager, had been kept closely confined to his desk in looking after the large volume of detail involved in handling a large sales force.

An increased output is becoming more urgent each day in order to meet the demand for their line of high-grade goods.

New Down Town Store

W. G. POTTER, formerly manager of the C. K. Sterner retail store at 11th and Walnut streets, is opening an up-to-date establishment at 257 S. 11th street. The new store will be ready for occupancy on or before the middle of the month. The fixtures will be modern in every respect, and he will specialize on high class goods, carrying all the more popular brands of cigars. The high-grade smoking tobaccos of the Falk Tobacco Company, will also be a feature. Pipes and smokers articles, of course, will be exhibited in fine profusion.

Widsspread Distribution of "Luxello" Cigars

THE sale of the "Luxello" nickel cigar of Luckett, Luchs and Lipscomb is growing rapidly. City trade has lately shown a healthful increase, and heavy demands are now coming in from distributing points. F. Barman and Brothers, of Los Angeles, Cal., recently took on this brand. H. P. Brewster, of Rochester, N. Y., and Sanker and Williams, of Scranton, Pa., report very good success on "Luxello."

Jos. Way Admits Jos. Way, Jr.

JOSEPH WAY, the popular retailer who operates a chain of stores in this city, making his headquarters at 1105 Market street, has admitted his son, Joseph Way, Jr., to an interest in the business. Young Mr. Way has already spent much time about the business and is well equipped to take care of his end of the business. He will be in full charge of the pipe, tobacco and smokers' novelty department of the business.

The wedding is announced of Miss May O'Brien to Mr. Frank Flanigan, manager of J. M. Stoever cigar stand in Broad Street Station, on October 4th, in St. Thomas' R. C. Church, Seventeenth and Morris streets, Philadelphia. James Flanigan, manager for M. J. Dalton and a brother of the groom, will be best man; John Flanigan, with Terry & Duncan, and Gerald Flanigan, with E. O. Criswell, cigarist at Fifty-second street and Baltimore avenue, will act as ushers.

M. B. Arndt, a retailer, at 702 Chestnut street, is scoring a fine success in the introduction of the "Majetta" brand of Key West cigars recently put on the market by him. This brand which is a private trade-mark of Mr. Arndt is at present put up only in perfecto size, but additional sizes may follow. It is a fine nickel cigar well calculated to please the cigar smokers patronizing that store.

Joseph Coffey, of the M. T. Coffey Company, Fall River, Mass., was a recent visitor at the factory of the Theobald and Oppenheimer Company, here. They are extensive handlers of Theobald and Oppenheimer products.

Quaker City Items

Steve Herz, of Bustillo Brothers & Diaz, visited the trade in Philadelphia recently.

John W. King visited Philadelphia recently in the interest of Cuesta, Rey & Co., of Tampa, Fla.

J. Culver Wolfe was looking after the interest of the Waldorf-Astoria Segar Company in Philadelphia this week.

Mr. Caras, of Oritz & Caras, of Tampa, recently visited the local trade in the interest of the firm's "La Democracia" cigars.

J. Harvey McHenry, of the Blu-J Tobacco Company, has been on a western business trip and reported good success. When last heard from he was in Chicago.

H. G. Morris was last week showing a line of L. Sanchez and Company's clear Havana goods to the trade in this city.

Charles Bowen, with the Porto Rican Exporting Company, was renewing acquaintance with the trade in Philadelphia this week.

Mr. Verplank, of the firm of P. Verplank & Co., called on the Philadelphia trade recently in the interest of Tampa made goods.

R. M. Ellis, of the New York office of the M. Melachrino & Co., cigarette manufacturers, was a Philadelphia visitor recently.

Harry Moulsdale, general representative of the Sanchez & Haya cigar factory, recently visited the trade in Philadelphia.

George Alces was looking after the interest of the El Victor Cigar Company, of Jacksonville, Fla., in Philadelphia this week.

J. G. Atherholt, 111 South Broad street, is exploiting the "Webster" clear Havana cigars made by Y. Pendas & Alvarez, of New York and Tampa, which is a new brand for this enterprising dealer.

Charles E. Strickler, of B. F. Strickler and Sons, Benroy, Pa., makers of the Success Tobacco Scrap Tobacco Machine, was a visitor in Philadelphia last week.

Ricardo Struller, of the Antillas Tobacco Company, New York, and E. J. Albrecht, office manger of the firm, were visitors in Philadelphia this week.

Louis Halpern, lately with the G. H. P. Cigar Company, contemplates soon opening a cigar factory in this city. Several places are under consideration. Operations will be commenced with about twenty-five hands. A central location is wanted.

The Levenson Cigar Co., of Richmond, Va., have taken on the "Plentius" brand of cigars, recently put on the market by the G. H. P. Cigar Co., of Philadelphia.

M. J. Dalton, 111 South Thirteenth street, Philadelphia, reports the loss of a consignment of F. Lozano, Son & Co. and P. Verplank & Co. cigars when the steamship Lexington was lost off the Carolina coast within the last month.

Mitchell, Fletcher & Co., Chestnut and Twelfth streets, Philadelphia, have just received a shipment of their "Mifleco" Porto Rico cigars, in Panatelas, Invincibles and Sublime sizes. A shipment of 100,000 "Phoebus" stogies was also received last week.

"Brand M," a product of S. Monday & Sons, Brooklyn, New York, is reported to be selling well in this city and vicinity, through the energy of J. Harvey McHenry, who represents the factory here. "Brand M" is an attractive piece of package goods.

Yahn & McDonnell, 15th and Chestnut streets, are meeting with much success on their "Copyright" brand of cigars which they have been featuring recently, and indications point to a consistent increase in sales of this brand of cigars.

The continued strong demand for "Saboroso" cigars has kept the factories of Vetterlein Brothers in active operation. J. R. Vetterlein, a son of the head of the house, recently returned from a trip through the Middle West where he found conditions very favorable to the "Saboroso" line.

An old landmark, of the Germantown avenue section, is the establishment of David Dear Estate, at 4226, which, since the death of Mr. Dear, has been conducted by Harry Dear a son. The Dear store is a popular smokery among a large number of local consumers and a steady and prosperous business is being done.

The M. J. Dalton Company, local distributors of the brands of the Logan Tobacco Company's line of Porto Rico cigars, is meeting with encouraging success, particularly on the "Luriana" and "Myriana" brands. J. M. Logan, of the company, was a recent visitor.

Hiram D. Miller, secretary of Frishmuth Bro. & Co., has returned to Philadelphia after a visit to the Middle West. While in St. Louis, he attended the National Commissary Managers' Convention, which was held for five days in that city. Frishmuths had a very attractive booth at the exhibition held during the convention, and presented boxes of their famous smoking mixture, "Orchid," to the winners of a tug-of-war contest.

Rapid progress has lately been made by the Cores-Martinez Co., who have experienced an unusually heavy demand for their "V-P" cigar, of which they have just marketed a new size in a broad leaf wrapper and containing a Havana filler. Their sales are nicely exceeding those of a year ago.

A new cigar jobbing house has just been started at 1033 Chestnut street, this city, by Curt Katzenstein. Mr. Katzenstein had, until recently, been a salesman with Luckett, Luchs & Lipscomb, covering Southern and local territory. They expect to specialize on several brands, particularly a clear Havana product and two nickel specialties, ranging in prices from $30 to $35 per thousand to the retail trade.

W. S. Lacamp, representating the Brunhoof Mfg. Co., of Cincinnati, was recently a visitor among the cigar manufacturers of this city, taking orders for a number of their advertising novelties.

Late Retail Bulletins

Fire in the Opera House block at Houston, Tex., recently destroyed the cigar stand of B. M. Kern.

G. D. Webber has purchased the cigar business of C. C. Fuller, at Morrison, Ill., and is now in possession.

A new cigar, pool and confectionery store has been opened by J. S. Waterfall and Roy Buzick, at Litchfield, Ill., in the building formerly occupied by the Bee Hive Company.

A new cigar store is being opened in the Flaherty Building at Ansonia, Conn., by Victor Scarp and Antonio Puopolo. Mr. Scarp has been in the business before at Ansonia.

Ray Hedden is opening a new cigar stand in the Juhl Block, Waterloo, Ia., and will carry a full line of all the more popular brands of cigars, cigarettes and tobaccos.

The University Cigar Company was incorporated at Chicago, Ill., on the 24th of September with a capital of $2,000 by E. C. Howard, E. B. Fisher and Oscar M. Lumby.

In Chico, Cal., the police are looking for Japanese proprietors of tobacco stores who are charged with selling cigarettes to minors contrary to law.

The cigar store of Eugene L. Stockman at 2470 Washington street, Roxbury, Mass., was recently entered through a rear door by burglars, who carried away goods valued at $33.

Byron E. Cady has opened a new cigar store at 9 Court House Place, Springfield, Mass., with a full line of imported and domestic cigars, etc.

Fred. Metzger is removing his cigar business from Hampshire street, between Fifth and Sixth streets, to a building across the street, where he will have increased facilities.

The cigar business of Wagner & Birkenroth at 407 Broadway, Loganport, Ind., has been sold to Wendell Schmidt and Cleo. Tousley, who have already taken possession. Mr. Wagner will continue in business as a manufacturer.

The store of the Youngstown, O., Cigar Company, at 408 E. Federal street, was badly damaged by fire several days ago, causing a loss of about $500.

The Cuba-Rica Cigar Store Company, has been incorporated at East Orange, N. J., with a capital of $1,000,000. This company it is said proposes to establish a chain of stores east of the Mississippi river, and will have their headquarters in Cincinnati. Oscar Cassman is said to be at the head of the enterprise as manager.

Factory Notes

Claude Stine has opened a cigar factory on North Main street, South Bend, Ind.

A new cigar factory was recently opened by Chester Obal at Corning, Iowa, making the second cigar factory for that town.

The Bettler Cigar Co., of Fond Du Lac, Wisc., has filed notice of dissolution.

The William H. Hartz Cigar Co., of Detroit, Mich., was incorporated on August 19th, with a capital of $10,000. The principal stockholder is William H. Hartz.

Wm. Warner, an alderman at Rockford, Ill., has removed his cigar factory to a new location at 309 South Main street, where he now has a well appointed establishment.

The factory of Spencer & Miller, at Lake Linden, Michigan, has been removed from the Pauquette Building, at the head of the lake, to the Prince Building, at corner of First and Calumet streets,

A new cigar factory has been opened by F. H. Moff on East Toledo street, at Tremont, Ind., where he continues to make the "Social Smoke" brand of five-cent goods.

The Southern Tobacco & Gum Co., of Louisville, Ky., was recently granted a charter with $1,000. The incorporators were Edward Sleicher, E. W. Smith, Joseph Mooney and Charles H. Isbell.

The cigar factory of Bernard Roesch at Havana, Ill., has been enlarged and improved to keep pace with a growing trade.

The Michalson Cigar Co., of River Falls, Wis., has removed its principal factory to Hudson, Wis., but will continue operations at River Falls.

Charles N. Hurd, a cigar manufacturer at Sommersworth, N. H., has returned to his factory after a two weeks' outing in a camp at Milton.

Henry Muehlenfeld, manufacturer at 910 Kentucky street, Quincy, Ill., recently visited Chicago, Milwaukee and other places in the interest of the cigar business.

Joseph W. Donnelly, a cigar manufacturer of Springfield, Vt., has filed a petition in bankruptcy, giving as liabilities $3718.00, and assets at $840.00, of the latter amount some $200.00 is exempt.

The cigar factory of Julius Fernbach & Co., 203 East Thirty-first street, Chicago, Ill., was recently robbed of 13,000 cigars. The goods, it is believed, were carried away in an automobile.

A new cigar factory has been opened at Menominee, Mich., by George Jones and Henry Jensen, both of whom were formerly connected with O. B. Olson. They have secured quarters at 1312 Ogden avenue.

The McMullen Cigar Company, at Ithaca, Mich., continue to market their "Original Mac" five-cent cigars, and "Priola" ten-cent cigars in a lively way. George McMullen, the proprietor of this factory, has been a resident of Ithaca since 1887, and began his present business in 1907. It has been growing steadily since its inception.

The O. & M. Cigar Company, of Jacksonville, Fla., which is being conducted by D. Ochsman and A. Messing, at 19 Julia street, will be removed to larger quarters in the near future. Their product is being favorably received, and there are good indications of this establishment growing into large proportions.

The Hughes-Ellis-Boyd Tobacco Warehouse Company, of Huntington, W. Va., was recently incorporated with a capital of $25,000 for the purpose of dealing in tobacco and acting as agents for growers, as well as to grow tobacco and operate a warehouse. The incorporators were as follows: Robert Hughes, J. C. Ellis, W. P. Boyd, Fred. C. Prichard and Thomas A. Waitt, all of Huntington.

Gary, Ind. Factory Prospect

THE Chamber of Commerce at Gary, Ind., has been for some time prospecting with a large Eastern cigar firm for the establishment of a branch factory at that place. Efforts are being made to assure a sufficient number of cigarmakers to maintain such an establishment, and Secretary Patterson claims he has received promises from other nearby places making offers of help in supporting the enterprise.

E. ST. Louis (ILL.) Factory Extented

THE Lew Dockstater Cigar Co., which recently removed from Springfield, Ill., to E. St. Louis, where they incorporated with a capital of $50,000.00, have apparently outgrown their present facilities, and are now prospecting for larger accommodations in E. St. Louis. Negotiations are in progress for a lease on the Bacon Section of the Public Library Building, for factory purposes. The incorporators of the Company were Mayor Charles S. Lambert of E. St. Louis, A. H. Schlange, Maurice Engel, H. S. Yawitz and C. M. Hanaway.

Twenty-One Des Moines Stores Selling Cigarettes

SINCE the recent requirement of the municipal government of Des Moines has made it necessary for dealers desiring to sell cigarettes to pay a special license was first put into effect the number of dealers to take out a license has increased. When the new rule went into effect there were less than a dozen which took out a license immediately, but that number has now increased to twenty-one, with prospects that there will be still a few more.

James Parker, the city assessor, gives out the following list of stores licensed to sell cigarettes: C. C. Taft Co., 232 West Fourth street; C. C. Taft Co., 324 West Fifth; C. C. Taft Co., 326 East Fifth; Rex Cigar Company, 210 Sixth avenue; C. C. Taft Co., 305 Sixth avenue; C. C. Taft Co., 307 West Seventh; Norton & Fitzgerald, 317 West Seventh; Chris P. Deckas, 612-614 Mulberry; United Cigar Stores Company, 600 Mulberry; J. F. Donovan, 515 Mulberry; W. R. Sartor, 304 Walnut; United Cigar Stores Company, 501 Walnut; C. C. Taft Co., 418½ Walnut; Myer Cohen, 312 Locust; Alexandria Billiard Company, 515 Locust; Robey & Ostrander, 412 Locust; Abe Zelcer, 714 Locust; Davis Bros., 704 Locust; F. L. Ames, 51½ Locust; F. E. Newman, 400 Locust; R. E. O'Callaghan, 608 Locust.

What Makaroff Says

THINK big, talk little, love much, laugh easily, work hard, give freely, pay cash and be kind—it is enough! Do these and you may smoke cigarettes without danger to your immortal soul. Makaroff—Boston.

The cigar business of the late Howard C. Potts at 330 Harrison street, Davenport, Ia., was sold recently by order of court to Albert Schulze and Roy Potts at the price of $2,550.

all that's new with JOBBERS and DISTRIBUTORS

Difficulties of Denver Cigar Co.

THE recent troubles of the La Famosa Cigar Co., of Denver, Colorado, is attributed to four notes made payable to Alfred Muller, former secretary of the National Jewish Hospital for Consumptives, who died under mysterious circumstances August 1st, and it has resulted in the affairs of the La Formosa Company being turned into the hands of an adjustment company.

The notes aggregate $4,200.00, and are said to have been given to Muller in return for his guarantee to assume certain of the debts of the concern. According to information obtained by Ernest Morris, attorney of the Hospital Association, Muller agreed to pay the debts, but failed to carry out his arrangement.

The affairs of the La Formosa Company are now in the hands of Charles N. Kinney, and as far as has been learned the total indebtedness of the company is over $9,000.00. The visible assets are estimated at $2,000.00.

The adjustment company which now has charge of the affairs is connected with the Retail Credit Men's Association, and the investigation now being made is preliminary to the appointment of a receiver for the concern which is a stock company.

Cigar Business Litigation Ended in Court

A JUDGMENT in favor of Hemenway & Moser, cigarists, of Salt Lake City, Utah, was granted by the court last week in an action brought against Oscar G. Hemenway and U. G. Moser, constituting the firm, by S. Blundell, who claimed that he was a partner in the business of Blundell & Co., of Salt Lake, and that he had not received any share of profits of the business nor an accounting, and asked the court for both. The defendants, however, averred that no partnership arrangement had been entered into and that as a matter of fact Blundell had been overpaid in wages to the extent of $63.83, for which they asked judgment.

The case had been on trial six days when the court rendered a verdict that there was no cause for action for Blundell, and also held that the defendants had nothing coming to them on their cross claim of having overpaid Blundell.

Wholesale Dealers of Spokane Forming Organization

THE Wholesale Cigar Dealers' Association of Spokane, Wash., has been formed by nine large jobbers, who are seeking to become more closely connected for mutual benefit. The organization has been incorporated under the laws of that State with the following officers: President, L. W. Stocker, of L. W. Stocker & Co.; vice-president, Myer Abraham, of Mason, Ehrman & Co.; secretary, H. E. Dillon, of the Siegel Cigar Company, and treasurer, Lee Marx, of M. A. Gunst & Co.

Houses included in the present membership of the organization are: Mason, Ehrman & Co., Hemenway & Moser Cigar Company, M. A. Gunst & Co., Siegel Cigar Company, Schwabacher Bros. & Co., Grinsfelder Cigar Company, Allen & Lewis and Charles F. Barth.

Promoting "El Verso" Sales in Chicago

THERE has been an active business lately in Chicago and vicinity on the "El Verso" ten-cent cigar, made by Deisel-Wemmer Co., of Lima, O. The goods are being distributed by the Steele-Wedeles Company, and manager M. Mayer of the cigar department has taken a great interest in the goods. That house also handles the "San Felice" five-cent cigar from the same factory, and the brands are on sale at all of the principal stores of that city.

They are expecting an increasing volume of business during the fall months.

New England Buyer Securing Fall Goods

JAMES DEERING, manager of the cigar department of Cobb, Bates and Yerxa, of Boston, is completing his plans for the fall and was last week visiting the New York manufacturers making selections of lines which will be specially featured. His department is one of the most important of its kind in New England and Mr. Deering, a careful buyer, makes his particular selections personally.

Stickney Forces Prepared for Fall Business

THE forces of the Wm. A. Stickney Cigar Company, at St. Louis, are now prepared for active fall work. President Wm. A. Stickney returned to headquarters last week from a summer vacation. Joseph Glick, a salesman is now on the road and goods reports are being received from him. D. Liddy, covering the important points in Missouri and Kansas is back from a short visit to New York and now calling on his old customers.

Spokane Jobbers Take On "El Werth" Cigars

THE Hart Cigar Company, of Spokane, Wash., have recently taken on the "El Werth' cigar made by Wertheimer Brothers, of Baltimore, and will distribute the goods throughout Washington. It will probably be a month before the first consignment reaches Spokane. The account was opened by I. Danziger, of San Francisco, representing the manufacturers.

Moberly, Mo., Jobbing Houses Consolidated

THE wholesale and jobbing houses of L. Gross and Stamm & Son, of Moberly, Mo., were consolidated last week, when Dr. I. F. Harlan of that place, who bought out both establishments and will henceforth conduct the business at the former Stamm store, on North Clark street, while the Gross store will be given up entirely.

Walter S. Bradford, of the Bradford-Barrett cigar store, at Mansfield, O., has purchased the interest of James Barrett. Charles Young will be placed in charge of the store.

Jobbing Trade Notes

Arthur Bachman, of S. Bachman and Company, wholesalers, at San Francisco, Cal., who has been touring through Europe, is now on his way home.

After an absence of two weeks Wm. Edmonds, manager of the cigar department of Sibley, Lindsay & Curr Company, of Rochester, New York, is again taking up the extensive outline of work which his department involves.

L. J. McKinnon, manager of the cigar department of Franklin MacVeagh and Company, Chicago, last week returned from a business trip through the Northwest. He reports business conditions generally fairly good.

The Pierson Cigar Company, of Indianapolis, Ind., distributors of the "El Genios" cigars made by P. Verplanck and Company, at Tampa, recently placed a good sized order for additional deliveries. They are distributing this line in twenty different sizes.

Both members of the jobbing firm of Irving & Roann, at Dallas, Texas, were last week visiting in New York, and were entertained by Ferdinand May of Louis Ash and Company, whose goods they are distributing in Texas.

B. Payne's Sons, at Albany, N. Y., are strongly featuring "Webster" and "Solace" clear Havana cigars, made by Y. Pendas and Alvarez, and George W. Nichols and Company, respectively. Window displays at their store help to attract the attention of the local trade.

The will of John Wright, late president of the T. Wright Cigar Company, was probated last week. The estate to be distributed is now small because Mr. Wright had before his death arranged all his business affairs, no action by the Probate Court being therefore necessary.

The store of P. A. Buckley, at West Main and Elizabeth streets, Rochester, N. Y., has been greatly improved by the addition of a large new bulk window, and it is already showing good effect in large business. Mr. Buckley is doing a retail and jobbing business of good proportions.

Since the recent visit of George L. Symons, of Symons-Kraussman Company, New York, through the Northwest, the sale of "Flor de Baltimore" cigars seems to be nicely on the increase. Ivers & Alshuler, distributors and dealers, at Seattle, are making some fine window displays of this line.

The Crawfordville Fruit Company of Crawfordville, Ind., cigar distributors, recently took possession of new quarters, and enlarged the cigar department materially. They are featuring the "La Cavalerie" cigar made by the Mazer Cigar Company, at Detroit, and also do a nice business on the "Havana Ribbon," of Bayuk Brothers, Philadelphia, "San Felice," of Deisel-Wemmer Company, Lima, O., "Charles Denby,' of H. Fendrich, Evansville, Ind. and "Wm. Penn" of Theobald and Oppenheimer Company, Philadelphia.

The four-story building of Valloft & Dreux, wholesalers at 508 Camp street, New Orleans, has been thoroughly renovated, and its bright red color can be seen a long distance away. They report a good business on all their staple lines. The "Ruy Lopez' cigar is a special feature in the clear Havana line at their Memphis branch.

G. G. Sinclair, manager of the cigar department of the Church and McConnell Company, of Toledo, returned to his desk last week, after spending some time in New York city looking over cigar trade conditions. Incidentally it should be said that he placed a good sized order with Geo. W. Nichols and Company, for the "Solace" clear Havana cigars which have a good demand in Cleveland.

A. Gunn, manager of the wholesale and retail establishment of George H. Russell, Albany, N. Y., is much interested in the success of the "Julia Marlowe" clear Havana cigars, made by Corral, Wodiska and Company, of Tampa. The brand is meeting with encouraging success, and Mr. Gunn expects to see it one of the largest selling brands on sale in Albany, in its class.

"Havana Ribbon" Cigars On the Coast

Ehrman Bros., of San Francisco, report a fine sale on "Havana Ribbon" cigars. The factory is being urged to make more shipments almost constantly in order to supply the growing demand. Sam. Bayuk, of Bayuk Brothers, makers of "Havana Ribbon," was a recent visitor in Frisco and appeared elated with the fine trade that is being done there on this brand.

Arrested for Selling Cigarettes

THE first arrests made in Minnesota under the anti-cigarette law of 1909 were made in Minneapolis several days ago, when three men, all clerks in United Cigar Stores Company stores were arrested. They were placed under arrest by local detectives on "John Doe" warrants, and it was rumored at the time that sixty warrants had been issued for the arrest of cigarette sellers.

The chief of police of Minneapolis said that the arrests were not necessarily the foreruners of a crusade against the sale of cigarettes, but that they would be test cases, and their disposal would determine what action would be taken in the future.

Death of Joseph C. Mitchelson

HARTFORD, CONN., Sept. 27.

JOSEPH C. MITCHELSON, widely known as a Connecticut tobacco grower, is dead from heart disease at his home in Tariffville, at the age of fifty-six years. In early life he developed the trade in Kansas City and San Francisco, and in 1900 he came East to carry out a project on which he had set his heart, the cultivation of tobacco on one thousand acres of land in Tariffville and Simsbury, and made it the centre of that great industry for which Connecticut is now noted. His specialty was shade-grown tobacco. Mr. Mitchelson had nearly $100,000 in one of the largest and most complete coin collections known, as the property of an individual. This collection now belongs to the State of Connecticut and is in a vault of the Aetna National Bank of Hartford. It will be a permanent exhibit at the new State Library when that building is completed.

DETROIT DOINGS

DETROIT, September 24.

THE street car strike has got most everybody in Detroit wearing out shoe leather, reducing waist lines and developing calf measurements. It's an ill wind that blows no good, they say. One man informs me that since people have taken to walking his trade on pipes and smoking tobacco has increased at least twenty-five per cent. Certainly a sweet pipe or a good cigar will go a long way towards soothing a man who suddenly finds himself under the necessity of walking some three or four miles to get to and from his work.

Motor-busses, express wagons, any old thing that could carry passengers, found great favor with the masses this week. Owners of autos were afforded never-ending opportunities of doing the good Samaritan stunt to weary and footsore friends. Many persons sufficiently fortunate to be the owners of autos are apt to be selfish, ordinarily, in denying others the luxury of a ride. There are sweet exceptions, however, and among them are some of our popular members of the trade, such as Oscar Rosenberger, J. P. Hemmeter, Louis Peters, Sam and Ike Goldberg and a few more who are sldom seen riding alone.

The eighteenth of September was a red letter day for Detroit. President Taft was in our midst. He opened the annual Michigan State Fair and spoke before an audience estimated at close to fifty thousand. The enormous crowds that have been pouring into the city has had a marked effect on the business of retail stands. It is most apparent in five-cent and three-for-a-quarter sales, but other grades show stimulation, too.

During State Fair week M. A. La Fond & Co. featured "La Azora" cigars in show windows and counters of all of their six stands.

Ike Goldberg, president of the Lilies Cigar Co., has been laid up for some time with an attack of pneumonia. He is now rapidly recovering, but still confined to his bed.

At the factory of The Mazer Cigar Mfg. Co., on Brush street, everyone is on the hustle. Henry Mazer is just leaving for the Western territory, where he has his factory brands well placed and repeating.

Mose Eisenberg, the genial sales manager and member of the Surety Cigar Co., has just returned from a trip in the West and Northwest. Mr. Eisenberg was highly pleased with the results of his trip and finds the smoking public are giving the cigars of the Surety Co. a most gratifying reception.

Norman A. Pabst, of the Surety Cigar Co., has been meeting with signal success in placing for his firm a fine new Havana cigar, called "Charles VIII."

"Sandy" Stewart, of the Superia Cigar Co., returned from his Western territory just at the moment your representative chanced to be at the Superia factory. As he proceeded to lay out his order sheets the remaining seven hairs on the devoted head of his partner, Mr. Bunting, stood up aghast, for Aleck is losing sleep now trying to get out the orders already on file. They are rushed with business.

At the factory of The Northwest Cigar Mfg. Co. the same story prevails as at the Superia. Everyone of the factory and office forces is busy with orders that keep piling in. Splendid gains have been made in recent months on their "De Vasto," a broadleaf-wrapped ten-cent cigar.

Two visitors to this market during the past week were Tom Alford, manager of the cigar department of The Kiefer Drug Co., of Indianapolis, and Harry Weller, of The Richardson Drug Co., of Omaha.

Jesse Powell, of P. Pohalsky & Co., New York, was here several days in the interest of "First Consul," jobbed here by our leading wholesale grocery firm, Messrs. Lee & Cady, who give it first consideration in their Havana line.

Val. Keogh, of the firm of John Merriam & Co., is here in company of Wm. Gorman, of the Church & McConnell Co., of Toledo. They are locating kennels for Merriam's "Bull Dogs" everywhere.

"Billy" Levinson, of Messrs. J. Bernheim & Sons, New York, is at the Pontchartrain showing a line of Havana and some very fancy suits, shirts and neckties, at which Max Meier, the Chesterfieldian representative of Messrs. A. Blumlein & Co., who is also paying Detroit a visit, gazes with feelings mingled 'twixt admiration and envy.

Max has not been in South America lately, so "all is quiet along the equator tonight."

Other visitors are Julius Frye, of Jaskulek and Frye, of Connecticut and Cleveland, O.; Howard Kinney, of H. Duys & Co.; Milton Samuels, of Sylvester & Stern, New York.

For some weeks the Studebaker Corporation have been lavishly entertaining its agents and dealers of E. M. F. and Flanders machines from all over the world. The Corporation are owners and manufacturers of these machines. Among other delectable attentions showered upon their guests are dainty packages of Philip Morris & Co. cigarettes, for which the Corporation placed a very wholesome order. Each cigarette is embellished with the gold monogram or insignia of either the E. M. F. or Flanders Company. It was the good work of Ed. Lichtig, the Michigan representative of Philip Morris & Co., that landed the order. The "La Azora" cigar was also *there* in two sizes, "Presidents" and "Triangulares," packed separately in silver tissue.

S. F. H.

New Orleans Nuggets

NEW ORLEANS, Sept, 26th.

MAX GUIRAUD has placed with C. H. Schlichter, representing Wm. Demuth and Company, New York, his order for a full line of pipes, humidors, tobacco jars and novelties to supply the wants of his trade during the holiday season.

"Ruy Lopez" cigars are holding their own and George Guillmet, representing Valloft and Dreux Company, is putting them in with the trade in Louisiana and Mississippi in large quantities.

C. S. Foster, with U. Koen and Company, has been in the city for several days after a successful trip through the northern part of the State.

Paul Orchard, of Smith Brothers Company, after a much needed vacation of several weeks in the North and East has returned to the city much improved in health.

A. F. Babin, has been doing excellent work in distributing "Round Up" cigars. This cigar is very popular in many sections of the South.

A little incident occurred last week that gave Juan Gonzalez considerable more advertising for his cigars than he bargained for. Mr. Gonzalez employed a local advertising man in a fancy uniform, cheeks painted all the colors of the rainbow, armed him with a varigated umbrella on which was painted the advertiseemnt of "Flor de Gonzalez" and "La Coya" cigars, and started him on his journey through the principal streets of the city. It appears that the fancy get-up of the fellow did not quite please the fastidious taste of an imbibing individual who sauntered out of a saloon on Royal street, doubtless feeling that he needed more protection from the rays of old Sol than the gaily dressed advertising man. Without any ceremony he pounced upon the enterprising advertiser and proceeded to disposess him of the highly colored sun protector. During the excitement several hundred people assembled. The police took charge of the belligerent and thus Mr. Gonzalez got a double advertisement for his brands. Mr. Gonzalez swears it was not a pre-arranged stunt.

August Glaudot, one of the oldest established tobacco firms in the city, anticipates a fine business the coming fall and winter.

Capt. Jack Dumestre has had a fine business in South Louisiana on "El Principe de Gales" cigars.

PELICIAN.

The Anti-Cigarette Educational Bureau, of Nowata, Kas., was recently organized and incorporated, but without capital. The incorporators were E. P. Bender, V. T. C. Kirk, Winston T. Henry, F. W. Gaylor and J. C. Jones, all of Nowata.

KEY WEST KLIPS

Key West Factories Enlarging Forces

Additional Hands Being Employed—Orders Pouring In—Late Report

KEY WEST, September 23.

ALL of the factories are now working with greatly increased forces and are taking on men every day. The fall rush is not fairly on yet, but practically all of the factories are put to it to keep up with their orders, and they are coming in increased quantities by every mail.

Some of the shops are getting out very pretty packages for the fall trade and Christmas selling. Innovations are planned in some of the boxes and the lines of these factories will be greatly enhanced by the addition of the new schemes.

One of the largest shops in the city is preparing for an important move, according to one of the officers of the firm. For a long time it has been found that the present quarters were inadequate, and they have been on the lookout for a favorable site upon which to erect a modern factory. The plans have not progressed far enough for the full information to be given out, but it is stated that within a short time the whole plan will be given to the public.

Norberg Thompson, owner of the box factory, stated to a representative of THE TOBACCO WORLD yesterday that the factory would surely start operations the first part of next week. The opening of the factory has been delayed on account of the failure of the brands to arrive. Everything else has been in readiness for several days, and they have been held up by the non-arrival of the brands. Mr. Thompson stated he had a large amount of orders for boxes already on file and that more were promised as soon as operations were started.

He has already received a sufficient amount of cedar from Cuba to supply all of the local factories for several months. Expert operators have been here for a month.

The work on the new Havana-American factory is now progressing very satisfactorily, and it will probably be completed within the next sixty days. The forces will not be moved to the new quarters until the first of the year, as it is not desired to interfere with the holiday rush which is now on.

Of considerable interest is the coming municipal election, as included among the candidates for office are many men connected with the cigar business. The factories at this time are the scenes of many political debates, which grow stronger as the time for the election approaches.

Jose Lovera, of the Jose Lovera Company, who is in Havana this week, is expected to arrive in Key West tonight for a few days, during which time he will look after matters in connection with the local factory.

While it is not believed that we will have another hurricane this year, all of the manufacturers are making preparations for a blow. Practically all of the factories are storm proof, and it is not expected that if a storm should come that any of the buildings would be harmed by the wind. In case the water should rise, however, precautions have been taken in all of the shops and the tobacco has all been placed on a higher level.

R. Fernandez, of the R. Fernandez Havana Cigar Company, is in Havana this week and will return to Key West in a few days.

Walter J. Lightbourn, manager of the Cortez Cigar Company, accompanied by Mrs. Lightbourn and their children, returned home this week after spending some time in Virginia and New York on their vacation. Mrs. Jas. H. Fort, sister of Mr. Lightbourn and the wife of Jas. H. Fort, foreman of the pickers and packers of the Cortez factory, was in the party.

Manager H. E. Mahoney, of the Havana-American factory, will leave in a few days for his vacation, which he will spend in various cities in the South and will eventually join Mrs. Mahoney, who is at present visiting relatives in Chicago. This will be the first vacation Mr. Mahoney has had in a long time. He started for a trip last year, but had to return almost immediately on account of the hurricane.

Remegio Lopez, superintendent of the Havana-American Company, is in Cuba this week looking over the tobacco situation.

N. B. RHOADS.

Kentucky Warehousemen Sue Insurance Companies

THE Hamburg-Bremen and Georgia Home Insurance Companies have been sued for $1,425.45 and $1,779, respectively, as a pro rata liability on tobacco that was burned on the night of December 6, 1907. The action was brought by R. M. Wooldridge & Co., warehousemen, at Hopkinsville, Ky., who allege that night riders were raiding tobacco warehouses at that time and the warehouse occupied by them was burned. The insurance companies make a defense on the ground that their policies contain a clause to protect the company against loss by fire in case of riots.

OBITVARY

Bernado Fernandez, senior member of B. Fernando & Bro., cigar manufacturers, 373 East Water street, Milwaukee, Wis., died last week at his home in that city after a short illness of pneumonia.

Mr. Fernandez learned the cigarmaking business in Spain, his native land, and in 1890 he emigrated to Florida, locating in Tampa. Four years later he removed to Chicago, where he engaged in the business with two brothers. In 1896 the business was taken to Milwaukee, where it has since remained. He recently visited Cuba, and shortly after returning he contracted a heavy cold, which resulted in a fatal attack of pneumonia.

He was forty-seven years of age and is survived by a widow, a son and two brothers.

C. M. Monaghan, a prominent cigar manufacturer in the west side of Denver, Col., and who had been a sufferer for four months past, died recently at the Mercy Hospital in that city. He was always active in public affairs and was known for his disinterested devotion to any cause he espoused, liberally giving of his money and time. He was fifty-eight years old.

Peter Schanzenbacher, well-known retired tobacco buyer of Louisville, Ky., aged eighty-one years, died of cerebral hemorrhage at his home, 2513 West Chestnut street, last week. He was a native of Tiefenthal, Germany, and came to this country when but twelve years old.

Frisco Reports Better Business

Expansion of Jobbing House of Edw. Wolf & Co.---Gunst & Co., Opening Additional Store

SAN FRANCISCO, September 23, 1911.

THE Edward Wolf Co., the well-known jobbers, at California and Front streets, are making extensive alterations in their store preparatory to putting in a retail department on the California street side. The place is now considerably torn up, as offices, which have hitherto been in the front of the store, will be moved to the rear and the glass front in iron frame will be removed. The retail department will have an eighteen foot frontage. Mahogany will be used for the counters and cases, and an inlaid floor will be put in. Mr. Wolf says that no outside brands will be carried by this department, the firm's own lines being featured exclusively. A seven years' lease was signed a few months ago, and the house is looking forward to building up a large retail business. The work of remodeling is expected to be finished late in October. Mr. Wolf reports that the jobbing business is steadily improving, and, what is especially gratifying, collections are much better now than for some time past. The company is making an exhibit at the Industrial Fair at San José, where its principal lines, the "Don Antonio," "El Infinito," "La Insular" and the "Flor de Villar" are being shown. The "El Werth," manufactured by the Wertheimer Bros., of Baltimore, a large initial shipment of which was recently received, is moving very well and promises to be a good five-cent seller.

S. Summerfield, proprietor of a cigar stand on Ellis street near Market, has sold his interest to M. Haines.

M. Batterton, of the Ferdinand Hirsch Company, is visiting the Los Angeles trade with the company's Pacific Coast representative, Harry Rinaldo.

Sam Caro, representing Andreas Diaz & Co., of Tampa, Florida, has returned from an Eastern trip, coming by way of the Northwest, after spending some time in practically all of the Eastern States. He says that the company's lines are in great demand in all parts of the country.

Abe Dahlman, of William Demuth & Co., a prominent pipe house of New York, is registered at the St. Francis in this city.

Ira Ellison, of Kaufmann Bros. & Bondy, manufacturers of pipes, is also stopping a few days with the San Francisco trade.

H. C. Hall, the associate of Charles Knubel, is spending some time in the Santa Clara Valley pushing "Oxford" cigarettes and the Allen Tobacco Company's new line.

Kehl and Widby, two well known tobacco men of San José, Cal., who have for some time been with the Bercovich Bros. in that city, opened a magnificent store of their own on September 7th, giving welcome to their many friends by a brass band concert.

M. Martindale, a prominent cigar dealer of Los Angeles, spent several days in San Francisco this week.

Charles Mattheas, local representative of the "Savarona" cigar, manufactured by the Cayey-Caguas Tobacco Co., of New York, recently received a call from the company's traveling representative, R. V. Morrison.

Morris Levy, of the West Indies Sales Co., will soon be in this city in the interests of the "Turina" cigar.

Max Silverthau, representative of Bonilla & Cooke, the Porto Rican manufacturers, is calling on the San Francisco trade this week.

Bercovich Bros., California agents for the "Louis Martinez" and the "New Bachelor" brands, have added to their force of Coast traveling men M. Winters, formerly with H. Heyneman & Son, Inc. Mr. Bercovich reports that the "New Bachelor" continues to be a good seller both in the city and outside and that city business in general shows a marked increase over that of a month ago.

Arthur Bachman, of S. Bachman & Co., who has been spending some months in Europe, is expected to return to this city about October 1st.

M. A. Gunst & Co., who have a large chain of stores both in this city and in many other cities on the Coast, are preparing to open another large store in a central part of this city, the northwest corner of Powell and O'Farrell streets being chosen. The store will be furnished in the usual handsome finish of the Gunst stores and will be about twenty by thirty feet. A handsome humidor will be built. M. A. Gunst, president of the company, will make his headquarters in an office to be built in the rear of the store. A. Mackillop, of this house, reports that the Manila goods have been moving with great strength of late and the house is now waiting on shipments passing through the Custom House. The "General Arthur," Concha size, and the "Partagas" Czars, orders have also run ahead of deliveries from the factory. Mr. Mackillop speaks highly of the increasing trade with the "Van Dycks," which are back stronger than ever. and reports that business with the "Little Bobbie Burns" is also growing very satisfactorily.

Arthur Meyer, a traveling man of Michalitschke Bros. & Co., 237 California street, has returned from a visit to Seattle, Spokane and Portland trade, where he found good business for the "Humboldts" as well as for the five-cent line "El Trado." Both of these lines are also picking up strongly in the city. Mr. Meyer states that city jobbing business is constantly improving, demand for the "Humboldt," manufactured by Bustillo Bros. & Diaz, being decidedly on the increase.

R. V. Dell has taken offices in the McGregor Building, at Pine and Battery streets. Mr. Dell is representing the "Flor de la Isabella," manufactured in Manila and imported direct from the factory for the purpose of supplying the jobbers. Mr. Dell states that the firm will shortly be sending 250,000 cigars a month and that the market for the better class of Manila goods is a steadily growing one. He will also cover the out of town territory.

Ehrman Bros. & Co., local agents for the "Havana Ribbon" five-cent cigar, have begun an active campaign advertising this brand and are offering for a limited time a guaranteed watch for every 500 bands of this cigar.

Emil Judell, of H. L. Judell & Co., recently returned from Southern Oregon, where he met with considerable success with the "Watt" five-cent cigar.

Manager R. Jansen, of the Los Angeles branch of M. A. Gunst & Co., has resigned his position on account of ill health, his place being filled by H. Eaken.

D. Frankel, of Frankel, Gerdts & Co., writes from Havana that he will leave the Island in the near future. No definite arrangements have been made in the selection of a manager for the stripping plant. The Clay street manufactory continues to be busy filling orders for the popular "La Natividad."

The Crystal Palace cigar stand, on Kearny street near Geary, has been bought by Sam Newmark.

ALLEN.

Internal Revenue Collections and Tobacco Output

For August, 1911 and a Comparison with 1912

THE official report of the sale of internal revenue stamps during August, in comparison with the previous year shows favorable results, as will be seen by the following table:

	August, 1910.	August, 1911.
Cigars weighing over three pounds per thousand	$1,921,418.89	$1,919,931.91
Cigars weighing not over three pounds per thousand	67,528.74	93,187.20
Cigarettes weighing over three pounds per thousand	5,033.52	5,586.97
Cigarettes weighing not over three pounds per thousand	1,077,023.36	1,217,561.61
Snuff of all descriptions	176,876.59	187,067.11
Tobacco, manufactured, of all descriptions	2,303,256.81	2,939,559.64
Total	$5,551,137.91	$6,362,894.44

Reduced to number and pounds, the quantities of the production as per internal revenue receipts, are as follows:

	1910.	1911.	Increase.
Cigars	640,472,960	639,977,303	*495,660
Little cigars	54,022,992	124,249,600	70,226,608
Cigarettes	860,847,520	974,049,288	113,201,768
Cigarettes, at $3.60 per M.	1,398,200	1,551,936	153,736
Tobacco (lbs.)	28,785,310	36,744,495	7,859,185
Snuff (lbs.)	2,216,357	2,338,338	121,981

*Indicates decrease.

New York City, September 25, 1911.

Editors THE TOBACCO WORLD.

Gentlemen: A large firm of tobacco manufacturers in South Africa has asked for particulars for a machine for affixing revenue stamps to card board cigarette boxes.

We should be obliged for information as to manufacturers of such machines and hoping we may have the pleasure of hearing from you soon, we are

Yours truly,

MULLER, MACLEAN & Co.

Answer: Apply to L. Weiscopf, 20 Vesey street, New York City.

Brooklyn, New York, September 16, 1911.

THE TOBACCO WORLD,

Gentlemen:—

Referring to the cigar banding machine, illustration of which recently appeared in THE TOBACCO WORLD, would you be kind enough to let me know where this machine is made, also the maker's name, that I may communicate with them with a view of placing one in my factory?

Very truly yours,

MANUEL CAMPS.

Answer:—Warkup, Baldwin & Co., Inc., 27 William St., New York City.

Uniontown, Pa., September 21, 1911.

Editor, THE TOBACCO WORLD.

Dear Sir:—

Kindly advise remedy for exterminating tobacco bugs and worms, and oblige,

Very respectfully yours,

N. DIVVENS.

Answer:—Communicate with Secretary, Department of Agriculture, Washington, D. C.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Slow Progress in York County

Manufacturers There Concerned Over Free Smokers Embargo. Local Trade Notes

YORK, PA., September 29th.

THE recent edict of the Internal Revenue Office which puts an embargo on free factory smokes, is giving manufacturers here some concern, not because free smokes can no longer be allowed, but because of the possibility that they may be required to pay to the Government a considerable amount of taxes to cover what it may be estimated has been used in free smokes during the previous two years.

There is a noticeable improvement in the cigar trade, but still some factories are slack with orders. This applies more particularly to the manufacturers of cheaper goods, not to say the very lowest priced, for of these there is no over abundance. In fact, several buyers have been driving through the country lately trying to buy real cheap goods and failed to get as many as they wanted.

The union factories in Hanover and McSherrystown are now busy and have all they can do. B. P. Topper & Co., McSherrystown Cigar Co., C. E. Miller and several others have all available space employed and making up goods as fast as possible. H. C. Little, near McSherrystown, also has a rapidly growing trade in union-made goods.

C. E. Miller has been camping during the past week, spending his time in fishing and other sports.

The Hanover Fair attracted many of the cigar people of the county this week, and incidentally also interfered a little with business among manufacturers. Several of those who are now busy allowed their hands to take an afternoon off on whatever day they wished, but would not close their factories.

The Keystone Variety Works, who are nicely located in a new building recently erected by them near their former premises, are doing a good trade among cigar manufacturers in furnishing supplies of various kinds, such as ribbons, labels, caution notices, etc.

Genial Fred Bauer, a Knight of the Grip, traveling for Wm. Steiner, Sons & Co., of New York, was calling on the trade here this week.

W. S. Wanner, formerly located in Clark avenue, has purchased the leaf toacco business of Jacob Winter on Mason avenue, and has removed into that establishment. He will continue to do a wholesale and jobbing business in leaf tobacco. He has retained the services of W. H. Thomas.

C. H. Stallman & Son have a fine window display of "Karnak" cigarettes this week. They are the distributing agents for these goods in this section.

The "Round Up" and "Barrister" cigars, made by Celestino, Costello & Co. are now keeping their factories busy. During the past six months the sales of the "Round Up" have grown at a rapid rate. In the Southwest and West the sales have increased by leaps and bounds.

C. N. Foreman & Co., at Red Lion, have their new factory building well under way, and hope to take possession very soon. It will give them needed additional facilities in producing a greater quantity of cigars. This firm has a large trade with the Baer-Wolf Co., of Cleveland, O.

Harold Frey, a son of A. C. Frey, cigar manufacturer at Red Lion, was severely burned by alcohol flames a few days ago. He struck a match to see if there was any alcohol in a cigar branding machine he was using, when the fuel was ignited.

W. H. Grim, of Windsor, has withdrawn from the Grimm-Ness combination at Craley, and is devoting his energies entirely to his factory at Windsor. He recently returned from a flying trip to the Middle West, where he had a good business.

C. S. Gable has taken over the cigar manufacturing business of John H. Baker at York, and continues operations in the same building. Mr. Baker is now engaged in the leaf tobacco business.

Lancaster Has New Distributing Company

Large Factories Working Steady---Trade Visitors in Town

LANCASTER, PA., September 29th.

THE cigar industry shows some improvement, and factories generally are running on full time. In a few instances orders are coming in sufficiently fast to warrant overwork, but these are exceptional. The S. R. Moss Cigar Co. and Otto Eisenlohr & Bros.' factories are quite busy. The Moss forces are working until 8 and 9 o'clock in the evening to meet present demand, and the fall season has not yet opened fully.

E. L. Nissly & Sons have completed sampling at their several warehouses in this city and at Florin. The packing comprises about 5000 cases Pennsylvania broadleaf B's. When seen last week, Mr. Nissly expressed himself as highly pleased with the samples, which show the packing to be far above his expectations, and he considers it the finest tobacco he has packed in years. This firm has the reputation of packing high-grade goods and enjoy an extensive trade. They are also large handlers of Little Dutch, New York State and Connecticut tobaccos. The present firm name was adopted about two years ago, when it was changed from E. L. Nissly & Co., upon the admission of Mr. Nissly's two sons, E. Jay Nissly and H. Roy Nissly.

I. H. Weaver accompanied Mrs Weaver, who had been very ill during the summer, to Atlantic City last week. They will spend some time at the shore.

J. G. Shirk, well-known jobber, who had recently toured the New England States by auto, has returned to Lancaster well pleased with his trip.

The Our Principal Cigar Co. was recently formed here to handle the brand of cigars of the same name, which is manufactured by J. W. Brenneman, at Millersville. They have opened a retail store at 105 E. King street, and are also engaged in a jobbing business featuring this cigar exclusively. Their territory includes Lancaster City and county, and they are reported to be doing a nice business on the goods. The firm has consisted of three young men, one of whom had been a bookkeeper with Mr. Brenneman, and became greatly attached to the cigar by reason of its merit, and it was through him that the company was formed.

Hoffman Bros., of Bainbridge, have this year almost enough tobacco in the field to make an ordinary packing. Between the two members of the firm, which consists of B. F. and Norman Hoffman, and their father, they have this year 250 acres in tobacco.

Duff Bros. & Co. report an improvement in the cigar trade, both from jobbing houses and also their distributing branch in Philadelphia. Saml. Duff, head of the firm, anticipates an active season during this fall.

Dan. Manheimer, of the Imperial Cigar Co., is now on an extended trip through the West, and may be gone until near Thanksgiving, which will practically close his work for the present year.

The Robertson Cigar Co. report an intermittent business. During some weeks, they say, orders come in at a rather lively rate, and during another week they are few, showing that conditions are not yet on a thoroughly sound basis. They, too, feel hopeful that ere long there will be a decided improvement.

Wm. Brandfass, of the Brandfass Leaf Tobacco Co., Wheeling, W. Va., was a visitor in the leaf market here last week.

C. Henry Sachs, maker of the "Lawyer's Daisy" and "Lew Morris" cigars, is devoting much time to the erection of a fine building on North Queen street which will be devoted to office purposes. Mr. Sachs bought the property some time ago and decided to make it one of the nicest office buildings in the city.

The A. B. Hess Cigar Co. is increasing its force of cigarmakers to keep pace with an increasing demand for their goods.

J. E. Sherts, of the Sherts Cigar Co., was last week visiting his jobbing trade in Eastern Pennsylvania.

F. E. Eberly, maker of union cigars, is placing two new brands on the market, both of which are very attractively packed.

Reading Business Shows Improvement

Manufacturers Have Larger Demand for 10c. Goods

READING, PA., September 29th.

CONDITIONS of the cigar trade are at present very fair, and manufacturers are having an increasing demand for higher grade goods. There is apparently a scarcity of cigarmakers capable of turning out the finest work, and several manufacturers are therefore handicapped.

There is also more activity in the retail trade. A good fall business is now looked for. Some renovation of stores has been in progress and new window trims are being installed in stores along the more prominent streets.

This has been a strenuous week with several of our local manufacturers who are candidates for nominations for political offices. They have been devoting much energy toward winning the nominations at the primary election to be held tomorrow. Chas. M. Yetter, of Edison, who is a candidate for County Commissioner, is out almost daily in his touring car lining up his supporters, and feels rather sanguine of his success.

Yocum Bros. report an exceptional business on their "Y-B" Havana cigars. They are advertising for more cigarmakers, but say that they cannot get as many as they would employ if competent people applied. They require high-class workmanship, and therefore find that they cannot accept all who apply because they are not all competent to turn out that class of goods.

John G. Spatz, of J. G. Spatz & Co., has been on a trip through the Middle West, and his office has received some encouraging reports from him.

A. Z. Shirk, of Henry Heymann's Sons, is planning a ten-day trip among their principal jobbing houses. They have at present a good demand for their product, and are allowing their cigarmakers to do as much work overtime as they care to do.

Geo. W. Lehr has discontinued his retail business at 912 Penn street, and now occupies only the manufacturing department in the rear. The new garage building which he is erecting on Cherry street is nearing completion, and when finished the upper floor will be used for tobacco manufacturing purposes.

W. W. Stewart & Sons are having a good local demand for their "John Hay" ten-cent cigars. They also make a small cigar called "John Hay, Jr.," which retails at a nickel and is going well.

F. S. Roesch, of Roesch Bros., Pottstown, cigar manufacturers, and well known as the makers of the "Indian Axe" five-cent cigars, has been on a ten-days' vacation at Niagara Falls.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, September 22, 1911.

IN reviewing our market during the past fortnight, it seems that with the exception of one very large buyer the movement has slackened a trifle, but this may be only a temporary cessation of activity, and as far as good Vegas or wrappers are concerned, prices show no declining tendency; on the contrary, the holders are as firm as ever in their pretentions. On the other hand, medium goods, or such Vegas as may have some defects, could be bought on better terms, as the owners would be willing enough to meet a purchaser. The receipts from the country begin to show a considerable falling off, and after the end of October most packers will have finished their labors for this year. The coming Hebrew holidays usually affect our market as the number of buyers during the next fortnight will be small, but thereafter we ought to see a revival again.

It is stated that the buyers of large interests had received orders to stop buying for the present, which may be on account of an acceptable plan proposed by the American Tobacco Co. to the United States Circuit Court, and pending the acceptance of the same it might not be desirable to enlarge outstanding liabilities. However, as the Henry Clay and Bock & Co. here, as well as the Havana-American Co. at Tampa, and Key West, and other affiliated companies, have doubtless secured enough stocks to keep them running, there seems to be no necessity to enlarge their holdings at present. This ought to be a good opportunity for all independent manufacturers and dealers who have not been here yet to make their selections, as they need no longer fear strong competition. There are some good Vegas to be found of Vuelta Abajo and Partido. Buyers of Remedios tobacco must form their own opinion, whether it would suit them best to come here early or late, but as long as they will need tobacco, it might be advisable to come here and test the disposition of the holders themselves. It is nip and tuck how the market will rule later on, but there are always some people here who are ready to sell and they would stretch a point before they would let a buyer go away without making a sale. The first cyclone last month touched the Southern United States. Number 2 seems to have concluded to spare us likewise, but nobody knows yet whether Nos. 3, 4, 5, etc., have not some evil designs upon our island.

In the meantime the seedbeds as a rule are in good condition, although a few on the hills of Taco Taco were reported to have been washed away by heavy rains, and if nothing unforeseen should occur the planting of the next crop could commence during Octoer. In order to be able to tell what the results would be one has to be gifted with second sight, and as no such human being seems to exist at present, all speculation about the 1912 crop is entirely futile and unreliable, as it would be only guesswork. Everybody here wishes and hopes for a good and large crop.

Sales during the fortnight amounted to 13,654 bales, or divided represent: Vuelta Abajo, 5898; Partido, 4011, and Remedios, 3745 bales.

Buyers were: Americans, 7843; exporters to Europe, 1733; one shipper to Australia, 38, and our local cigar and cigarette manufacturers, 4040 bales.

Exports of leaf tobacco from the Port of Havana, from September 4th to September 16th, 1911, were:

To all ports of the United States	8808 bales
" Europe (Bremen and Hamburg)	370 "
" " (Austria)	543 "
" Melbourne (Australia)	38 "
Total	9759 bales

The buyers of the Spanish Regie here, Sobrinos de A. Gonzalez, have shipped 820 bales of leaf tobacco per Spanish steamship "Reina Maria Cristina," on September 20th, 1911.

PRINCIPAL BUYERS OF LEAF TOBACCO THAT COME AND GO.

Arrivals.—Marcelino Perez, of Marcelino Perez & Co. (Tuval factory), New York; B. Castellano, of B. Castellano & Co., New York; A. L. Ullnick, of M. J. Lopez & Co., New York; S. Ruppin, of S. Ruppin, New York; Henry Oppenheimer, of H. Oppenheimer & Co., New York; Lennie Greenhall, of Greenhall Bros.. New York; S. M. Wallach, of G. Falk & Bro., New York; Louis Schramm, of Morris Rosenberg & Co., New York; Alex. Goldschmidt, of A. Blumlein & Co., New York; Jacob Stahl, Jr., of Jacob Stahl, Jr., & Co., of New York; E. Goslinski, of E. Goslinski & Co., San Francisco; José Maseda, of Murias, Campana & Co., Key West; August Kuttnauer, of Rothschild Sons & Co., Chicago; Jacob Benner, of Benner Bros., Chicago; Faustino Vega, of Faustino Vega, Chicago; Florencio Vega, of Florencio Vega & Bro., Chicago; Salvador Rodriguez, of Charles the Great factory, Tampa; M. Elkan, of Ed. Youngheart & Co., Montreal; Andres Diaz, of Andres Diaz & Co., Tampa; A. W. Arnold, of Ferd. Hirsch Co., Key West; Emil Wedeles, of Wedeles Bros., Chicago; E. Esberg, of Esberg-Gunst Co., Tampa; S. Corral, of Corral, Wodiska & Co., Tampa; A. Fernandez, of Streeter, Fernandez & Co., Tampa; Celestino Vega, of Celestino Vega & Co., Tampa; Remigio Lopez, of Havana-American Co., Key West; Luis Martinez, of Martinez Havana Co., Key West.

Returned.—Teddy Smith, of Hinsdale Smith & Co., Havana and New York; Vicente Pazos, of Havana, from Spain; Leslie Pantin, of Leslie Pantin, Havana; Ike Bernheim, of J. Bernheim & Son, Havana and New York; Eustaquio Alonso, of the Partagas factory, Havana; Antonio J. Rivero, president of the Por Larranaga factory, Havana; Leopoldo Mederos, of Leopoldo Mederos & Co., Havana; Felipe Rodriguez, of P. A. Estanillo factory, Havana.

Departures.—Juan Diaz Inguanzo, for New York; T. T. Anderson, for New York; Allie Sylvester, for New York; B. Castellano, for New York; Sol. Hamburger, for New York; David Frankel, for San Francisco; E. Goslinski, for San Francisco; Fernando Alvarez, for Chicago; H. B. Franklin, for Chicago; B. M. Fanklin, for Chicago; Nicholas Cardenas, for London; John H. Boltz, for Tampa; Antonio Maseda, for Key West; E. P. Cordero, for New York; H. W. Cordero, for New York; S. Ruppin, for New York; A. L. Ullnick, for New York; Dionisio Hevia, for New York; Ladislao Menendez, for New York; Celestino Vega, for Tampa; F. Vega, for Chicago; Sam Paley, for Chicago; Mike Wright, for Seattle; M. P. Troy, for London; Antonio Fernandez, for Tampa; Tomas H. Gato, for Key West.

While the volume of orders on hand is quite satisfactory, and in which the majority of our factories are sharing, there is, however, the serious drawback of the extremely high prices of Vuelta Abajo fillers, which for the present almost nullifies the efforts of our manufacturers to make some money. As a raise in prices of cigars is considered impracticable, the *only* hope is that times may change by giving us good and large crops in the years to come with correspondingly lower figures for the leaf.

According to our Custom House returns, the following export figures are satisfactory, viz.:

	1911. Cigars.	1910. Cigars.	Increase in 1911. Cigars.
Aug. 16 to Aug. 31	10,686,787	9,258,859	1,427,928
Jan'y 1 to Aug. 15	110,607,074	99,992,648	10,614,426
Jan'y 1 to Aug. 31	121,293,861	109,251,507	12,042,354

The Union of Manufacturers of Cigars and Cigarettes of the Island of Cuba has just published a booklet containing the speech delivered by its president, Don Rafael G. Marqués, at the yearly meeting held on August 3rd, reviewing the yearly work done by the union to further the interests of the industry, the statement of its treasury, as well as the pending bills in Congress to prohibit the re-importation of leaf tobacco, the so-called Tobacco Law, and any quantity of interesting matter, as well as statistics about our crops for the past ten years, production of cigars, exports and consumption in the Island of Cuba from 1904 to 1910, and many more tables showing the exports by months, fiscal years with the value, weight and packages of cigars, cigarettes and Picadura running from the years 1900 to 1911. These statistics were furnished by Sr. Ramon de la Villa, administrator of "El Tabaco," and the whole pamphlet has been gotten up under the able and talented supervision of Don José Beltrons, secretary of the Union of Manufacturers, who deserves credit for its comprehensive composition.

H. Upmann & Co. have all the orders they can desire and there is not a vcaant cigarmaker's bench in their famous factory.

Partagas is also overcrowded with orders from all the principal consuming countries. Don Eustaquio Alonso returned on August 13th thoroughly satisfied with the results of his trip to Europe and to the United States.

Mr. T. T. Anderson, local managing director of the Henry Clay and Bock & Co., Ltd., left on September 9th for a short trip to New York, while Mr. Allie Sylvester and Mr. Melville P. Troy also returned the same week to New York and London, respectively. The factories here are all working in good shape and orders are plentiful.

Sol is busier now than at the same time last year. Mr. Max Schatz, the United States representative, is still on a round trip to all the principal cities and is sending in good substantial orders from every place he has visited so far. Trade with England and Germany is also good and Behrens & Co. cannot complain.

Castañeda. Don Nicholas Cardenas left on August 16th, per steamship "Saratoga," via New York, for London, and from there he intends to visit all European countries to extend the relations of Cardenas & Co. for their Castañeda brand. Dave Echemendia, the United States representative, is sending increased orders, as the sample shipments of new cigars have found the deserved recognition by connoisseurs of fine tasting smokes.

La Diligencia is working normally upon a full order slate.

La Flor de P. A. Estamillo is doing well, and since the return of Don Felipe Rodriguez, on September 20th, who has brought quite a long list of Xmas orders for "Elites" finest sizes, this factory will be rushed with business for the next three or four months to come, as the regular calls from Europe for prompt shipment have been in excess of last year.

Other factories which are working well are: Allones, Limited; José Otero, C. E. Beck & Co., and Figaro.

Buying, Selling and Other Notes of Interest.

Sobrinos de A. Gonzalez, through their sales of 820 bales to the Spanish Regie, stand again at the head of our sellers with 1520 bales of all kinds of leaf tobacco.

S. Ruppin was the big buyer in our market, as within a week's sojourn here he has secured 2000 bales of various kinds of leaf tobacco, and as he is an excellent judge of the Nicotine Weed, it goes without saying that he has selected just what his customers want and need.

Gonzalez y Benitez report sales of 1300 bales of Remedios and Partido.

Sol Hamburger is said to have purchased close on to 1000 bales of Vuelta Abajo, Partido and Remedios.

Muñiz Hnos & Co. have sold 1160 bales of all kinds of leaf tobacco to their Northern customers, as well as of their excellent Vuelta Abajo holdings to local manufacturers.

David Frankel has made a thorough selection of suitable Vegas for his renowned "La Natividad" factory at SanFrancisco, and through the intervention of the well known house of Mark A. Pollack. His purchases total 987 bales.

Menendez & Co. disposed of 800 bales of Vuelta Abajo, Partido and Remedios tobacco. Don Ladislao Menendez left for a short trip to New York on September 16th.

Sylvester & Stern were buyers of 1729 bales of all kinds of leaf during the past fortnight.

Camejo y La Paz turned over 738 bales of Vuelta Abajo.

J. F. Berndes & Co. purchased 793 bales for export to Austria and Germany.

José Diaz Longa acquired 700 bales of old prime 1st Capaduras of Remedios.

Suarez Hnos were quite prominent in our market as sellers of choice Vuelta Abajo leaf.

Romeo y Julieta secured several fine Vuelta Abajo Vegas amounting to 500 bales.

José Menendez disposed of 312 bales of Partido and Vuelta Abajo.

Dionisio Hevia left for his home on September 16th with a fresh stock of 500 bales of choice Vegas.

A. M. Calzada & Co. sold 250 bales of Vuelta Abajo and Partido to their customers during the past fortnight.

E. Goslinski has made a very fine selection of excellent Vegas for his San Francisco trade.

Cardenas & Co. were sellers of 200 bales of Vuelta Abajo and Partido.

Other buyers were: Harry Landfield, of Chicago; B. Castellano, New York; Mike Wright, of Seattle, A. Maseda, of Key West, and A. L. Ullnick, of New York.

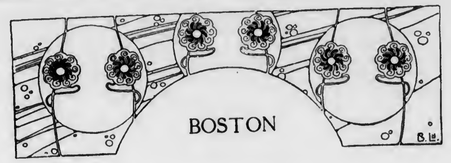
Leslie Pantin did a big business again, as his purchases must have reached close on to 2500 bales, while Mark A. Pollack came next with nearly 1500 bales.

The principal shippers during the past fortnight were: Sylvester & Stern, 1124 bales; J. F. Berndes & Co., 793; Manuel Suarez, 748; J. Bernheim & Son, 653; Leslie Pantin, 589; Mark A. Pollack, 433; Garcia & Co., 392; Rodriguez Menendez & Co., 318; Ernest Ellinger & Co., 254, and below 250 bales, H. Upmann & Co., Heinrich Neuberger, Michaelson & Prasse, Bridat & Co., Menendez & Co., Suarez Hnos., Perez y Pando, Cardenas & Co., M. Abella & Co., and Alta Cigar Co.

Receipts of Tobacco from the Country

For two weeks ending September 16, 1911.		Since Jan'y 1, 1911.
16,331 bales	Vuelta Abajo	150,008 bales
1,554 "	Semi Vuelta	11,867 "
1,427 "	Partido	17,633 "
10,294 "	Remedios	61,329 "
1,379 "	Mayari	7,228 "
30,985 bales		248,065 bales

ORETANIV.



Boston News Budget

BOSTON, MASS, Sept. 28, 1911.

THE general outlook for a steady fall business is very promising; the elections are now in order, rallies are being frequently held by local politicians at which many cigars are distributed, increasing the demand, which is usually good at this time.

The formal opening of Riker-Jaynes lastest drug store, (being the 10th) located at 301 Washington street, opposite Old South Church, occurred last Saturday. Free souvenirs were given with certain purchases of cigars and other goods. A main feature, as in their other stores, is the cigar counter.

E. Bauer, of Butler-Butler, Inc., is enjoying a good demand for "Pall-Mall" and "Marquise" cigarettes. These high-class cigarettes are used extensively among brokers and insurance men.

H. Traiser and Company, Incorporated, are using considerable newspaper space in depicting their "Traico" ten and fifteen-cent cigars. E. A. Nagle, wth the above house, has returned from a vacation at South Lyndeboro, N. H. Charles H. Cowing, salesman, has returned from Rochester, New York.

Waitt & Bond, Inc., 67 Endicott street, are using one-eighth page space in Boston papers announcing the change of stamp on their well-known "Blackstone" ten-cent cigar. Instead of reading, as formerly, "Waitt & Bond" the new stamp will be "Waitt & Bond Blackstone." Sketches are being made for their new factory at Roxbury. Densmore & LeClear, 88 Broad street, are the architects and the engineers. The building will contain 15,000 square feet, and will be located at Columbus avenue and Benton street.

The Kelsey Company has been incorporated at Kittery, Me. Capital stock, $750,000. Officers are: Lucius B. Swett, president; George E. Burnham, treasurer, and Elmer J. Burnham, clerk.

Foundations are now being put in for A. B. Smith & Company's new factory, at Cambridge, Mass. When completed, this will be one of the most hygienic and sanitary cigar factories in the United States.

G. Frank Davenport, for many years conduting a popular cigar store at 422 Washington street, has vacated, owing to the erection of a large department store on the site. Mr. Davenport's new location is 144 Washington street, Medford, Mass.

R. L. Evans, formerly representing M. Malachrino and Company, through Maine territory, has been promoted to a larger field in the South.

Charles L. Ellis, sales-agent for "Nestor" cigarettes, is in town again after a vacation spent in Maine.

Neil Smith, of Bath, Maine, has purchased the cigar store of A. M. Franks of that city.

A new corporation has been formed at Springfield, Mass., named Sikes Drug Company. Filed Sept. 19, 1911. Capital stock $25,000, par, $100. The officers are: Walter S. Sikes, Springfield, president and treasurer; Henry J. Simmers, clerk, and Alice S. Gardner.

HENDERSON.

LEAF TOBACCO MARKET

New York Quiet But Steady---Philadelphia Trade Has Been More Active---Buying in Wisconsin Not so Active---New England Harvest Well Advanced, Helped by Good Weather

NEW YORK.

NEW YORK CITY.

BUSINESS in the leaf tobacco market has been quiet though steady in all types of domestic leaf. Much concern is felt regarding the heavy losses caused by frost and hail in both Connecticut and Wisconsin. Dealers and manufacturers are becoming alarmed with the very apparent shortage of binder leaf and the insufficient supply of old goods.

From the Big Flats section it is reported that the crop now harvested is one of the very best raised in a number of years, the leaves being large and sound. The crops have been unusually free from pests all during the growing season, and neither hail nor frost has appeared in that section.

The great Connecticut damage, which is now estimated at $500,000, affected principally the broad-leaf sections. Havana seed, grown under shade, was not injured at all.

The reports received during the week concerning the fall offerings of Sumatra tobaccos contained very little encouragement to the American manufacturer. These reports stated that very little, if any, light tobacco would be offered at the fall inscription, although a goodly quantity of tobacco in medium colors would be available. The great demand, however, is for light wrappers, and these conditions will not be ameliorated by the fall inscription, because there will be no more of that class of goods.

While the Havana market was not specially active, withdrawals have been rather heavy, indicating the manufacturers' need of goods. Reports from Havana do not indicate any material change in conditions there.

PENNSYLVANIA.

PHILADELPHIA.

THERE was considerable business done in Pennsylvania tobacco in this market during the past fortnight. The leaf packing center at Lancaster has recently been visited by several Philadelphia buyers who are taking a deep interest in 1910 goods. The recent sales, aggregating 1100 cases, made by a Philadelphia house, are likely to be greatly increased at an early date.

There has been somewhat better movement of Ohio tobaccos and handlers of Connecticut leaf are complaining of a scarcity of available supply.

Havana and Sumatra tobaccos have been moving in moderate sized quantities, aggregating a fair market. A still larger volume of business in Sumatra tobaccos was prevented by a lack of light colors for which the demand is exceptionally strong.

WISCONSIN.

EDGERTON.

ACTIVITIES in the field are gradually retarding, and the few remaining crops are rapidly diminishing. Such business as is now being done is being carried on by local dealers who are taking over some of the low grades and hail-cut tobaccos.

Harvesting of the 1911 crops has been progressing steadily, and the major portion is in the barns. The crops harvested early are curing down nicely, and nice colors are developing. Very little shed damage is thus far reported.

Sampling of the 1910 tobacco is now in progress, and a very small percentage of damage is being found.

JANESVILLE.

Practically the entire crop of Rock County is now hanging in the sheds. The harvesting was this year completed in less time than usual, also a little earlier, notwithstanding that some fields were slow in ripening. The good weather accelerated this work.

Crops which have been in the sheds for some little time are curing nicely, and the moist atmosphere has prevented a too rapid advancement of this process. The leaf promises to be fairly heavy and will cure into a dark, fine color. The crops in this section are generally sound.

VIROQUA.

During the past two weeks the farmers have made such rapid progress in the housing of their tobacco crop that little now remains in the field. They have employed every available man and boy together with a large percentage of women who have been assisting. Buyers had been active until quite recently, but not as numerous as in previous weeks.

OHIO.

DAYTON.

Tobacco growers are still busy in housing their crops, but little buying has thus far been done.

ARCANUM.

MUCH overtime work has been indulged in by tobacco growers in this section in cutting their crops, which as a whole are about one-third short of the 1910 yield. The crop, generally speaking, is well matured, considering the dry weather which prevailed throughout the growing season.

NEW ENGLAND.

HARTFORD, CONN.

THE tobacco growers have not yet recovered from the severe shock they sustained when the first frost struck then on the 14th instant. At least 40 per cent. of the Havana seed in this section was exposed to the blight and ruin. Many have decided that it was not worth cutting and talk of plowing it under.

SPRINGFIELD, MASS.

The cause of widespread alarm which has prevailed here since the recent frost is now becoming daily more apparent. Not only were there severe damages sustained by the frosts, but only once or twice during the seven days of cold weather did the sun burst through the clouds, and tobacco in barns suffered severely from pole sweat. Not even the owners of the crops of tobacco themselves will know the exact extent of the damage before the tobacco is taken down. Harvesting has been pretty well completed.

BROAD BROOK, CONN.

At the time of the recent frost about one-third of the crops remained in the field, and probably one-third of that was ruined. Many growers who had hoped to sell their crop without sorting will now be obliged to pick it if they expect to realize any price for it. All fear that prices will be low this year, because buyers will feel uncertain about the crop, which will have a tendency to keep prices down.

WINDSOR, CONN.

Bright weather succeeded the cold spell of ten days ago, and all possible haste has been made in housing the tobacco crop. Some shade tobacco was also destroyed. A number of buyers are now driving through this section. Purchases are only moderate.

Late Ohio Leaf Tobacco Report

DAYTON, O., Sept. 25, 1911.

WHEN fifteen to twenty per cent. of the tobacco was cut and housed, early this month, continual rains for more than a week occurred through all the tobacco growing sections in the State, with the worst possible kind of curing weather. This fifteen to twenty per cent. of the 1911 crop of Ohio Tobacco unquestionably has considerable "shed damage" through it. For the past week the weather has been perfect and the remainder of the crop is being cut and housed under very favorable conditions.

The tobacco, in every section, is leafier than it has been for some years as there were plenty of rains during the growing season.

It is conceded that there is a material increase in Gebhardts and a decrease in Spanish. Opinions on Dutch vary, however. There is not the large increase in Dutch that was so generally claimed early in the season.

All indications are that there will be no buying before stripping is well under way.

The market on old goods continues quiet, although there seems to be more interest lately in 1909 Zimmer B's. since it is certain that the 1910 holdings of Zimmer Spanish, among packers, are unusually low and that the 1911 Spanish (in point of pounds) is way short of an average crop.

HOSTETTER.

The Scandia Tobacco Company was recently incorporated in Minneapolis with a capital of $25,000, for the purpose of manufacturing snuff. W. E. Brown will act as president, Martin S. Norgren as vice-president and W. B. Powers, secretary and treasurer.

The Tentador Cigar Company was recently incorporated at Chicago with a stated capital of $2000, for the purpose of dealing in cigars and tobacco. The incorporators are I. E. Ferguson, I. K. Davidson and T. Behr.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

No Responsibility assumed for errors or duplications.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

UNION BANK:—23,018.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 12, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

VASKO:—23,019.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 12, 1911. J. W. Levy, Philadelphia, Pa.

RIDLEY:—23,020.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 12, 1911. Frank Deitz, Philadelphia, Pa.

MINROOT:—23,021.
For cigars. September 12, 1911. A. Berlow, New York.

ECNA:—23,022.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 12, 1911. J. M. Kaufman, New York.

HELLS FIRE.—23,023.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. Max Mendelson, St. Louis, Mo.

ST. LOUMO:—23,024.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 12, 1911. Max Mendelson, St. Louis, Mo.

BARUCH:—23,025.
For cigars, cigarettes, cheroots and smoking tobacco. September 13, 1911. L. Baruch, Yonkers, N. Y.

THE Y. C. M.:—23,026.
For cigars, cigarettes, cheroots and smoking tobacco. September 13, 1911. L. Baruch, Yonkers, N. Y.

ROUGH SHOD:—23,027.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 13, 1911. The Grill Bros., Evansville, Ind.

LA FONDA:—23,028.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 13, 1911. Theobald & Oppenheimer Co., Philadelphia, Pa.

LEBOLA:—23,029.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 13, 1911. J. O. Lebuecher, Nashville, Tenn.

HILLCREST:—23,030.
For cigars, cigarettes, cheroots and smoking tobacco. September 14, 1911. American Lithographic Co., New York.

RICUBA:—23,031.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 14, 1911. American Lithographic Co., New York.

WELLFORD:—23,032.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 14, 1911. American Lithographic Co., New York.

MAIN 10:—23,033.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 14, 1911. Grand Rapids Cigar Box Co., Grand Rapids, Mich.

WILKES-BARRE ROYALS:—23,034.
For cigars, cigarettes, stogies and smoking tobacco. September 15, 1911. W. M. Siers Cigar Co., Wilkes-Barre, Pa.

SIR GODFREY:—23,035.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 15, 1911. Jos. Michl & Sons, Decatur, Ill.

ELREFINO:—23,036.
For cigars, cigarettes and smoking tobacco. September 15, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

IGNATZ:—23,037.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 15, 1911. A. M. Balfany, Duluth, Minn.

FLOR DE BALFANY:—23,038.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 15, 1911. A. M. Balfany, Duluth, Minn.

HAVANA MASTER:—23,039.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 15, 1911. A. Altman, Philadelphia, Pa.

BLACKSTONE:—23,040.
For pipes. September 15, 1911. Manhattan Briar Pipe Co., Jersey City, N. J.



LA FLOR DE ZELLER:—23,041.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 15, 1911. C. Wolff, New York.

ANKONELLA:—23,042.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 16, 1911. M. C. Bressler, Freeland, Pa.

STOGACIGAR:—23,043.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1911. J. J. McCauley, Uhrichsville, O.

SMOKIT:—23,044.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1911. H. J. Fleischauer, Philadelphia, Pa.

APT:—23,045.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1911. Grill Bros. Co., Evansville, Ind.

DELAWANDA:—23,046.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 18, 1911. C. R. Albright, Buffalo, N. Y.

BESSEMER:—23,047.
For cigars. September 18, 1911. Jacob K. Smith, N. Baltimore, O.

EL TEXO:—23,048.
For cigars, cigarettes, and smoking tobacco. September 18, 1911. H. F. Wilson, Nacogdoches, Tex.

YALE:—23,049.
For cigars. September 19, 1911. W. J. Keating, Burlington, Vt.

TENENT:—23,050.
For cigars. September 19, 1911. Union-American Cigar Co., New York.

SUN-SET-INN:—23,051.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 19, 1911. Celestino Costello & Co., York, Pa.

SUMMER FLY:—23,052.
For cigars. September 19, 1911. Sherts Cigar Co., Lancaster, Pa.

SUNNYCREST:—23,053.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 9, 1911. American Lithographic Co., New York.

LA PRASADA:—23,054.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 9, 1911. American Lithographic Co., New York.

KINGDALE:—23,055.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 19, 1911. American Lithographic Co., New York.

AQUA VISTA:—23,056.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 19, 1911. American Lithographic Co., New York.

WELLBURN:—23,057.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 19, 1911. American Lithographic Co., New York.

T & B:—23,058.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 20, 1911. Meldrum Bros., Detroit, Mich.

LION CIGAR:—23,059.
For cigars. September 20, 1911. Bessemer Cigar Co., Bessemer, Ala.

GABY DESLYS:—23,060.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 20, 1911. E. G. Perez, New York.

FLORA REALA:—23,061.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 20, 1911. Schmidt & Co., New York.

EL CORDERO:—23,062.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 21, 1911. Hilbronner & Jacobs, Philadelphia, Pa.

TWO CHIEFS:—23,063.
For cigars, cigarettes and cheroots. September 21, 1911. Clavert Lithographing Co., Detroit, Mich.

BROOKLYN:—23,064.
For cigars. September 21, 1911. Puerto Rica Cigar Co.

J. C. S. ESPECIAL:—23,065.
For cigars. September 21, 1911. Puerto Rica Cigar Co.

DEYMAR:—23,066.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 21, 1911. The R. & W. Jenkinson Co., Cleveland, O.

LEYMAR:—23,063.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 21, 1911. The R. & W. Jenkinson Co., Cleveland, O.

NEYMAR:—23,069.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 21, 1911. The R. & W. Jenkinson Co., Cleveland, O.

SEYMAR:—23,070.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 21, 1911. The R. & W. Jenkinson Co., Cleveland, O.

ZEYMAR:—23,071.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 21, 1911. The R. & W. Jenkinson Co., Cleveland, O.

BOSTON AMERICAN:—23,072.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 22, 1911. Hyman L. Levine, New York.

SINN FEIN-SINN FEIN:—23,073.
For cigars, cigarettes and smoking tobacco. September 22, 1911. Alex. Rosenstein, New York.

WEINITAS:—23,074.
For cigars. September 22, 1911. H. Weinstein, Brooklyn, N. Y.

EL MAXIOLA:—23,075.
For cigars. September 22, 1911. H. Levy, New York.

POMNIK HAVLICKA BOROVSKYHO:—23,076.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 23, 1911. Atlas Cigar Box Factory, Chicago, Ill.

THE DOLLAR BOX:—23,077.
For cigars. September 23, 1911. W. D. Sharpe Cigar Co., Pittsburgh, Pa.

KALO:—23,078.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 23, 1911. Heywood, Strasser & Voigt, New York.

SANDO:—23,079.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 23, 1911. Heywood, Strasser & Voigt, New York.

23,080 to 23,084 (inclusive) NOT ISSUED.

WESTMORE:—23,085.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 25, 1911. Seeman Bros., New York.

SOUTHMORE:—23,086.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 25, 1911. Seeman Bros., New York.

NORTHMORE:—23,087.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 25, 1911. Seeman Bros., New York.

EASTMORE:—23,088.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 25, 1911. Seeman Bros., New York.

BRENTMORE:—23,089.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 25, 1911. Seeman Bros., New York.

POBEDA:—23,090.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 25, 1911. A. Datesgold, New York.

HAVANA SQUABS:—23,091.
For cigars. September 25, 1911. Chas. Johann & Co., Chicago, Ill.

EL FERDIE:—23,092.
For cigars, cigarettes and smoking tobacco. September 25, 1911. A. Falk, New Orleans, La.

SETH THOMAS:—23,093.
For cigars, cigarettes, chewing and smoking tobacco. September 25, 1911. McKee & Potter, Ottumwa, Iowa.

ANNICO:—23,094.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 25, 1911. Leon S. Annable, Springfield, Mass.

NEW WILLARD HOTEL:—23,095.
For cigars, cigarettes and cheroots. September 26, 1911. Eimerbrink Cigar Co., York, Pa.

I LANDA:—23,096.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 27, 1911. American Lithographic Co., New York.

KUTE KID:—23,097.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 27, 1911. American Lithographic Co., New York.

MARY NASH:—23,098.
For cigars, cigarettes, cheroots, chewing and smoking tobacco. September 27, 1911. American Lithographic Co., New York.

CROMARA:—23,099.
For cigars, cigarettes and smoking tobacco. September 27, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

MITRANA:—23,100.
For cigars, cigarettes and smoking tobacco. September 27, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

ULA:—23,101.
For cigars, cigarettes and smoking tobacco. September 27, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

DONALD BRIAN:—23,102.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 27, 1911. Wm. Steiner, Sons & Co., New York. By permission.

CANCELLATIONS.

STAR MEDAL:—22,960.
For cigars, cigarettes and cheroots. September 6, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

ROYAL ORDER:—22,925.
For cigars, cigarettes, chewing and smoking tobacco. August 29, 1911. Wm. Steiner, Sons & Co., New York.

FAIR EXCHANGE:—22,952.
For cigars and cigarettes. September 6, 1911. S. Kauffman & Bro., Dallastown, Pa.

STAR & GARTER:—22,984.
For cigars, cigarettes and cheroots. September 7, 1911. Klingenberg Bros., New York.

CORRECTION.

ANTONO:—22,991.
For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 7, 1911. L. Mittlemen, Philadelphia, should have been **AUTONO.**

Horner Tobacco Company Increases Facilities

IN order to provide increased facilities for their business, the Horner Tobacco Co., of Dayton, O., have just completed and addition to their warehouse at Gettysburg, O. The new structure is a building of three floors and basement, 115 by 70 feet. It is equipped with modern seating rooms and facilities for the careful and quick handling of tobacco leaf.

The new building will be used exclusively for the handling and re-sweating of Ohio leaf tobacco, and the building formerly used for the handling of leaf tobacco will now be devoted entirely to the handling of scrap.

Patents of Interest to Tobacconists

Electrical cigar lighter, Raymond W. Baker, New York, N. Y.
Tobacco pipe, Leopold Demuth, New York, N. Y.
Device for feeding cigarette papers, Heinrich A. F. Franke, Charlottenburg, Germany.
Tobacco pipe, Henry Hamper, Detroit, Mich.
Mouthpiece for smokers' articles, Edwin F. Moerder, Philadelphia, Pa.
Match box, Michel Petrocochino, Paris, France.
Combined cigar cutter, lighter and advertising device, John F. Davis and P. Lestrade, New Orleans, La.
Attachment for smokers' pipes, Howard Elliott, Washington, D. C.
Striking surface for matches, Charles V. Hodgetts, Birmingham, England.
Match receptacle, Giuseppe F. Pinsuti, New York, N. Y.
Combined comb and cigar cutter, Paul Stegeman, Racine, Wis.
Match box, Robert J. Allison, Creston, Wash.
Machine for straightening match splints, Morris San, Passaic, N. J.
Match box, Ladislaus Zachara, Sandpoint, Idaho.

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HARRY L. ROBY, Leaf Tobacco Broker
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N. D. ALEXANDER, Leaf Tobacco Broker
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Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

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Desires correspondence with manufacturers of Pennsylvania cigars. Brokerage basis only, in Western Pennsylvania and Eastern Ohio. 9-1 tf.

WANTED—To buy and pack tobacco for jobber or manufacturer. Have brick warehouse on Main Line of P. R. R. that will hold from 500 to 1000 cases. We are located in Lancaster County's richest tobacco growing section. Can make an interesting proposition. Have had experience in buying and packing. Harry K. Hershey, Leaman Place, Pa. 10-1-c.

REPUTABLE MANUFACTURER will operate country factory for cigar jobber or other manufacturer. Good facilities and skilled hands available. Address Experienced, Box 96, care Tobacco World 10-1-a.

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SALESMAN—Legitimate poker game for cigar counters, that can't be beat. Great profits. Cawood Novelty Co., Danville, Ill. 10-1-h.

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WANTED—Position as superintendent of cigar factory by thoroughly experienced man, who thoroughly understands every detail and is practical buyer and blender. Address Rellable, Box 98, care Tobacco World.

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FOR SALE—An old established cigar factory leaf warehouse and cigar box factory, with brands and registered labels including good will and all stock and fixtures. Building can either be purchased or leased. Address P. O. Box No. 110, York Pa. 7-1-e.

FOR SALE—Pure Dutch, Gebhardt or Zimmer Spanish scrap filler tobacco. These scraps are from old reweat wrapper B tobaccos—high quality, clean, dry and ready to work. Write for samples and prices. Horner Tobacco Company, 208 S. Ludlow St., Dayton, O. 3-1-ch.

FOR SALE
HAVANA
Table Shorts and Scraps. Price 45 cents per pound.
ALONZO B. PANDOZ COMPANY, 173-175 East 87th St., New York.

FOR SALE—Complete set of second-hand cigar store fixtures, in good condition. Same was taken in trade on a new outfit. The Cleveland Store Fixture Co., 4059 St. Clair Ave., Cleveland, Ohio. 5-15-tf.

Italians Caught Plundering in New Orleans

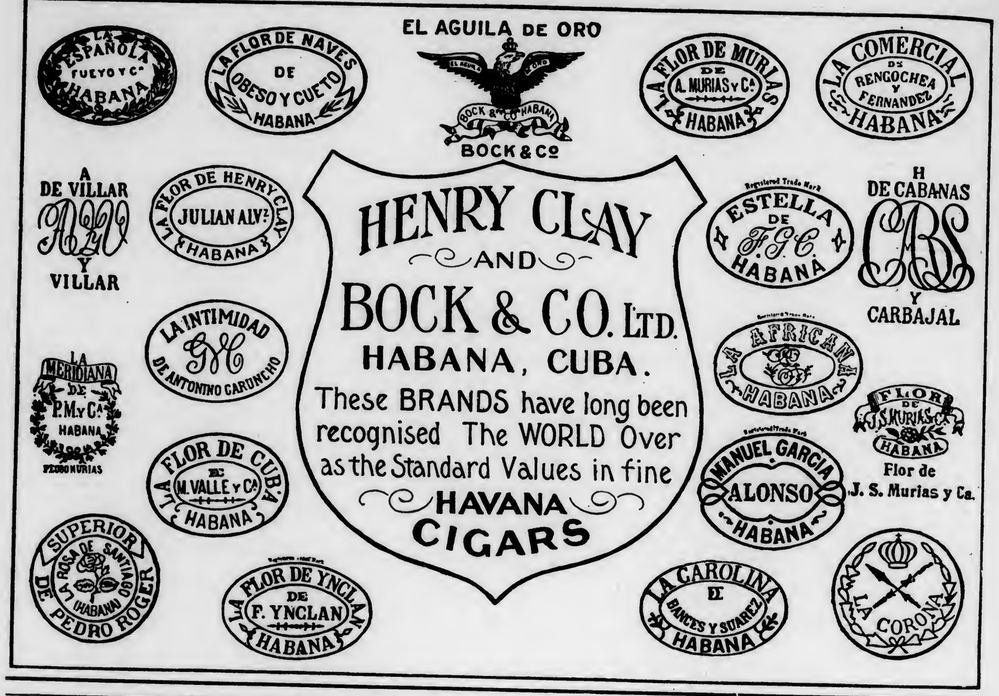
THREE Italians, Frank Scarmato, T. Civalitto and Bernando Restucci were arrested last week at New Orleans for smuggling forty boxes of "Diligencia" cigars, thirty packages of Italian cheroots and two cases of champagne.

The arrest was made at two o'clock in the morning as the smugglers were unloading their plunder from a skiff and loading same into a wagon. The three men had rowed to the side of an Italian vessel and after depositing their smuggled goods into a skiff returned to the side of the river where a wagon was in waiting. Just as they were preparing to drive away government officers assisted by the Gretna police took them into custody.

Inspectors Paul Maylies and Frank Sharp had reason to suspect that smuggling of "Diligencia" cigars was being conducted, due to the fact that quite a quantity of the brand had been placed on the market at reduced prices. The Italians were remanded to jail by Commissioner Arthur Brown in default of bail.

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HIGHEST GRADE MOLD AT LOWEST PRICE

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¶ The best results, the greatest economy and the highest satisfaction are achieved by dealing with a reliable firm, well known for its fair prices, and square dealing, stylish work, prompt service, full count and courteous treatment.

¶ Our 30 years of experience catering to the CIGAR BOX TRADE insures this

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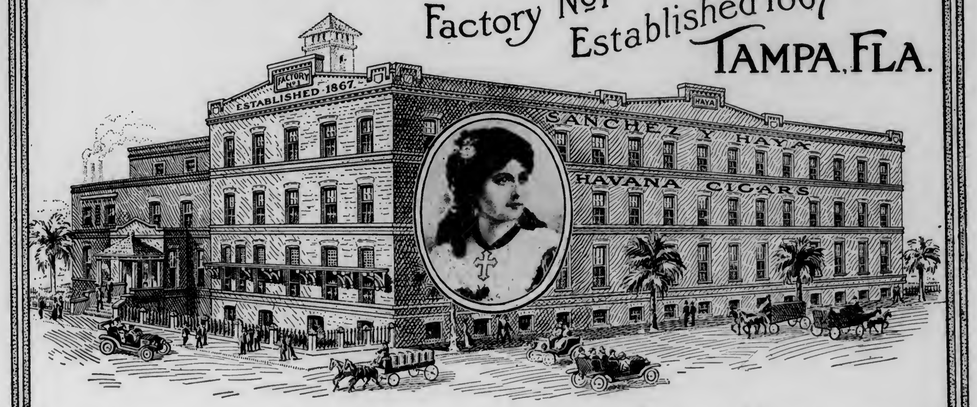
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Trujillo & Company

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SOME TERRITORIES STILL OPEN

OUR 5¢ CIGARS ARE UNEXCELLED

OUR PRODUCTION 40% MORE THIS YEAR THAN LAST THREE COMBINED

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Quality Paramount

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The World's Standard Cigar

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The Real Independent Factory in Havana

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Unchallenged

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ESTABLISHED 1881

Vol. XXXI No. 20

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
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The Manillanette Stogies are packed three in a package in triangular shape. Each package is banded and wrapped in oil paper, which keeps the Stogie in a clean and wholesome condition, and also prevents breakage. Write us for particulars.

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If You Do Not, You Ought to Know

that we have built our reputation on quality

That

ALVAGAR

and annexed brands of clear Porto Rican Cigars of

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are repeating wherever placed.

What better reason would you want?

Porto Rico, Caguas and San Lorenzo

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"THE MASTERPIECE OF ALL BROADLEAF WRAPPED
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Made by

SAN TELMO
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"QUALITY CREATORS"

Established 1857

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For Gentlemen of Good Taste



San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

CENTRAL UNION



No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.





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PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

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Highest Grade of All Havana Cigars



Made in Thirteen Sizes of the Most Popular Shapes

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Only a mighty good cigar can be advertised profitably on a national scale. It has to make good with a very large proportion of smokers or the costly publicity wouldn't pay.

The Rigoletto Cigar is the first to be advertised on such a scale. We undertook it because we knew the Rigoletto was so vastly superior to ordinary cigars at the price that it would make good everywhere, and it has made good. The advertising has only begun, but **smokers from one end of the land to the other have tried and are demanding the Rigoletto.**

The Rigoletto Cigar is the one cigar with the quality necessary to make it a universal favorite. Sell the Rigoletto and it will take the place of ten other brands in your stock, suiting your customers better, saving you the bother and time and expense of handling a great variety of brands, sizes and shapes. **The Rigoletto goes far toward standardizing a cigar business, putting it on a sounder, more profitable basis.**

The Rigoletto is made in four sizes: Perfecto Extra, Panatela, Elegante, and Club House. All retail at ten cents straight.

Our great national advertising campaign is in its early stages. The full effect is yet to come. Come in now and share in the greatest business ever done on any brand. Get in touch with your jobber at once, or write to us and we will see that you are supplied.

E. A. KLINE & CO., Cleveland, O.

ROIG'S CIGARS

of 1871 and 1911 are identical. Forty years old and science has advanced no way to improve them. They are still made by hand—under Cuban supervision—of the finest Seed and *Havana* Tobaccos.

¶ The *Best* 5c. quality cigar on the market.

ANTONIO ROIG & LANGSDORF
PHILADELPHIA, PA.

HERE IS THE WINNING PACKAGE



EL BORITA

Dealers who have sold EL BORITA 5 Cent Cigars know that they *draw trade and hold it.* Are you a wise dealer. If so, order EL BORITAS and watch your business grow. . . .

Made of the best Domestic Leaf by Skillfull Hands in Clean Factories. Banded and Put up in Attractive Boxes. Tastes and Looks like a Cigar Twice the Price.

OTHER LEADING BRANDS

LAVOCA 10 to 50c.

LA TONIA 10c.

John Steigerwald & Company

Main Office, Twentieth & Tioga Sts., Philadelphia

ADLON ADLON ADLON ADLON ADLON ADLON

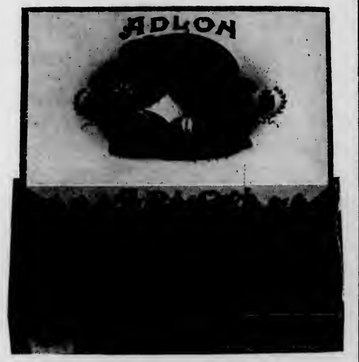
44 CIGAR CO MAKERS

ADLON

TESTIMONIAL OF MERIT

Lorenz Adlon, Proprietor of the Hotel Adlon, Berlin, Germany, in placing a duplicate order for 5,000 ADLON Cigars writes as follows:

"Your ADLON Cigar is extremely popular with our patrons, and I wish to congratulate you on your success in constructing a clear Havana Filler, Sumatra Wrapper Cigar that meets the taste of cigar connoisseurs whom we have among our many patrons from all sections of Europe."



The ADLON Cigar is guaranteed by its makers to be a clear Havana Filler, Sumatra Wrapper Cigar, and cannot but please the most exacting smoker.

We have some very desirable territories open, and we would be pleased to furnish samples and quotations on application.

"44" Cigar Co., Philadelphia

ADLON ADLON ADLON ADLON ADLON ADLON

THE CIGAR THAT MADE PHILADELPHIA FAMOUS!

None but the Genuine bear the signature of

Juan F. Portuondo

CIGARS

as a guarantee of their high and uniform quality that has been maintained for more than forty years.

"THEY HAVE NO EQUAL"

Established 1869
Incorporated 1893

Juan F. Portuondo Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA

The Signature is on every box

BUILD YOUR TRADE ON QUALITY

ORANGE FLOWER

A Five-Cent Straight Cigar



Hand-Made in Five Sizes

A Live Proposition for Live Distributors

H. B. GRAULEY, Manufacturer, 6th & Chestnut Sts., Phila.

BAYUK BROTHERS



FIVE CENT CIGAR

PHILADELPHIA

10c. CIGAR



10c. CIGAR

WE WISH to draw the attention of the trade to the fac-simile of our **"Mardonius"** package of high grade cigars. ¶ **Mardonius Cigars** are essentially high grade. The best of its king, and will sell wherever it is introduced. ¶ A fair trial will convince you that it is a duplicator.

Territory Open to Live Jobbers

H. F. KOHLER

MAKER

Nashville - Pennsylvania

Brilliant as Diamonds
Fragrant as Roses
Good as Government Bonds



Fac Simile of the S. B. Label

Are the Cigars of the following Registered Brands

BRILLIANT STAR, Clear Havana 10c.
S. B. Seed and Havana . . . . . 5c.
KATHLEEN O'NEIL . . . . . 5c.
VUELTA SPRIGS, The Mellow Cigar, 5c.

These brands sell on merit and constantly repeat. Try them and judge for yourself why this factory never shuts down

STAUFFER BROS. MFG. CO.

New Holland, Pa.

EL AGUILA DE ORO

BOCK & Co

HENRY CLAY AND BOCK & CO. LTD.

HABANA, CUBA.

These BRANDS have long been recognised The WORLD Over as the Standard Values in fine

HAVANA CIGARS

LA ESPAÑOLA DE FUEYO Y Cª HABANA

LA FLOR DE NAVES DE OBESO Y CUETO HABANA

LA FLOR DE MURIAS DE A. MURIAS Y Cª HABANA

LA COMERCIAL DE RENGOCHEA Y FERNANDEZ HABANA

A DE VILLAR Y VILLAR

LA FLOR DE HENRY CLAY JULIAN ALVEZ HABANA

ESTELLA DE F.G.C. HABANA

H DE CABANAS Y CARBAJAL

LA INTIMIDAD DE ANTONIO CARUNCHO

LA AFRICAN HABANA

LA MERIDIANA DE P.M.Y Cª HABANA

FLOR DE MURIAS HABANA

Flor de J. S. Murias y Ca.

LA FLOR DE CUBA EL M. VALLE Y Cª HABANA

MANUEL GARCIA ALONSO HABANA

SUPERIOR ROSA DE SANTA ORO DE PEDRO ROGER HABANA

FLOR DE YNCLAN DE F. YNCLAN HABANA

LA CAROLINA EL BANCES Y SUAREZ HABANA

LA CORONA

HAVANA STICKS



we have some territory open for good live jobbers

EITEL & CASSEBOHM COMPANY
INCORPORATED
LOUISVILLE.

LIKE CANDY FOR THE CHILDREN

GEORGE W. PARR

Manufacturer of **FINE CIGARS**



MAKER OF

Fernside and Lord Wharton

Five Cent Goods

Sold to the Jobbing Trade Only

Correspondence Invited

LITTLESTOWN, PENNA.



CLARK'S "SAMSON" TOBACCO PRESS

The platform of this press is 3½ feet wide and 4 feet long.

The height in the clear is 4 feet. The total height with rack fully extended is 8 feet, 10 inches.

The press or jack stand is on top of the beam overhead.

This is a very Powerful Press

Many hundreds of them are now in use throughout the tobacco sections and giving entire satisfaction. Larger sizes made for special work.

The woodwork is made of best hard Maple, Ash or Oak. The ironwork is constructed of the very best iron and steel, strongly bolted together.

Write Today for Special Prices

Cutaway Harrow Co.

948 Main St., Higganum, Ct.

PITTSBURG'S LEADERS



Brands

2 for 5c—London Trophies, Spanish Blunts and Wabash Big Havanas.

3 for 5c—Seal of Florida, Day Star, Pittsburg Sticks, and Factory No. 8 Specials.

Some good territory open for live brokers and dealers

Wabash Cigar Co., Pittsburg, Pa.
The Makers



BUILD YOUR TRADE ON

Red Rabbit Stogies

Fine proposition for distributors.

PENN CIGAR COMPANY
2247 La Place Street, Pittsburgh, Pa.



Graham Courtney

HAVANA CIGARS

They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company

135 West 42nd Street, New York

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We Suggest **CASTAÑEDA**

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- Perfect Colors
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Oldest Independent Factory in Cuba
Established over 75 Years

The Cigar of QUALITY & RENOWN

A Splendid Record of Over 51 Years

HAS MADE THE

D. THEOCARIDIS

High Grade Egyptian Cigarette

A Cigarette of Records

Write for prices and trade discounts.

D. THEOCARIDIS, of Cairo, Egypt
Offices & Factory, 2786 Broadway, New York, N. Y.

F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.



Manufacturers of the celebrated
"ELITE" Habana Cigars.

MAX SCHATZ
82-88 Wall St., New York

Sole Representative for United States and Canada.



DANTON

A revelation in clear Havana Cigars

FISHER & YGLESIA CO.
Manufacturers of Quality Clear Havana Cigar

Factory: TAMPA, FLA.
Office: 120-122 Livingston St. Brooklyn, N. Y.

Samples Submitted for Open Territory to Responsible Firms

G. S. Nicholas & Co.

41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Kings Club, Made in Tampa

HAND MADE Guaranteed FINEST HAVANA TOBACCO

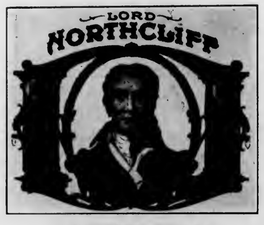


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CUBA CIGAR COMPANY
3 PARK ROW, NEW YORK

THE REAL GOODS

Are the only lines that make prosperous dealers



FIVE CENT CIGARS

Lord Northcliff

Are real good 5c. cigars and duplicate on their quality. That means easy sales and quick returns. Try them.

Monarch Cigar Co.
Red Lion, Pa.

We can supply superior medium priced goods. Jobbing trade only. Correspondence solicited.

CORRESPONDENCE SOLICITED

JUST THINK—5¢ BUYS A
LA FAMOSA
EQUAL TO ANY MILD 10¢
CIGAR

E. Kleiner & Co., Makers, New York



THE

Key West Cigar Factory

Factory No. 413, KEY WEST, FLA.

Office and Salesroom:
43 to 47 W. 33d St., New York

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Sketches of Original Designs, with Excellent Titles, sent upon request.

Imported Cigar Bands — Finest Quality, and sold at prevailing prices.

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Bands and Trimmings

Imported Gold Leaf Labels—Superior to any in the market.

Send for Sample and Prices of our stock.

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ORIGINAL PRIVATE DESIGNS IN STOCK

IMPORTERS OF FINE CIGAR LABELS AND BANDS

GEO. SCHLEGEL

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MANUFACTURER OF ALL KINDS OF

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Domestic Cigars

Established 1890

Capacity 25,000 per day

Send for Free Sample Book

OF

German Process Cigar Bands

THEY HAVE THE "LUSTER THAT LASTS"

THE BOOK contains an issue of original designs in a variety of colors, and every one perfect and superior to most imported bands. They are sold at a price that will save you money and yet give the most satisfactory results.

Attractive designs that are characteristic and highly embossed.

German Process Cigar Bands are the Best

Write Now—Made only by

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Silent Salesman TRADE MARK Cigar Case.



Our No. 40

KEEPS CIGARS IN PERFECT ORDER

It's an all-glass case and solid as a rock—The joints are cemented and cushioned with felt (a patented process). It's equipped with moisteners—In a class by itself—We make display Cases of same construction with glass shelves. We make tobacco fixtures too—

Ask for our 1911 Catalogue.

Detroit Show Case Company

Detroit, Michigan

John Petz, Pres., *Herbert Mallot, Secy. & Treas.*

Turn a New Leaf



A modern National Cash Register turns Losses into Profits

The National Cash Register Company

Dayton, Ohio

PHILIP MORRIS

Cut Plug and English Mixture

Both retail at $2.00 the lb., in 25c, 50c, and $1.00 tins.

Philip Morris is the "consolation" smoke, the brainy smoke for the man who knows real aroma—and is willing to lay out a quarter for a 2-oz. tin.

Tomorrow will not be too late, but today is better. Let us quote you, your jobber will do the rest. Write

PHILIP MORRIS & CO.

402 W. Broadway, New York City

FACTORIES

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OPAL ONYX HUMIGARS



Opal Onyx Humigars make the most attractive and beautiful interior known, and preserve the stock continuously at its very highest point of excellence.

The most effective advertising medium for the cigar store, advancing the business from every conceivable standpoint.

A Wonderful Success Wherever Installed

Let us have our representative call without obligation to you.

Send today for Illustrated Catalog "W"

THE BISHOP-BABCOCK-BECKER COMPANY

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Boston, Indianapolis, Milwaukee, New York, Albany, St. Louis, Chicago, Atlanta, St. Paul, Cincinnati, San Francisco, Minneapolis, Dallas, Oakland



SURETY CIGAR CO'S

"ANSWER and POSTER"

Five Cent Cigars

"Made in Detroit"



Live Distributors
Write for Terms

World Famous
Gold Medal Brands
"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

PEDRO MOREDA
Havana, Cuba

T&O COMPANY MAKERS

½ THE SIZE - ½ THE PRICE

LITTLE Wm Penn

THE NICKEL SIZE OF A GREAT 10c. CIGAR
5c. STRAIGHT
THEOBALD & OPPENHEIMER CO.
"THE DAYLIGHT FACTORY"
PHILADELPHIA

A NEW FEATURE
OF ALL
PROMINENT STORES
VERY MILD
CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

MADE BY
E. A. CONDAX & CO.
NEW YORK
The Originators of the
CONDAX STRAW TIPS

Pittsburg Stogies and Cheroots

Made by *Experienced Hands*, in *Daylight Workrooms*, under *Sanitary Conditions*.



"Workmanship, Cleanliness and Quality," our Motto.
"PURO SPECIALS" our Leaders
Write for Prices. Territory Open for Distributors

W. D. SHARPE CIGAR CO.
Pittsburg, Pa.

To give our readers the latest information on the big news stories of the Tobacco trade, this issue of "The Tobacco World" has been delayed 48 hours.
—*Editors.*

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, OCTOBER 15, 1911. No. 20.

A. T. Co. SUBMIT PLAN; ASK FOR EXTENSION

Re-organization Proposes To Eliminate Control of the 29 Defendants—Fourteen Companies, Each Separately Owned To Take Over the Business—Objections of Independents Will Be Heard

SALIENT POINTS OF THE PLAN

Four parent concerns will be maintained, each separately owned and controlled.
Five subsidiary companies adjudged monopolistic, will be broken up into ten independent companies.
United Cigar Stores Company to be freed of domination of the American Tobacco Company by distribution of two-thirds of capital stock held by it among common stockholders.
Control of foreign tobacco companies to be eliminated.
All agreements, domestic and foreign, with corporations and individuals, not to engage in the tobacco trade, are abrogated.

Re-Organization Plan as Presented

THE long-looked-for plans for disintegration and re-organization of the American Tobacco Company were presented in the United States Circuit Court of New York on Monday, October 16th. As outlined the re-organization will divide the present American Tobacco Company into four parent concerns, three besides itself, which concerns will be known as The American Tobacco Company, Liggett & Meyers, P. Lorillard & Company and the R. J. Reynold's Tobacco Company. The five subsidiary companies which were branded as monopolistic in their tendencies, will be broken up into ten concerns so that the present holding company known as the American Tobacco Company will be in reality divided into fourteen separate corporations.

By the new arrangement, the American Tobacco Company is eliminated in its control of foreign trade and the British American Tobacco Company and Imperial Tobacco Company of Great Britain and Ireland, are severed from this organization, this due to the abrogation of the trade agreements, and the division of territory which have been essential to control hitherto.

In filing the plan, the corporation and its subsidiaries pray for an extension of sixty days or until March 1, 1912, for perfecting the re-organization, and also ask for a modification of the original plan or other relief should other "unforeseen difficulties arise in the execution of the plan."

The attorneys for the corporation also petition for an order enjoining all persons from interfering in any way with the carrying out of the plans.

The next step in the proceedings will be filing the answer of the court to the petitions for extension of time, etc., and with this disposed of, the plan will be subjected to the Department of Justice, which will consider it solely with reference to the Sherman Anti-Trust Law.

The public hearings on the plan will begin Monday, October 30. The objectors to the plan are instructed to file their objections four days before that time.

These plans have been matured after stupendous labor and at least a dozen conferences between the legal forces of the American Tobacco Company, Attorney-General Wickersham, his special assistants, and the honorable judges of the United States Circuit Court of the Second

(Continued on next page)

Cigar Men Protest New Smoker Rule At Capitol

Delegates From National Association, Tampa and Key West Go Before Commissioner Cabell

(Special Despatch to The Tobacco World.)

WASHINGTON, October 17, 1911.

A hearing on the subject of revenue stamps on smokers was opened before Commissioner Royal E. Cabell at 10 o'clock here today. Messrs. Jac Wertheim, of New York, and Y. Pendas, of Tampa, were the chief spokesmen for the manufacturers. Solicitor Maddox and Commissioner Cabell conducted the discussion with the delegation. The manufacturers made a request that the "press" be barred from the hearing. Commissioner Cabell said that he will make no statement at the present time, but will take the matter under advisement.

(By Staff Correspondent)

WASHINGTON, October 16, 1911.

REPRESENTATIVES of the National Cigar Manufacturers' Association, the Tampa Clear Havana Cigar Manufacturers' Association, the Key West Clear Havana Cigar Manufacturers' Association and a number of the most prominent manufacturers from New York, assembled today at the Raleigh Hotel in this city, and in an all-day session discussed plans for presenting their case before Internal Revenue Commissioner Cabell at a special hearing, which is to be held tomorrow, October 17th, in connection with the "No Free Smokers" ruling which was made several weeks ago by the Revenue Department.

The following well-known members of the trade were present at the private conference, which lasted all day and night: Jac Wertheim, president of the United Cigar Manufacturers' Company and the Cigar Manufacturers' Association of America; Alfred Esberg, of the Esberg-Gunst Company; A. L. Cuesta, Cuesta, Rey & Co., Tampa, Fla.; Frank C. Diaz, V. Guerra, Diaz & Co., Tampa, Fla.; John Wardlow, of the Ruy Lopez Company, Key West, Fla.; E. H. Gato, Jr., Key

(Continued on page 14)

THE PLAN AS VIEWED BY THE INDEPENDENTS

Ira Morris, president of the Independent Tobacco Salesmen's Association of America:

"The most casual examination of the plan shows that it is a transparent sham and an obvious evasion of the decree of the United States Supreme Court. Each of the three or four new companies would be of such great power that it would in itself be a predominant factor in all the branches of the Tobacco business and will present the same kind of obstacles to independents as now exists. But worse than this the new plan shows a determination on the part of the controlling interests in the Tobacco Combination to retain that control even after its so-called dissolution."

Mr. Morris declared that it would be an easy device for the 29 individual defendants to have their friends or "understrappers" own enough stock in addition to the common stock of the American Tobacco Company, which they will retain and to the stock of other companies which they will receive in dividends to give them effective working control of the entire aggregation.

Charles R. Carruth, counsel for R. P. Richardson & Co., a subsidiary which is fighting the American Tobacco Company:

"On analysis it will be found that the control of the new situation will be in the hands of the common stockholders of the American Tobacco Company. It is proposed to give the preferred stock voting powers, but if the truth were known, I am satisfied that it would be found that large amounts of the preferred stock have by this time passed into the control of the majority of the present common stock holders. Whatever stock is held by small investors is scattered and will never be combined to make effective action possible."

Committee of the National Cigar Leaf Association:

"It is evident that both the Supreme Court and President Taft have given the country the right to believe that no plan should be adopted which would leave the effective working control in the hands of the same group of individuals who were named by the Supreme Court in its decree as constituting in themselves a restraint of trade.

"Any plan of dissolution which leaves the effective control of the separate parts of the combination in the hands of the same small group of individuals who now control the present solidified combination cannot bring about a restoration of competition. The result would be that the last condition would be worse than the first, because after such a dissolution the same control would continue to be accepted as before, with the added advantage that it would have (if, indeed, any plan will be approved) the sanction of the courts, as against its present situation, which has been condemned by the Courts."

Members of all the Cigar-Manufacturerss' Association:

"Competition can never be restored amongst four or fourteen or one hundred units, however physically separate, unless ownership is, as President Taft said of this very case, 'different and differing.' Ownership is the vital thing that regulates the future of these companies, and that point the proposed plan has speciously passed over.

"We do not desire to see taken from any man anything rightfully his, though some may think that this inside group of men rightly deserve such treatment. What we do desire, however, is that the ownership of whatever entities are created shall be in different and differing hands so that it will be to their plain interest to compete with all their strength and power and not as by the proposed plan in the hands of those to whose plain interest it will be not to compete. If the country allows the proposed plan to be adopted it will have nullified all that has gone before in its fight against monopoly and restraint of trade."

A. T. Company's Plans

Continued from page 11

District of New York; Judges Lacombe, Noyes, Ward and Coxe.

Every provision of the plan has undergone the most grilling scrutiny and the attorneys of the American Tobacco Company believe that the United States Supreme Court will endorse with favor the work which it delegated to the Circuit Court.

Attorney-General's Position.

There is every indication that the independent tobacco interests of the United States will assail the present plan at every possible point, but in view of the fact that Attorney-General Wickersham representing the United States, has indicated that he will oppose outside suggestions it is doubtful whether the judges of the circuit court will admit any protests or briefs from the independent interests to be spread upon the court records.

The Attorney-General's attitude throughout the entire case has been drastic and a dispassionate observer is forced to the conclusion that the present plan, be it followed or otherwise, was adopted because it came within the legal provisions of the Supreme Court's mandate and afforded protection to the thousands of holders of securities of the American Tobacco Company, whose rights before the court must perforce receive the utmost legal consideration.

The disposition of the United Cigar Stores Company provides for the scattering of its stock into the hands of the individual stockholders altogether, and common stockholders of the American Tobacco Company. In view of the fact that at present one third of the stock of the United Cigar Stores Company is held by individuals not connected with the American Tobacco Company, this move will take the control of the corporation out of the hands of the twenty-nine individual defendants.

A schedule, showing the control of the reorganized companies, comparing the ownership of the voting stock held by the twenty-nine individual defendants, was submitted with the petition. This schedule in part is as follows:

	P. C. Voting Stock Owned by Defendants.	P. C. Voting Stock Owned by Others.
American Tobacco	35.16	64.84
Liggett & Myers Co.	40.76	59.24
P. Lorillard Co.	40.76	59.24
American Snuff Co.	38.65	61.35
George W. Helme Co.	28.49	71.51
Weyman & Bruton Co.	28.49	71.51
Conley Foil Co.	33.88	66.12
Tin Foil and Metal Co.	33.73	66.27
MacAndrews & Forbes	39.77	60.23
J. S. Young Co.	43.87	56.13
R. J. Reynolds Tobacco Co.	37.53	62.47
United Cigar Stores Co.	37.65	62.35
British-Amer. Tob. Co.	34.46	65.54
Porto Rican A. T. Co.	45.31	54.69

How the Division Is Made.

The summarized plans for the disposition of the various subsidiary companies will show the full volume or business in the several concerns of tobacco manufacturers, to be divided between the four parent companies as follows:

Cigarettes.

	Percentage in volume (Lbs. or Thousands).	Percentage in Value.
American Tobacco Co.	27.11	33.15
Liggett & Myers	27.82	21.03
Lorillard Company	15.27	26.02
Others never in any way connected with the combination	19.80	19.80
Smoking Tobacco.		
American Tobacco Company	33.08	40.53
Liggett & Myers	20.05	16.47
Lorillard Company	22.82	18.88
Reynolds Tobacco Company	2.66	2.73
Others never in any way connected with the combination	21.39	21.39

Plug Tobacco.		
American Tobacco Company	25.32	22.98
Liggett & Myers	33.33	37.84
Lorillard Company	3.73	4.64
Reynolds Tobacco Company	18.07	15.49
Others never in any way connected with the combination	19.05	19.05
Fine Cut Tobacco.		
American Tobacco Company	9.94	13.52
Liggett & Myers	41.61	36.26
Lorillard & Company	27.80	29.57
Others never in any way connected with the combination	20.65	20.65
Cigars.		
American Cigar Company	6.06	8.90
Lorillard Company	5.72	2.88
American Stogie Company	1.58	1.58
Others never in any way connected with the combination	86.64	86.64
Little Cigars.		
American Tobacco Company	15.43	13.41
Liggett & Myers	43.78	38.69
Lorillard Company	33.84	40.95
Others never in any way connected with the combination	6.95	6.95

Sale of the Stock.

The disintegration is brought about by selling $115,000,000 of the property of the American Tobacco Company, consisting of factories, brands, businesses and capital stock of tobacco manufacturing companies to Liggett & Myers Tobacco Company and P. Lorillard Company for cash and securities of the two vendee companies, and of distributing to the common stockholders of the American Tobacco Company the two-thirds of the stock of the R. J. Reynolds Tobacco Company, now owned by the American Tobacco Company.

The capitalization of Liggett & Myers and P. Lorillard Companies, respectively, will be as follows:

7 p. c. bonds	$15,507,837	$10,933,488	$26,441,325
5 p. c. bonds	15,059,589	10,617,461	25,677,050
7 p. c. pf. stock	15,383,719	10,845,981	26,229,700
Common stock	21,496,354	15,155,571	36,651,925
	$67,447,499	$47,552,501	$115,000,000

The securities of the Liggett & Myers Tobacco Company, and P. Lorillard Company will be paid to the American Tobacco Company as the consideration for the conveyances by it.

The common stock of the new companies will be sold for cash at par to the common stockholders of the American Tobacco Company, thus making what is in the nature of an assessment of $36,651,925 on the common stock of the American Tobacco Company. This sum will be used for the retirement and cancellation of existing bonds at par of the American Tobacco Company.

Prices on the Bonds.

Each 6 per cent. bondholder of the American Tobacco Company will be offered 96 for half his holdings, and for the other half 5 per cent. cent. bonds at par, in the aggregate, of the Liggett & Myers and the Lorillard Companies.

Each 4 per cent. bondholder of the American Tobacco Company will be offered 96 for half his holdings, and for the other half 5 per cent. bonds at par, in the aggregate, of the Liggett & Myers and Lorillard Companies.

Each preferred stockholder of the American Tobacco Company will be offered the right to exchange one-third of his holdings at par into 7 per cent. preferred stock of the Liggett & Myers and Lorillard Companies.

The effect of these changes when made will be to pay off the entire bonded debt of the American Tobacco Company, amounting to $104,236,750, and to reduce its assets correspondingly.

It will be left with $52,549,400 of preferred stock and $40,260,400 of common stock, as its only outstanding securities. The preferred stock will be given full voting rights, and the control of the American Tobacco Company will thus pass from the 29 individual defendants to the holders of $92,761,800 preferred and common stock.

Both the preferred stock of Liggett & Myers and Lorillard Companies will also have full voting rights, and the 29 defendants will control neither of these companies. The same will be true of the R. J. Reynolds Tobacco Company.

None of the four companies, the American Tobacco Company, Liggett & Myers, Lorillard Company and the Reynolds Company, will have any interests in or relation to the other, although at the outset they will of necessity have many stockholders in common.

The American Snuff.

The American Tobacco Company now holds nearly half of the shares of the American Snuff Company. Such influence as this stockholding gives to the American Tobacco Company will be terminated, and the snuff company itself will be disintegrated into three companies by the following method:

There will be organized two new snuff companies, one to be called the George W. Helme Company and the other Weyman & Bruton Company. The American Snuff Company will convey to these companies, respectively, manufacturing assets consisting of factories and brands, so that the resulting division of the snuff business will be in volume as follows:

	P. C.
American Snuff Company	32.95
George W. Helme Company	30.88
Weyman & Bruton Co.	29.23
Add in value as follows:	
American Snuff Company	35.55
George W. Helme Company	28.95
Weyman & Bruton Co.	27.68

Each of these vendee companies will pay for the property and business conveyed to it by the issue of $4,000,000 at par of 7 per cent. voting preferred stock and $4,000,000 at par of common stock, all of which will go into the treasury of the American Snuff Company.

It will thereupon distribute to its common stockholders as a dividend the common stock of both the new companies, aggregating $8,000,000, charging it to surplus account. It will offer its preferred stockholders proportionately these 7 per cent. preferred stocks of the new companies in exchange for the preferred stock of the American Snuff Company at par.

So much of the preferred stock of the American Snuff Company as is thus exchanged will be retired.

So much of the preferred stocks of the new companies as are not exchanged will be disposed of by the American Snuff Company.

The American Tobacco Company, being a holder of the common stock of the American Snuff Company will participate in the distribution above provided, and will in turn distribute the common stocks of the Helme Company and the Weyman & Bruton Company, together with its present holdings of the American Snuff common and preferred stock to its common stockholders.

Such control as the American Tobacco Company has over the Snuff Company will pass away from it, and also from the 29 individual defendants.

Conley Foil Company.

The American Tobacco Company owns more than half of the stock of the Conley Foil Company engaged in the business of manufacturing tin foil, used for the most part, by tobacco manufacturers. The Conley Foil Company, whose plant is in New York, owns all the stocks and bonds of the Johnston Tin Foil and Metal Company, which has a plant in St. Louis.

The Conley Foil Company will distribute its holdings of the securities of the Johnston Tin Foil and Metal Company, to wit: Three thousand shares of stocks, all of one class, and $100,000 of bonds, to its stockholders. The American Tobacco Company, being a stockholder of the Conley Foil Company, will participate in the distribution, and will, in turn, distribute its dividend, together with its stock in the Conley Foil Company, to its common stockholders.

The result will be that the control of the American Tobacco Company over the tin foil business will terminate, and there will be two tin foil companies in which the American Tobacco Company has no interest, and which will have no interest in or relation with each other. The control of these companies will not be in the twenty-nine individual defendants, but in the hands of present individual stockholders of the Conley Foil Company and common stockholders of the American Tobacco Company.

The Licorice Business.

The American Tobacco Company owns a majority of the capital stock of the MacAndrews & Forbes Company, a corporation engaged in manufacturing licorice paste, which is an essential ingredient in plug tobacco. The MacAndrews & Forbes Company has two plants, one at Camden, N. J., and the other at Baltimore, Md., and produces about 90 per cent. of all the licorice paste manufactured in the United States, but over 50 per cent. of its product consists of a single brand, known as the "Ship" brand.

The MacAndrews & Forbes Company will be divided into two companies in the manner following:

There will be organized a company to be known as the J. S. Young Company, and the MacAndrews & Forbes Company will convey to it the Baltimore factories and brands, taking in payment $1,000,000 7 per cent. preferred and $1,000,000 common stock of the Young Company. The annual output of the Young Company will be $1,201,000.

The MacAndrews & Forbes Company will have an annual output of $2,514,000, of which $2,214,000 will be in the "Ship" brand.

The common stock of the Young Company will be distributed as a dividend to the common stockholders of the MacAndrews & Forbes Company.

The American Tobacco Company, as a stockholder of the MacAndrews & Forbes Company, will share in the distribution of the Young Company's common stock, and will in turn distribute it, together with the common stock which it now holds in the MacAndrews & Forbes Company, to the common stockholders. The preferred stock of the Young Company will be offered in exchange for an equal amount of the preferred stock of the MacAndrews & Forbes Company—any of the latter thus exchanged to be retired; and any of the preferred stock of the Young Company not thus taken up to exchange to be sold.

Cigar Companies.

The American Cigar Company is not a dominant factor in the cigar trade of the United States, for it represents not more than 15 per cent. of the cigar business. But, nevertheless, it is to be disintegrated as follows:

It will part with the interest in the American Stogie Company, and the American Stogie Company itself will be dissolved. It will sell to the American Tobacco Company for cash all its interest in the Porto Rican American Tobacco Company, and the American Tobacco Company will distribute the stock so acquired, together with its own stock in the Porto Rican American Tobacco Company, to its common stockholders.

The American Cigar Company will also sell a substantial part of its domestic business carried on under the name of the Federal Cigar Company, to the American Tobacco Company for cash. The American Tobacco Company in turn will sell this business to the P. Lorillard Company for securities, being a part of the consideration paid by the Lorillard Company for the property conveyed to it by the American Tobacco Company, as stated above.

The result of the disintegration will be that the Porto Rican American Tobacco Company will be compelled to divorce from the control of the American Tobacco Company and the American Cigar Company, neither of which will have any interest in it.

It will not be controlled by the 29 individual defendants, and a large part of the business of the American Cigar Company will pass to the P. Lorillard Company, which will have no interest in or relation to the American Cigar Company.

Free Foreign Business.

The Imperial Tobacco Company of Great Britain and Ireland, the American Tobacco Company, and the American Cigar Company, one of its accessory companies, and the British-American Tobacco Company, Ltd., are now bound together by contracts, which forbid the Imperial Tobacco Company from doing business in the United States, except buying leaf tobacco; the American Tobacco Company and the American Cigar Company from competing with the Imperial Company in England, and both the Imperial Tobacco Company and the American Tobacco Company from competing with the British-American Tobacco Company in foreign countries.

These contracts will be terminated, leaving each company free to hereafter compete in the territory of each other.

The shares of the British-American Company, amounting to two-thirds of the ordinary shares, now held by the American Tobacco Company, will be distributed to its common stockholders.

The result will be that the control of the American Tobacco Company over the British-American Tobacco Company will cease, and these companies will hereafter have no interest in or relation to each other.

As the Imperial Tobacco Company now owns one-third of the ordinary shares of the British-American Company, the control of the British-American Company will pass to the Imperial Company and to the common stockholders of the American Tobacco Company, but not to the 29 individual defendants.

COMPETITION MUST BE RESTORED, SAYS WICKERSHAM

ATTORNEY GENERAL WICKERSHAM, interviewed in Omaha, with regard to the reorganization plans of the American Tobacco Company, said:

"If the plans of dissolution bring a return of un fettered competition they will be approved by the Department. If they do not do this, they will not be approved.

"Of course, there will be a protest from independents, no matter how it is settled. Hiding in the shadow of the big trust to the extent of keeping up prices without having the stigmas of trust and combination thrown at them, the independents have been reaping a certain harvest. They may find it somewhat different when they get out, and not only must fight for business but fight for prices as well. For that reason I do not expect the plan of reorganization to meet the approval of the independents, no matter which plan is adopted.

"These trust decisions are laying the foundations of a new era in business. In fact retail business will be completely revolutionized thereby, and methods which have grown to be looked upon as legitimate are being shown to be illegal."

Tobacco and Cigar Bodies Call Important Meeting

Conference In New York, October 19th, to Consider Plan for Representation at A. T. Co.'s Hearings

A CONFERENCE of representatives of all branches of the tobacco industry, has been called for October 19th, in New York City. At this meeting, delegates from various trade associations, whether they be engaged in leaf trade, cigar manufacturing, cigarette manufacturing, or allied branches, will outline a plan of action and adopt measures to be represented actively in the United States circuit court when the public hearings on re-organizing the American Tobacco Company are held.

A call for this meeting was sent out from New York, October 10, when the Cigar Manufacturers' Association of America united with the National Cigar Leaf Tobacco Association in retaining as counsel Louis D. Brandies, of Boston, and Felix H. Levy, of New York.

A committee of three was appointed by the manufacturers' association with full power to act to the end that reasonable competition in all branches of the tobacco trade shall be restored, when the court passes upon the re-organization plans.

The joint conference of October 19th, will be held in the rooms of the New York Leaf Tobacco Board of Trade, 141 Maiden Lane, New York City.

Associated with the counsel of the leaf men and cigar manufacturers, will be Henry H. Hunter, attorney for the Retail Cigar Dealers' Association of New York and Charles Dushkind, attorney for a National Committee of Tobacco men.

The determination of the Cigar Manufacturers' Association to join with the other branches of the trade to see that the mandates of the Supreme Court are fully complied with, lends considerable strength to the movement.

Some of the most prominent and influential cigar manufacturers of the country are members of the association. The officers are Jac. Wertheim, president; A. M. Jenkinson, vice-president; Joseph B. Wertheim, treasurer, and H. G. Wasson, secretary.

The retention of Attorney Brandies means that the cigar and tobacco interests will be represented by an aggressive and able counsellor. His work on corporate and public matters is too well known to need comment.

Cigar Men Protest New Smoker Rule At Capitol

Continued from page 11

West, Fla.; D. E. Klein, José Lovera Company and E. M. Schwarz & Co.; M. W. Berriman, Berriman Bros., New York; José M. Diaz, Bustillo Bros. & Diaz, New York; Ysidro Pendas, Y. Pendas & Alvarez, Tampa and New York; Charles J. Eisenlohr, of Otto Eisenlohr & Bros., Philadelphia, and J. T. Wilcox, of the Havana-American Cigar Company.

No Tax Necessary On Cigars Used As Tests

Revenue Department Also Clears Up Matter of Experimental Smokes

THROUGH an inquiry raised by John N. Kolb, president of Theobald & Oppenheimer Co., cigar manufacturers, an opinion has been obtained from the Internal Revenue Department at Washington, reversing a previous opinion relative to the payment of Internal Revenue tax on cigars used in testing the burning quality of the tobacco and workmanship on the cigars, themselves. In securing such decision at this time, the danger of future complications arising from this source is removed.

The letter which has been made public through Collector McCoach, of Philadelphia, says in part as follows:

"It is not the intention of this office to interefere with any legitimate customs adopted by cigar manufacturers in the conduct of their business. The testing of cigars at the workman's table is necessary in the course of production, and cigars thus used can be regarded as an unfinished product, if honestly used for the purpose indicated.

"In testing cigar leaf, it is the custom among dealers in leaf tobacco to make a small roll to be smoked for the purpose of ascertaining its suitability for smoking purposes, and a roll of tobacco thus made up to be used as a test can hardly be designated as a cigar, and tax upon same will not be exacted.

"However, if these particulars should be resorted to for the purpose of the evasion of the tax, this office will be prompt to take steps that will correct same."

New York Retailers Make Demands

ON Thursday last, a mass meeting of three hundred independent retail tobacconists gathered at Terrace Garden, New York, in response to the call of the Independent Retail Tobacco Dealers' Association. The meeting was held for the purpose of perfecting a larger and better organized retailers' association.

President Murray Buxbaum presided and called attention to the imperative need for concerted action in the case against the American Tobacco Company. Mr. Buxbaum introduced Henry H. Hunter, the counsel for the association who proceeded to give a detailed review of the progress which had been made by the independents. Mr. Hunter laid particular stress on the fact that the only thing that would satisfy the independents would be "the appointment of receivers for the American Tobacco Company, and its co-defendants." Attorneys Charles Dushkind and Felix H. Levy also addressed the gathering. Resolutions were adopted as follows:

Be it resolved, that it is the sense of the Independent Retail Tobacconists' Association that the illegal Tobacco Trust, being built upon foundations of trickery, subterfuge, unfair competition and monopoly cannot continue to exist when all of these foundations are swept away. That this illegal Trust should not be divided into two or three corporations that would continue to wield monopolistic influence, but that following the precedent of the Oil Trust, it should be divided into as many separate manufacturing companies and separate retail stores, as it is composed.

Be It Further Resolved: That The Independent Retail Tobacconists' Association affirms and urges that it is not incumbent upon the independent trade to propose any plan for the illegal Trust to continue business. It is up to the illegal Trust to show how it can continue lawfully, or it must go into the hands of the receivers. The Independents counter plan is receivers.

George Schlesinger

GEORGE SCHLESINGER, vice-president of George L. Storm & Co., the widely known cigar manufacturers and distributors, died suddenly in his office, 409 Lafayette street, New York, Monday, October 16, from heart failure, following an attack of vertigo.

Mr. Schlesinger was a native of Hanover, Germany, where he was born fifty-nine years ago, and was a graduate of the University of Goettingen, one of the most famous German educational institutions. He came to the United States when a lad, and after a brief business experience he embarked in the cigar business of New York about thirty years ago.

Mr. Schlesinger was a brother-in-law of President Jac. Wertheim, of the United Cigar Manufacturers' Company, and their business relations had been close for a number of years. The deceased was one of the leading members of the Temple Emanu-El and president of the Emanu-El Brotherhood, and exceedingly active in philanthropic and charitable work. The funeral will take place October 18th from his late home in the Magnolia Apartments, 240 W. One Hundred and Second street, New York. Mr. Schlesinger is survived by a widow.

DIPLOMATIC DAN---Works While Others Sleep

Drawn for "The Tobacco World" by Swayne



THE EVOLUTION OF A HAVANA CIGAR

From Seed to 'Perfecto'---Growing, Curing and Making

By MANUEL L. PEREZ

TO start properly I will commence at the beginning, so will start with the seedlings. When the tobacco crop has been completely gathered in and nothing but the stems of the plants remain on the field, on each stalk, or the remainder of the plant, a few white flowers bloom forth which, as they mature, turn to a beautiful pink color. This flower in time dries and withers up on the very stalk that gave it life, and instead we find a lot of small green beans that resemble the coffee-bean. Then these beans are gathered up and tied into bundles of a certain size and are placed on racks in the open air to dry. Gradually, as they become dry, their color changes from green to a dark brown, and again only closely resemble the coffee-bean as we know it. When all the beans are changed in color they are gathered up and placed in sacks, and from their natural condition of being dry they break open, and we find within a fine brown dust. This dust is sowed on virgin soil; if not entirely virgin, the soil has only been used to previously cultivate seedlings. These seedlings remain in the fields for about a month and when about six inches high are gathered up and tied into bundles of one hundred plants which, from a short distance, look very much like ordinary heads of cabbage. They are then taken from one part of the country to that part in which they are to be transplanted. And the price at which they are sold varies from 50 cents to $4.00 a thousand. These prices are regulated entirely by existing conditions, such as demand, quality, and the amount to be had. One curious fact I wish to relate in reference to these seedlings, and that is for many days—sometimes ten at a time—they are kept in these bunches, and to all appearances are dried up and of no value whatsoever; but whoever thinks so is mistaken, because as soon as a little moisture touches them they are as fresh and green as when picked from the field. This goes to prove at the outset of my treatise that tobacco in all its forms is probably the most sensitive of things.

Planting and Irrigation.

Sowing or planting as an invariable rule begins around the 15th of October of each year, and under normal conditions the crop is ready for the first cut some time between the 1st and 15th of December following. Of course, this all depends on the amount of rainfall or artificial irrigation that the plants get; and now that I speak of irrigation, I wish to mention that only in one province of Cuba, and that is in the province of Havana, has artificial irrigation given satisfactory results. In a section of Pinar del Rio province called Remates irrigation is out of the question entirely because of the salty quality of the well water there, which makes the tobacco burn poorly and gives it a very bitter taste. In my opinion, the reason that irrigation has not proved a success in the other provinces of Cuba is because of the small amount of soil. In most sections there is only between eight and twelve inches of soil—below that you will find a hard clay, and further down rocky foundation. This means that the earth becomes soaked with water, and remains so when irrigated because of the clay beneath it, showing the impossibility of irrigation.

Cutting the Leaves.

Going back to the tobacco in the field. As I said, the tobacco is ready to be cut in the beginning of December; then the first cut takes place. A tobacco plant generally has from eight to fourteen leaves and, in cutting, the farmer cuts two leaves at a time and also a piece of the stalk. Following the first cut we have two more and, in rare cases, three, in each cut the leaves being smaller than of the preceding cut.

As the tobacco is cut it is hung up on the racks in tobacco barns for about a month. When in the field, as you will understand, the leaves are green, but as the drying process continues they gradually change to various colors ranging from a light yellow to a dark brown. After the leaves have been drying for about two weeks they become as brittle as anything that I know of, and great care must be exercised in handling them. After a month of drying, and following a good rainfall, the leaves are again gathered and tied into bundles, and each bundle should hold 440 leaves. However, this all depends on the honesty of the farmer or veguero. When gathered into these bundles they are placed in piles sometimes as high as ten and twelve feet, and that is when the tobacco goes through a fermentation or sweat. The amount of fermentation suffered by the tobacco depends entirely on the height of the piles, and the veguero, who, in my opinion, is skilled in his art as no other agriculturist is, regulates to a nicety the height of the piles according to the body or strength of his tobacco, always insuring the best results necessary to good curing.

Buying and Shipping to Havana.

After the fermentation has passed off (sometimes this happens as a natural thing if piles are low, but in most cases it is necessary to reduce the size or height of the piles) the tobacco-buyer comes along; price wrangling is entered into, and when ended to the satisfaction of both parties, the tobacco-buyer takes the tobacco, now his, to his packing house. Having been cured while in the farmer's hands the buyer immediately proceeds to case the tobacco. Casing tobacco means to wet it. This is made necessary in order to handle it without breaking. I will not enter into the many details and intricacies of packing tobacco, as it would take too long to enumerate



TYPICAL HAVANA CIGAR VENDOR

the many times it is handled and re-handled. Suffice it to say that there are more than twenty different sizes of leaves that enter into the classification of a vega or packing of Cuban tobacco, and there are four different classes showing the body or strength of the tobacco, which brings the total of classes or grades up to eighty in the general classification of a vega. After the tobacco has been classified and packed in bales it is shipped to Havana, where the manufacturer goes to examine and purchase, but before the tobacco is shown to any prospective purchaser it goes through a second fermentation. This is the natural thing and is in accordance with that prime condition of tobacco, that of being sensitive. Without being cased or in any way handled the very moisture necessary to the previous handling of the tobacco brings on this second fermentation and helps the curing of the leaf all the more. Up to the time of fermentation in the bale the leaves have an unsettled color, sometimes three and four different shades to the leaf. After the second fermentation all this disappears and there is but one color and the tobacco is ready to be worked up.

Difficulties of the Buyer.

Owing to the many different classes or grades of tobacco in one packing or vega, and then again the surprising difference that exists in tobaccos from the same section, a purchaser, whether he be a leaf dealer or a manufacturer, must exercise the very greatest caution when buying. Just imagine, there are from seventy to eighty different grades from the very smallest tobacco fillers up to the largest and best quality wrappers, and these grades range in price from $25 a bale of fillers to four, five and very often six hundred dollars the bale of wrappers. And then again we have another difficulty that besets the purchasers. An ordinary bale, excepting the very high class of wrappers, has anywhere from 30,000 to 40,000 leaves, and how easy it would be to place about 15,000 or 20,000 leaves in a bale that will not burn or have some other serious defect. It is so easy that with an astonishing number of vegueros and leaf-dealers it has become a practice to put good tobacco on top and in those parts of the bale likely to be examined, and the rest of the contents of the bale are the most inferior stuff and sometimes it is altogether without value. Just think how careful a buyer must be and how much depends on the good judgment of the manufacturer when purchasing, that one single purchase will ruin, or, if not ruin, badly cripple a factory. In packing or, say, 400 bales that cost on an average of $60 the total cost is $24,000. If part of this tobacco does not burn or if only half is good, the purchaser must either resell the entire lot at a great loss, say 50 per cent. or $12,000, or else run the risk of ruining his credit and his business for all time. These figures that I give and the statements that I make are in no way exaggerated.

The Manufacturing Process.

Now a few words as to the manufacturing of cigars. What I am about to tell you is exactly the routine followed by the factories in Havana and those few factories that in this country produce a really legitimate article, a real genuine clear Havana cigar. As in the case of the packer when he first handles the leaf the manufacturer or his assistant starts by casing the tobacco; as in the case previously cited this is necessary in order not to break the leaves. After being cased today the fillers are given tomorrow to the strippers, who extract the stem from each leaf. Each man's work at the end of the day is gathered up and taken to the drying room. If the fillers are of a heavy or strong quality they are placed in barrels, and as happens to the tobacco after being packed in the bales, of its own natural condition it goes into a state of fermentation. If my reader has followed me closely he will see that this is the third sweat or fermentation through which the tobacco has passed so far. I omitted to say when first speaking of fermentation that this is only a form or part of the process of curing, and while the tobacco is really useless while in this state, it becomes much improved after, not only in burning and tasting qualities, but is more uniform in every respect, and the strangest thing about this fermentation business is that it makes the tobacco very dark in color, but very mild in taste. Returning to the fillers that have been stripped; of course, those classes of fillers that are of a light character or body do not go through a fermentation, and that is because they are placed from the strippers' boards right on the drying racks. The filler after having been dried is then blended. As there are heavy tobaccos, light ones, good burning and some not so good, different sizes of fillers, sweet tasting tobaccos and those that have no taste at all the best combination for a blend is found and the filler is then given to the cigar-maker. In the case of the wrappers they are not placed on any racks at all. They are given to the leaf selectors just as soon as they are stripped. The leaf selectors grade the wrapper leaves for the different sizes of cigars. This is a difficult thing to do as the selector must carefully qualify each leaf, having in consideration while doing so the size of the leaf, the color, the texture and the nature of veins of the leaf. The selector gives the wrappers to the cigar-makers and as he has all the material required for rolling up the cigar practically everything depends on the way he bunches the fillers. If the cigar is rolled too tightly it will not burn, if rolled too loosely it will be bitter and burn the tongue, and if the filler is not placed correctly, is turned around, or there are parts of the cigar not filled, then the cigar will burn up on one side. At the end of each day the cigars that already have been tied into bundles of fifty by the cigarmakers are then taken to the packing room, and here we come probably to one of the most interesting branches of cigar manufacturing.

Work of the Selector.

The cigar selector sets his table with from six to eight different colors, ranging from the very reddest to the very greenest colors, and has each of these different colors graded off into shades of the same color, sometimes amounting to eight shades. He sets one side of his table with the dry colors, and on the other half he puts the wet, or oily colors. If you have followed me you will see that on the dry side of the table he has from six to eight distinct colors, each one graded off into seven distinct shades of that color; on the wet side he does the very same thing, so you see that he has on his table anywhere from 80 to 120 piles, each of distinct colors. When he has 25 cigars of one color he passes them to the packer who does his best to make them appear well in the box, by shading off and making them as attractive as possible to the eye. After the cigars are packed they are taken to the stock room, and then are shipped as called for by the trade. Before being sent out, however, the cigars are banded and the boxes are trimmed as you see them in the show windows. That is merely the part that is done to please the eye. It is the least important, and I think the most unnecessary thing in the whole business. A good smoke does not in any way need to be pleasing to the eye if the smoker is a connoisseur. The essentials of a good smoke are only two—good raw material and good workmanship.

In conclusion: A few words as to the popular misunderstanding regarding the colors of cigars. The color of the wrapper does not affect the strength of the cigars. The wrapper forms about one-tenth of the cigar, so you will understand how little it effects its total strength. For myself, I prefer a well cured, dark cigar, and I am sure that if you will try one you will cease calling for light colored ones, which in fifty per cent. of the cases, has an uncured leaf for a wrapper, and invariably is the cause of that little scratch in the throat that some cigar smokers note.



HAVE you ever been in a police justice's court and heard the pearls of wisdom which fell from the lips of some of our politicians who are connected with the minor judiciary?

The parental attitude assumed by them and the words of advice interspersed with bad grammer, which they hand out are perpetual foundations for newspaper items. One of our learned police court judges in the city of Washington, in dressing down a man who was before him recently, for non-support, he instructed him judicially to keep a supply of molasses candy in his pocket and when he felt like having a drink, eat a piece of candy and if his thirst continued to be unassuaged to eat more, and to keep on eating until he did not want to drink any longer. The defenceless prisoner after having his gastronomic diet ordered for him, was ordered to cut out cigarettes and the learned judge went on to state that he never saw a man smoking a cigarette who amounted to a hill of beans; (Admiral Togo and Baron Rosen please write). He advised him if he wanted to smoke at all to take a cigar. Confidentially, the judge must have been interested in the stogie factory. The prisoner promised to eat candy and smoke cigars and was released.

* * *

The smoking habit develops the idiosyncrasies of some people. I was talking with a friend of General Sickles, the veteran soldier, the other day and he told me of how the famous fighter takes particular pains to gratify his cravings for tobacco.

This friend of the general's recently visited New York to call on him and was met at the station by Mr. Sickles' automobile. As he stepped into the vehicle the general pointed to a seat and said: "Have a cigar, pipe or a chew?"

The friend indicated a cigar and, as he did so, the general pointed to a series of pockets he had inside the automobile and said: "Help yourself." As the guest reached to help himself to a cigar the general said: "No, no, take the end first. These pockets contain different grades of cigars and we always start at the mildest."

Then the warrior pointed to the other side of the automobile. "Here is where I keep my smoking tobacco, and here my chewing, and there my cigars. So you see I always have them within reach."

So saying the general took a big, fat bite at a juicy plug and the auto sped merrily on.

I was much impressed recently, while standing in a well-known cigar store, with the advantage that the proprietor had in employing salesmen who were always "on the job."

A neatly-dressed man entered and called for a brand of medium priced smoking tobacco.

I saw as soon as the stranger entered that there was something about him that interested the proprietor, and as he stood lighting his pipe my friend, said, "If the question is not impertinent, would you object to telling me how you happened to be a customer at this store?"

"The reason," said the stranger smiling, "reflects credit to your salesman, and for that reason am glad to do them a good turn. I spent my vacation at the same place that another Philadelphia man did, and running short of smoking tobacco was compelled to ask the loan of some, and was obliged with the kind I just purchased." "It suited me so well that I desired to use it constantly, and was informed that your salesman had gone to some trouble to supply to the man from whom I borrowed, just the kind he was looking for, that on the advice of the Philadelphian I have been purchasing my supply where I know the tobacco is properly cared for until it reaches the consumer."

* * *

The old saying that you cannot "do two things at once" was tragically illustrated on Tuesday of last week, at the Burgettstown County Fair, Penna., when Elisha Dowler, a prominent cattle breeder of that vicinity was probably fatally gored to death by one of his Jersey bulls which had just won a prize in the ring. It seems that Mr. Dowler was on his good behavior and when he entered the prize ring with his splendid bull, leading it with a jockey stick, he omitted to have his usual general size quid in his mouth.

As soon as the judges had pinned the blue ribbon on the blooded stock, and as he was leading it from the ring, he loosened his grip on the jockey stick, when he reached into his hip pocket for his chewing tobacco. The nervous brute which had just undergone the judging process, saw his advantage and lowering his head, rushed at Mr. Dowler and tossed him twenty-five feet. As he fell the brute charged on him, goring and trampling him in a frightful manner. At the present time Mr. Dowler is still alive but it is a question whether he will recover.

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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EDITORIAL

The strenuous trip which the President of the United States is making through the Middle West, is evidently a journey looking toward his securing renomination and his retention in the Chief Executive's chair. Dispassionate reports indicate that the President has been received with a chilliness almost unprecedented in the annals of political history since the Civil War.

An Era of Meddlers

There is a well defined thought that the present administration has been one of meddling and the results are widespread. From innumerable sources come reports that officials at Washington, have been uniformly engaged in the preparation of trivial decrees and rulings, which were of little moment in themselves, and which tended to strike vicious blows at industrial prosperity.

The recent order concerning smokers and the revenue tax upon them should have had the most careful and intelligent consideration before being promulgated, and even though now held in abeyance, and even though the order should be rescinded eventually, several weeks of mischief have been wrought. This is only one of scores of cases. The tobacco industry has not been alone a sufferer but all branches of trade have come under the "heel" of overzealous officials, both the chiefs and their subordinates.

A leading textile manufacturer whom we know is one of the most reputable in the country, organized a window dressing contest with substantial cash awards to stimulate the dressing of windows with his goods. An assitant attorney general brands it a lottery scheme. While the ruling will eventually be revoked, the mischief has already been accomplished.

Picayune actions, whether on the part of individuals, business firms or the Government, are a menace to forward movements. With such tremendous and industrial economic problems staring them in the face, demanding a solution, the servants of the republic should be ashamed to brand themselves as "interfering school marms."

If President Taft goes down to defeat the next election, the reason therefore can be spelled in one word "Meddling."

The opinion just obtained from the Internal Revenue Department, at Washington, removing from taxation all cigars smoked in the course of the business of testing the burning and workmanship qualities of cigars, is the first sane utterance that has come from that source since the "non-smoker" decision was announced.

First Step Toward Revenue Sanity

Even the Washington authorities, while apparently willing to put the screws on the manufacturers, have on second thought, seen the absolute injustice of such an interpretation of the new law and have consequently been quick to reverse themselves.

This awakening to the fact that too much regulation is obnoxious and will be resented by the cigar manufacturers, leads to the hope that at least the retroactive revenue and other repugnant features of the new ruling will also be rescinded.

Despite the multifarious reports concerning the progress of the dissolution and re-organization of the giant tobacco corporation, the pathway of the company appears to grow more rocky each succeeding day. The judges of the United States courts, of New York, evidently have little or no sympathy for the combination as it now exists and what the ultimate results may be, no one dare foretell.

A. T. Co.'s Woes Increase

The action of Judge Lacombe in permitting the counsel for the Old Indian Snuff Mills to file an answer last week, in a suit brought by the American Snuff Company against the Old Indian Mills to restrain the latter from the use of the word "Copenhagen" is a vitally important one. Counsel for the defendant company maintained that as the legality of the American Snuff Company's existence has been questioned, there should be no redress for the corporation in a court of equity for an infringement of the trade mark.

When it is considered that a large part of the sum of $114,000,000 of the American Tobacco Company's assets, according to their report of 1910, is embraced in trade marks, patents, good will, etc., should the contention of the Old Indian Snuff Mills be maintained there will be a tremendous shrinkage in this stupendous sum.

Furthermore the concerted action on the part of the National Cigar Manufacturers' Association, the National Cigar Leaf Tobacco Association, and the other independent organizations of leaf dealers and cigar manufacturers of the United States is bound to have a most impressive effect both on the Attorney-General of the United States and the Judges of the Courts, when the public hearings are held at the time specified by the United States Circuit Court. It is a safe surmise that the plan of re-organization will be thoroughly dissected by the most skilful lawyers which the independents can engage and the voice of these allied associations will be lifted in an unanimous shout of protest against anything but the most rigid execution of the Supreme Court's mandates.

PROBLEMS of the RETAILER

What Is Your Store Policy?

IT is a fair question to ask you Mr. Retailer, what is your store policy? It may be stated even more forcibly in another way: "What are your personal ideals regarding the conduct of your business"? for it all boils down to that. We have been particularly careful to use "ideals" not "ideas." There is a vast difference. When an idea has been considered until it has become almost an integral part of a mans nature, it can be considered as an ideal, and as certain to decidedly affect his actions in one way or another.

These ideals are expressed in two ways: First, your attitude toward employees; second, your attitude toward the public. And it is an open question which of the two is the more important. In the hurly-burly of every day business life, it will pay—and pay handsomely—to find a quiet hour in which to consider such matters.

Even Temperament Essential.

In your treatment of employees have you an even temper, or do you get "up in the air" and work yourself into a semi-apoplectic state over every little thing that goes wrong? There are some employers that make life a regular Hades for their employees. The latter enter the store in the morning either in fear and trembling or with "chips on their shoulders," looking for trouble, according to their dispositions. Naturally, they keep their eyes pasted on the clock all day; and as for loyalty there is not the slightest vestige of it. Under the circumstances, this is hardly to be wondered at, is it? As they are under nervous tension all the time, they are not in a condition to give their best efforts for him nor for themselves.

Encourage the Initiative.

Do you encourage initiative on the part of your employees? Or if they come to you with well-thought-out suggestions for the betterment of the store, do you turn them down flatly, because such suggestions are not self-originated? Many an employer has gradually become a slave to habits of this kind, who perhaps does not realize the effect it has on others. A little quiet retrospection may save such a one from the pitfalls consequent upon the continuation of such a policy—and they are surely in his path.

Public "Call-downs" Are Indiscreet.

A good rule to tie to is this: Never "Call-down" an employee before a third person, or before a crowd. In the first place, it is no business of the third person, although curiosity usually demands that he hear it out. Again, it lowers the offending employee in his own estimation, and in that of his fellow-employee. But, most important of all, it lowers you personally in the esteem of every employee you have, as it is a bare-faced infringement of the "Golden Rule." You would not care to be the recipient of such public condemnation. The only just and effective way to deal with a careless or indifferent employee is to discuss his shortcomings with him personally—and alone. A quiet talk will do more good than a whole hour of vituperation, and will preserve your own self-respect—not the least important item to be considered.

If you keep your temper under control, reward initiative and enterprise adequately, and be absolutely just in all your relations with employees, that characteristic longed for by every business man will be the result—absolutely loyalty. In any case where a salesman in spite of your well-meant efforts, will not respond, his services should be dispensed with at once. Such a man probably would not appreciate Paradise if he landed there.

Your Attitude Toward the Public.

Looking at the questions of the retailer's attitude toward the public, the first thing that naturally crops up is whether you regard the public as legitimate "game" or whether you are determined in service and merchandising of your line, to carry out the square policy in every way. The writer has known a few dealers whose whole idea is to the customer's money, on the principle that there is an easy mark born every minute, and as many of them should be "roped" in as possible. Of course, none of the "fleeced" ever come back the second time, if they can avoid it, but by highly sensational and misleading ads. the string of victims is kept up. Of course, in any other but the largest cities, such a course means absolute failure ere long, and in the larger centres the dealer indulging in such tactics soon becomes a by-word and a reproach. Unfortunately, such retailers are still menacing the trade, but the conditions can not last. There is only one ultimate end to all this, and that is the complete extermination of offending storekeepers. It will come in the natural order of things.

Set a high standard of efficiency and courtesy for your employees by example and precept. In this regard your policy should be unswerving. Every man, entering your front door, has an absolute right to every courtesy at the hands of yourself and staff. The more this fact is made prominent and lived up to, the sooner will success crown your efforts.

"What's Wrong."

A certain retail cigarist wants his employees to tell him when there's anything wrong with the business. "The right things," said he, "will take care of themselves." You're afraid you'll be called a kicker if you find fault too often. But pointing out defects isn't finding fault. Standing still and letting wrong right itself is stupid.

Who knows the most about the little weak spots in the business? It isn't the man that's obliged to spend four-fifths of his business hours in the office. No, sir; it's the man or men who have to sell the goods. It's the men that meet the customers face to face, they have it told to them all right.

And to the clerk or salesman let us say if you know of any condition that in your opinion is positively retarding the growth of the business, and you fail to divulge it, you are not giving your full service to the man who employs you.

Washington Cigar Men to Form State Organization

A DOZEN or more delegates from local organizations attended a meeting of the Spokane, Washington, Retail Cigar Dealers' Association last week to complete the organization of a State body.

Members attending included Secretary W. H. Williams, of Bellingham; Secretary F. H. Pilling, of Everett; President J. V. Payne and Secretary John W. Rider, of North Yakima; Secretary G. J. McPherson, of Tacoma; President A. A. Wismole, Trustee T. J. Ivers and Acting Secretary N. E. Nelson, of Seattle; President James M. Jamieson and Secretary W. H. LeCaire and thirty members of the Spokane Association.

Later conferences will be held to complete the organization, and its progress thus far is due in a large measure to the untiring energies of N. E. Nelson of Seattle.

Late Retail Bulletins

Charles Thayer has opened a cigar stand in the Court House at Waukegan, Ill.

The Peebles Cigar Co., will re-enter the trade at 109 West Second street, Maysville, Ky.

The store of White & Winebrenner, North Jefferson street, Huntington, Ind., has been sold to Hubert Young.

The name of Seals-Carlisle Cigar Company, at Birmingham, Ala., has been changed to Carl H. Seals Cigar Company, Inc.

Shyer Brothers, of 407 Gould Building, Atlanta, Ga., have procured the cigar stand in the new Georgian Terrace Hotel in that city.

Robert Anderson has succeeded to the retail cigar business of Jim Jones, at Yuba City, Cal. This is an old established store and has been enjoying a fine trade.

C. H. Miller's cigar store on South Market street, Frederick, Md., was recently entered and robbed. The loss was comparatively small.

George J. McWilliams has been appointed manager of the cigar store of C. A. Whelan & Co., at 69 Church street. He had been employed as clerk previously.

J. W. Fowler a member of the Fowler Cigar and Novelty Company, at Chattanooga, Tenn., has filed a petition in bankruptcy, placing liabilities at $2,140.00, and claims assets of nearly equal amount.

Joseph T. Snyder's cigar stand in the Prudential Building, Buffalo, N. Y., was entered one night last week and robbed of $70. Entrance is believed to have been gained by a duplicate key.

Peter Pappas, a dealer at Billings, Mont., was recently arrested on a charge of selling cigarettes to boys under the age of sixteen. When arraigned before a Justice he pleaded guilty and was fined $25.

G. G. Fackler, a cigar dealer who conducts a store at the corner of E. 28th street and Pearl avenue, Lorain, O., contemplates the erection of a large building on the same site, probably some time next spring.

Three managers of United Cigar Stores Company stores in Minneapolis last week obtained a continuance of a trial on charges of selling cigarettes, for which they were arrested on September 27th.

Factory Notes

A. R. Lewis, at Clinton, Ia., has removed his cigar factory into the rear of C. D. Debber's cigar store.

The Old Egyptian Cigarette Company, of Chicago, Ill., was recently incorporated with a capital of $50,000.00.

Frank H. Levy, has opened a new cigar factory at 217 West Main street, Ottawa, Ill., and proposes to put up a brand called "The Magnet."

John Hosking, who has had charge of Jaedecke Bros., cigar factory, at Ishpeming, Mich., since the death of Herman Jaedecke, has resigned, to engage in the mining business.

G. R. Youngs, of the B. C. M. Cigar Factory, at Bangor, Me., is moving into a new factory building which is one of the most modern in that State.

Edward W. Egan, cigar manufacturer at Rockland, Me., has filed a petition in bankruptcy. Liabilities are placed at $1414.

The cigar manufacturing business of Duane Bennett, at Quincy, Ill., has been sold to Arlo Randall. The factory, which had been closed, will be re-opened forthwith.

Fred. A. Prozesky has engaged in the cigar manufacturing business at Aberdeen, S. D. He had for five years been foreman at the Sauer Brothers factory in that town.

A new cigar factory is being opened at Litchfield, Ill., by Russell and Robert Brawley. They expect to begin operations next week.

L. Stevens, of Dixon, Mo., has secured new quarters for cigar manufacturing purposes, and will abandon the small factory located in the rear of his residence. His business is growing steadily.

Alfred O. Griffiin and Grant Syppes, two Ogden, Utah, cigar dealers have filed petitions in bankruptcy in the Federal court. Griffin places his liabilities at $2,756.36 and his assets at $1,660, which he claims are exempt. Syppes' liabilities are given at $2,956.27 with no assets. The men were in partnership in the Three Friends Cigar Company, of Ogden.

Sales of "Havana Sticks" Show Increase

REPORTS of some fine sales of "Havana Sticks" cigars are reaching the office of Eitel & Cassebohm Company, of Louisville, Ky., from both salesmen now on the road and also the large number of distributors who are handling this line. This firm began an extensive campaign some months ago which is being persistently carried out and with good results. A good distribution has been established and inquiries are coming in in larger number each week.

In the Middle Western States the sales have shown the most rapid progress and the more distant points are also showing a steady and gradual development, but which is growing on a solid basis.

The "Havana Sticks" cigars are a high-grade nickel proposition, standard in quality and always attractive in their appearance. The house still has some territory open for good live jobbers.

all that's new with JOBBERS and DISTRIBUTORS

New House to Develop New Line of Trade

THIS is truly an era of specialism, and out in Indianapolis there was formed several days ago a new cigar house which will engage in the cigar distributing business by specializing in the automobile trade. It appears that a number of those interested are also identified with the automobiling industry and their connections may therefore prove of great value to the new undertaking.

The new firm will be known as the Miller-McKee Havana Cigar Co. which has been incorporated with a capital of $25,000. C. D. F. Miller formerly connected with C. U. Patton & Co., Indianapolis distributors, is the president; Homer McKee, the vice-president of the company is a local newspaper man. The secretary and treasurer, C. F. Henderson, is the general manager of the Henderson Motor Sales Co., general agents of the "Cole" automobile. In addition to the above, the directorate consists of J. J. Cole, who is president of the Cole Moto Car Company, and R. P. Henderson, vice-president of the Henderson Motor Sales Company.

Through the present connections of automobile men, the new enterprise is also brought in close touch with L. Carter, of Jessup, Ga., who is the president of the Henderson Motor Sales Co., and also president of the Santa Clara Cigar Manufacturing Company, at Brunswick, Ga. Consequently the new house will handle the entire output of the Santa Clara Company, which manufactures only Havana cigars. They have already devised a brand to be called the "Cole 30."

Omaha Jobbers in New Quarters

THE Peregoy & Moore Company are now in possession of their new establishment, 423 S. 16th street, Omaha. While this is just next door to their former establishment, it nevertheless gives them a very desirable corner and affords a better opportunity for local advertising on the leaders in the cigar line which they are featuring. At present they are particularly active on the "Vasa" clear Havana cigar, made by the Tornay-Fernandez Company, at Tampa; "Lawrence Barrett" a ten-cent cigar made by Bondy & Lederer, New York; "Flor de Mendel" seed and Havana cigar from the factory of Mendel & Company, New York; "Campanella" a nickel product made by the Sulzberger-Oppenheimer Company, Philadelphia, and the "Tom Keene" a nickel product of Bondy & Lederer, New York.

Lewiston, Idaho, Jobbers Will Manufacture

THE wholesale and distributing cigar firm of Pring-Parsons Company, at Lewiston, Idaho, are interesting themselves in a cigar manufacturing enterprise in that city, and will probably distribute its entire product. The new factory will be backed by O. P. Pring, of the Pring-Parsons Company, and it is the purpose of the promoter to substitute the local product as far as possible in supplying the trade of that section.

It is proposed to manufacture high-grade Havana cigars, and the plant is to be in operation by November 1st.

"Permit" Cigar Sales in the Northwest

DURING the past five months George R. Newell & Company, Minneapolis cigar distributors have sold over one and a quarter million "Permit" cigars in Minnesota and North and South Dakota. This is believed to be the largest sale of any single brand of cigars in the territory mentioned on record.

Aside from the quality of the cigars, the large sales are attributed in a measure to the advertising idea which was carried out in connection with the introduction of the brand. On all bill boards, in all newspapers, and on signs of every description were the words, "A permit to smoke." That was about all. But soon it was followed by the distribution of cards also bearing the same words, and thus the curiosity of the public was fully aroused. The simple line caught their fancy and held it. They bought the cigars because the hypnotic suggestion had increased to such an extent that the purchase was almost involuntary.

Of course, the fact that the cigars sold themselves after the first one has helped the sales a great deal but the record would never have been made if someone had not given birth to the idea "A permit to smoke", and then proceeded to carry it out effectively.

In choosing this house as the distributors of the brand the selection was also ideal, for although they are primarily a grocery firm, their cigar department is a very important branch of their business. Their trade has been heavy all summer and the business has increased largely over last year. They are looking for the biggest business during this fall and winter in the history of the house.

Promoting Cigar Trade in New Jersey

THE L. Singer Cigar Company, at 300 Newark avenue, Jersey City, N. J., is one of the live wire distributing houses of that city which is engaged in promoting the sale of meritorious cigars throughout that section.

Their line includes many of the standard brands among which are the "American" of E. Regensburg & Sons, in clear Havana goods; "3-20-8" made by A. B. Smith & Company, as a leader in seed and Havana; also a large array of nickel leaders, principal among which are the "Charter" of E. M. S. Schwarz & Company, "V-P", of Cores-Martinez Company, and "44", of the 44 Cigar Company. They are also featuring the "Manilanettes", made by the Allen Tobacco Company, New York.

"Little Minister" Cigars in Denver

THE "Little Minister" cigars, made by the S. R. Moss Cigar Company, at Lancaster, Pa., are being enthusiastically received by the trade in Denver, Col., since the distributing agency for this line was taken recently by the Struby-Estabrook Merchantile Company.

The arrangement was affected upon a recent visit to the firm of Henry Reisenberg, of the Moss staff, and the first shipments have been distributed. The reports now coming in from dealers are very satisfactory and manager Crittenden, of the cigar department of the house, is expecting the brand to command a large sale within a short time.

New Building for Alabama Jobbers

THE handsome new building erected by the R. D. Burnett Cigar Company, at 1905 Second avenue, Birmingham, Ala., is ready for occupancy, and will be used in its entirety for jobbing and retail purposes. The upper stories will be filled with stock, while the lower floors will be used for offices and display rooms.

The interior arrangements are artistic and convenient, and a special feature is the fine humidors which have been especially constructed for the storing of fine brands of imported and domestic goods.

The general design of the building is artistic and presents a splendid appearance. It was built for their particular needs in the wholesales business.

With the Niles & Moser Forces

ED. MOSER, of the Niles & Moser Cigar Company, Kansas City, is now on a duck hunting expedition, at St. Clarie, Mich. Mr. Frank Niles, president of the company has returned from a vacation in the Maine woods. Road men are all in active operation and the order sheets sent in show good results. Lately the "Gondolier" ten-cent cigar has received much attention and its sales have increased by leaps and bounds.

The J. W. Buckley Cigar Store, in Waltham, Mass., has been undergoing extensive changes, alterations and improvements during the past two weeks, in order to provide more space for wholesaling goods. A steady increase of wholesale trade swamped the small quarters in the front part of the store, and now a large room adjoining has been set off and fitted up exclusively for a jobbing business. Larger lines of goods will be placed in stock, and Mr. Buckley is prepared to fill orders more promptly than ever before.

A new distributing arrangement has been made by Luckett, Luchs & Lipscomb, of Philadelphia, on their "Luxello" nickel leader. They are now being placed in Buffalo and vicinity by J. J. Bonner, who is featuring the new shape known as the "Luxury."

The Noah-Foster Company, of Buffalo, are having a big business on the "Baron de Kalb" clear Habana cigars, made by John W. Merriam & Company.

Products of the factory of A. S. Valentine & Son, Philadelphia, are now being distributed at Denver, Colorado, by the Metropolitan Cigar Company who will handle the "Flor de Valentine" and "Betsy Ross" ten and five-cent cigars, respectively, in new shapes and sizes. It is proposed to inaugurate an active advertising campaign and a completely fresh stock of goods will be placed among the dealers.

The sale of "R-B" cigars made by Rosenthal Bros., New York, are now being boosted through Indiana by salesmen of the Charles Donavan Cigar Company, of Chicago, who are the distributing agents. The Donovan Company recently secured the services of W. A. McIlvaine road salesman, and H. W. Bachman, a city salesman with the Daniel Stewart Company, at Indianapolis. These two representatives will cover Indiana and also a part of Illinois.

The W. H. Harris Grocery Company, of Richmond, Va., had a record sale of "Havana Ribbon" cigars during September. Numerous window displays have been installed in the retail show windows which are attracting much attention.

Jobbing Trade Notes

A tobacco packing house of B. Hobgood, at Gardner, N. C., was destroyed by fire last week, causing a loss of $3,000.00. The fire is supposed to have been of incendiary origin.

E. A. Saunders Sons Company, of Richmond, Va., report a steady demand on the "San Felice" nickel cigars, made by the Deisel-Wemmer Company, of Lima, Ohio.

Smith, Lichty & Hillman, at Waterloo, Ia., distributors of "El Wadora" cigars, report a good sale on these goods, and prospects are that during another year they will be record breakers.

McDonough & Co., of Butte, Mont., have incorporated to do a general wholesale cigar and liquor business. The incorporators included M. J. McDonough, Maurice G. McGurray and Terence Cassidy. The capital is $5,000.

W. D. Crenshaw, well-known Richmond jobber, is back at his office after a vacation spent in New York and Atlantic City. Mr. Crenshaw is handling a fine grade of high-grade cigars and specializes on "El Principe de Gales."

John B. Boener, senior member of the cigar manufacturing firm of Boener Brothers, at Lawrence, Kan., fell through an open elevator shaft several days ago and sustained severe injuries.

The "La Azora" cigar, of Lilienfeld Brothers & Commany, Chicago, has been placed with Straus Brothers & Company, as distributing agents at Cincinnati and they will carry them in several sizes.



MR. E. N. FROHLICHSTEIN

E. N. FROHLICHSTEIN, Louisiana, salesman with Smith Bros. & Co., distributors at New Orleans, specializes on "John Ruskin," "Mi Rey," "Charles The Great," "El Trado," "Cobs" and the general line of cigars handled by that firm.



Key West Factories Take On More Hands

New Box Factory Begins Operation---Movement of the Manufacturers

KEY WEST, Oct. 10, 1911.

OTHER than the increase of business, due to the holiday trade, there have been no unusual developments in the cigar trade in Key West during the last two weeks. All of the factories are working with a full force and they have as many orders as they can attend to. In some shops additional space has been provided and extra workmen will be seated in a few days.

Everybody is interested in the outcome of the consultation between the manufacturers of Key West and Tampa with the Commissioner of Internal Revenue, which is to take place on the 17th, in Washington, in regard to the "Smokers" ruling.

The Key West box factory has opened for business and the output is being increased daily. None but the latest types of machinery has been installed and expert workmen have been employed. The manufacturers of the city have inspected the first boxes turned out by the new factory and they state that they are perfect. Mr. Norberg Thompson, owner of the factory stated that when the kinks had been shaken out and the factory operating to full capacity, that about 8,000 boxes a day would be made.

Several of the local manufacturers have already placed orders with the new box factory and the work has been satisfactory.

Each week brings encouraging word from the Key West Extension of the Florida East Coast railway and the indications now are that the road will be finished to this city by January 1st, excepting, of course, that no hurricane comes to retard the work. The plans for the great celebration in honor of the coming of the road are rapidly being perfected and it is expected that the celebration will be one of the greatest in the country.

Today the Cuban population of Key West have been celebrating the anniversary of the Battle of Yara which was fought on October 10, 1868, and marked the beginning of the famous Ten Years' War and the first determined stand for Cuban liberty. Many of the factories closed during the day in order that their men could participate in the festivities which included a parade, speech making, banquet and partiotic exercises.

Percy Myers, of the Cortez Cigar Co., with headquarters in Savannah, has been spending a few days in Key West on business at the local factory. Manager Walter J. Lightbourn went to Cuba for two or three days this week to look over the tobacco situation.

Manager H. E. Mahoney, of the Havana-American Company, left tonight for his vacation, which he will spend in various parts of the South, and will go as far as Chicago. During Mr. Mahoney's absence, R. B. Wyatt, traveling auditor of the company, will take charge of the Key West factory. Mr. Wyatt is already in Key West, having arrived last Sunday.

J. W. Slaughter, supervising architect of the American Cigar Co., is expected to arrive in Key West in a few days, to inspect the new building which is being built for the Havana-American Company, to replace the one destroyed by the hurricane last year. The new structure is progressing rapidly and will be completed within a few weeks. It is one of the finest buildings in the county and is calculated to be hurricane proof.

The receipts at the custom house yesterday were over $10,000. The fact that the import duty on tobacco comprises the greater part of the duties of this port, shows that the cigar business is rushing.

N. B. RHOADS.



Morris S. Meyers

The city of Detroit lost one of its most respected citizens in the death of Morris S. Meyers, at his home in that city, No. 302 West Elizabeth street, on October 10th, age 79 years.

Mr. Meyers was a native of Germany, but early came to the United States and embarked in the manufacture of cigars in Detroit, in 1865, being one of the pioneers in the splendid cigar industry of which Detroit boasts today.

He remained in business until about four years ago, since when he retired with a competence. Mr. Meyers was a widower and is survived by two children. The funeral services took place at his home on Thursday, October 12th, with the interment in Woodmere cemetery.

Death of Lancaster, Pa., Cigar Man

Otto A. Schwartz, a member of the firm of Hart & Co., manufacturers and retailers at Lancaster, was stricken with heart disease last week while opening their store in the morning. He was promptly removed to his home but died within a few minutes. He was forty-six years old and is survived by a widow and eight children.

Charles Frank, a tobacco manufacturer of Monroe, Mich., died several days ago at his home in that town of heart disease. He had been in the tobacco business in Detroit for fourteen years, leaving Detroit in 1870, and several years later removed to Baltimore where for more than twenty years he was superintendent for the American Tobacco Company. He returned to Monroe thirteen years ago. He was seventy-six years of age, and is survived by a widow and three sons.

Charles R. Bentley, a tobacco dealer at Edgerton, Wis., died at the Battle Creek Sanitarium in Madison, Wis., last week. He was well known in the trade, and his death is keenly felt by many friends.

A. W. Bentley, a retired tobacco dealer of Edgerton, Wis., died last week at his summer home on Lake Koshkoning.

A. E. Quilter, at Chico, Cal., not long since bought the El Chico Cigar Company, and has now also purchased the cigar store of Al. Kesselring in the Johnson house. He contemplates opening a cigar factory in connection with the latter store.



DETROIT, October 12.

WELL, now that the baseball season is about over, and we know positively that our only Tyrus Cobb has broken all existing records for *runs scored, hits made and bases stolen*, we can leave the scoreboard for a bit and get into our factories again to turn out the biggest quantity and finest quality of cigars that the city has ever turned out, and that will be going some .

The strike of the motormen and conductors of the Detroit United Railway bid fair to be very serious, but apparently the employees as well as the employers, realized how badly a protracted strike would hurt the dear old town and they got right together and patched their differences and the strike was off in twenty-four hours. No one here, boss or employee, is going to interfere with the smooth running of the wheels of progress. We all have our shoulders to the spokes and she's a hummin'.

There are some fine cigar window displays about town this week; Robinson's smoke shop, on Grand River avenue, contains a splendid display of Joseph Muer's pride—"Swift" cigars. Next door, in the window of the "Pullman" cigar shop, is a tasty and attractive array of "Plantista" cigars from the factory of the Compeer Cigar Company, Indianapolis, Ind. At the Harris cigar store, opposite the Pontchartrain Hotel, the chief window feature is a series of photographs of Detroit's new ball park, which is to be opened by Jenning's Jungle Pets next spring. The stands are of steel and concrete and are to comfortably seat 23,000 fans, most of whom will smoke Detroit-made cigars.

At Charley Halton's store the piece de resistance is Manila cigars, and at fully twenty other cigar stores the windows are featuring the "Rigoletto," from the factory of E. A. Kline & Co., Cleveland.

Chas. H. Salliday, for some years in the employ of E. Rosenwald & Bro., was a Detroit visitor, but hobnobbed with the auto men this trip in the Pontchartrain lobby, as he is about to forsake the tobacco business to embark in the automobile business at Dayton, O., having invented an auto truck.

J. P. Hemmeter, of the Hemmeter Cigar Company, is again at his office, after a prolonged summer journey to the land of "Never-a-Care."

Ike Goldberg, of the Lilies Cigar Company, is now rapidly recovering from a severe attack of pneumonia and is making daily short visits to the factory.

Miss Pearl Cozzins, for some time past at the Tuller Hotel stand, has resigned to accept an engagement of similar character at the Griswald House cigar stand. Miss Cozzins is a young lady of much personal charm and of winsome manner, and attracts much trade to her department.

A visit to the factory of the San Telmo Cigar Manufacturing Company revealed to your correspondent a scene of great hustle and activity, the reason being "behind on orders." A source of much pleasure to this factory is the almost instantaneous success of their "Velvo," a high class Havana-filled, 5-cent cigar, for which orders are pouring in, and most of them via telegraph. Oscar Rosenberger, president of the company, is keeping the building boom in Detroit moving along, and adding to his several rows of stores and garages, on Woodland avenue, another row at the corner of Canfield avenue, E., for which excavation is now going on.

Among the buyers in this market recently was Mr. Hans Hoffman, of the John Hoffman & Sons Co., of Milwaukee, Wis., wholesale grocers and jobbers of cigars.

Cigar salesmen, Albert Calish, of the Cortez Cigar Company; George Meigs, of Sanchez & Haya; George Becker, of Lopez, Hermanas & Co.; W. W. Higgins, of Park & Tilford; Tom Branyan, of José Escalante & Co.; M. Korn, of S. H. Furgatch Ca., and R. D. Thornburg, of Kinport's Cigar Mfg. Co.

Leaf salesmen, X. Hanna, of Hanna Bros., leaf brokers, Dayton, O.; Abe Hirsch, of Jos. Hirsch; Stephen Friend, of E. Friend & Sons, New York; Victor Ettlinger and his father, Alfred Ettlinger, both of E. Hoffman & Sons. It is some time since the senior Mr. Ettlinger has been a Detroit visitor. Mr. Lewis, of the Connecticut broadleaf house of Lewis Bros., New York. R. Conover, representing E. A. Calves & Co., and Ray Sutter, of Jacob Sutter & Sons, Chicago. Ray is not talking baseball, as his "Cubs" are entirely out of it now, and he looks very down in the mouth.

Mose Eisenberg is home for a breathing spell in the office of the Surety Cigar Company. No occasion to get out and hustle for a spell, he says, as the factory is now working to full capacity and not catching up very fast. The splendid sale of "La Selona," a fine clear Havana cigar, in several sizes, has been a source of great pride to Mr. Eisenberg.

At the factory of the Superia Cigar Mfg. Co., the same old sign, "can't fill orders fast enough," is right in front of you as you come in. During the past week the Superia has closed contracts for the construction of its new factory at Hendriehoe and Chene streets. The building will be of mill construction and three stories and basement, the dimensions of which are 100 feet by 173 feet.

A. W. Gram, who has for years been in charge of the cigar and tobacco department of O'Brien & Co., the big Woodward avenue grocers, has left the indoor work for one on the outside with the San Telmo factory. Edwin Heineman, a young man of considerable experience in the line and a pleasing presence, will now greet you and show you the right road to a good smoke.

A visit to the Hotel Metropole disclosed to your correspondent the absence of Burt Johnson, who had grown to be a part of the cigar stand. Mr. Johnson simply quit for a much needed rest, and no doubt he will be back at it again after a few months.

Internal Revenue—September

	1910.	1911.
Tobacco	$155,049.51	$123,350.86
Cigars	67,574.80	66,844.70

The slight shrinkage in this year's September internal revenue returns for cigars at $3 per thousand is, I think, due to the fact that Detroit is turning out more 10-cent cigars than in previous years and the work is not so rapid as on a 5-center, but the tax is just the same.

Other cigar men in town are Fred Suss, of the R. Steinicke Company, manufacturers of the famous "Liedenkranz," and Ben Lesser, of F. Lozana, Sons & Co.

Alexander Herbert, vice-president of the Philip Morris Company, was a late visitor here and received a hearty welcome and the glad hand everywhere.

The steel work on the new building of the Hemmeter Cigar Company is all completed now and the fire-proof floors are in the process of being laid. The granite and stone for this splendid cigar factory arrived a few days since, and there is nothing in sight now to apparently prevent the rapid completion of the structure.

The Hemmeter Company are exceedingly anxious to occupy their new plant as quickly as possible, as their business continues to grow with most gratifying celerity.

At the launching on Saturday, October 7th, of the new steamer "City of Detroit," the largest and most palatial side-wheeler afloat, "Liederkranz" and "Pastoria" cigars were passed quite freely among the invited guests, who were about five thousand in number.

Among the tobacco men in town this week I noticed Col. Wm. Taussing, of Taussing & Company, Chicago; Fred Singer, with S. Rossin & Sons, New York, and Mr. Kahn, with C. H. Spitzner & Son, New York.

S. F. H.

G. J. Johnson's Fine New Store

THE G. J. Johnson cigar store, 100 Monroe street, Grand Rapids, Mich., formerly the Treusch cigar store, is now one of the prettiest and most artistic business houses in that city. It has been entirely refurnished and re-stocked. The walls are finished in oil Tiffany and hand Dutch frieze, which are alone interesting.

A full line of Johnson goods are on display and their sale is being considerably augmented since the opening of the new retail store.

Big Tobacco Shipments at Winston-Salem

DURING September the Internal Revenue Department derived $435,582.31 from tobacco manufacturers at Winston-Salem, N. C., which represents an output of 5,444,778 pounds of tobacco. This is an increase of $237,047.05 in the revenue derived, and 2,963,088 in the number of pounds shipped, over the same month of last year.

Rube Ellis, who sells "Melachrino" cigarettes, was a caller on Baltimore trade last week.



Hear'd by ye Way in New York

From The Tobacco World Bureau, 910 Hartford Building, New York.

New York's Tobacco Production

THE manufacture of tobacco products in Greater New York during September as indicated by the sale of internal revenue stamps is as follows:

Cigars,	70,500,960
Little Cigars,	10,302,320
Cigarettes,	418,173,330
Tobacco,	554,494
Snuff,	7,225

Joseph Simon Forms New Connection

FRIENDS of Joseph Simon, the well-known cigar man, will be pleased to know that he has recently taken full charge of the large cigar business of Potter, Sloan & O'Donohue Company, 13 and 15 Old Slip, New York.

Mr. Simon was formerly at the head of the cigar firm of Simon Reigal & Company, Newark and New York, but sold his interest in that concern.

Mr. Simon is very enthusiastic over his new connection and is to be congratulated on securing an interest in same. He has his force of salesmen well organized and besides handling the well-known "Country Gentlemen" cigar, he will also handle Havana and Porto Rican cigars.

Grand Opening at Fleischman's 42nd and Broadway

THE latest addition to Gotham's many and varied restaurants was thrown open to the public on Wednesday, October 11th. This new eating place known as "Fleischmann's" possesses considerable individuality, and is quite different from any other fashionable dining place in the city.

There are two cigar stands in the establishment, and these are in charge of Dick Morse, who was formerly connected with Louis Martin. Among the well-known brands featured are the following: "Van Dyck" Alta Cigar Co., Tampa; "Flor de Lozano", F. Lozano Sons & Co., Tampa; "American", E. Regensburg & Sons, Tampa; "Kings Club", Cuba Cigar Co., New York, and "Espina," Leopold Powell & Co., New York.

All the more prominent imported Havana cigars are also displayed in an attractive way.

John W. Merriam, of the "Bull Dog" factory, John W. Merriam & Co., 139 Maiden Lane, New York, is making his annual trip through the West. He has called on his trade as far West as Denver, and reports that the business outlook is extremely good. This firm is featuring the "Baron DeKalb" and the "Segar de Luxe," both real Habana cigars.

New Quarters for Alvarez & Garcia

NEW offices and sample rooms have been procured at 27 William street, by Alvarez & Garcia, Porto Rico cigar manufacturers and importers. Their trade is growing and larger accommodations were found desirable to comfortably handle the volume of business which they are now doing on the "Alvagar" and other brands.

New factory arrangements have been made and an increased output of goods will be available.

"El Wadora" Cigars in New York

SINCE Max Prochaska, the veteran cigar man, took charge of the cigar department of Geo. Liss & Co., Old Slip, New York, he has introduced the "El Wadora" nickel cigar made by Sig. C. Mayer & Co., Philadelphia, and is making a strong hit with it. They can already be found on sale at numerous stands about the city and Mr. Prochaska states that he proposes to have them in every important store in Greater New York ere long.

Harry Lewis Visiting Southern Trade

HARRY LEWIS, of the I. Lewis Cigar Manufacturing Company, Newark, N. J., is now on a tour through the South, and was last heard from at New Orleans where he was calling on the trade in company with their representative W. B. Shearer. He found conditions of trade quite satisfactory and the sale of their goods to be keeping up well. This year's volume from that section promises to eclipse all former records.

Morris Kraus Succeeds Kraus-Baum Co.

MORRIS KRAUS has succeeded to the entire business of the Kraus-Baum Company, at 369 Third avenue, which recently became involved in financial difficulty. He will manufacture the brands formerly put up by the K.-B. Company, which include "Cuban Juniors," "Prime Puffs" and "Glorifiers." The last named brand was introduced by J. Whitelaw & Company, who some time ago retired from the business.

Mr. Kraus has a wide acquaintance in the trade and his friends wish him every success.

The Bosphorus Tobacco Company, of Manhattan has been incorporated with a capital of $15,000 to do a cigar and tobacco business. The incorporators were E. F. Simonson, Bronx; S. M. Monaghan and G. V. McCloskey, both of New York City

Late New York Notes

Oscar H. Banghart, western representative of Heyman Bros. & Lowentsein, returned last week from the Pacific Coast, and reports a good demand for their leaders in that territory.

Harry C. White, a cigar and cigarette broker with offices at present at 71 Nassau street has purchased the retail cigar store of W. H. Gorton, at 73 Nassau street.

C. E. Beck, of the Havana cigar manufacturing firm of C. E. Beck & Company, arrived in New York last week from Europe where he had spent three months.

Guedalia & Co., report the best business now that they have ever had. Sufficient orders are on file for their "El Salero" clear Havana cigars to keep the factory moving steadily until the end of the year.

The Tobacco Production Company, of New York, was recently incorporated with a capital of $500,000 to deal in tobacco products. The incorporators were H. Abelson, J. Ginsburg and P. A. Lee, all of New York City.

S. Rothschild of Montevierno & Co., returned to this city last week after an extended trip through the West, during which he found a healthful condition and good sales on their "El Rayo" clear Havana cigars.

G. Tichner, of Brooklyn, has purchased the retail cigar business of S. Rosoff, at 302 Broadway, and will make a number of improvements. Rosoff has operated the store for the past seven years.

The new offices of T. Englehardt & Company, at 1402 Broadway, are now open to visitors who will be greeted by Mr. Englehardt of the firm. This firm makes the "Englo" clear Havana cigar, at Tampa, and it already has a good sale in greater New York.

The striking cigarmakers at the factory of H. Anton Bock & Company, are back at their benches apparently happy and contented. The recent factory-smoker ruling had riled them a little, but a thorough understanding has been reached between the owners and employees.

F. O. Rhoads, treasurer of the Cuba Cigar Co., 3 Park Row, informs us that they have secured the services of Albert R. Clayton as a southern representative, and who will make his headquarters in Philadelphia. Mr. Clayton will shortly make a trip over his territory and the fine line of goods he will be able to offer is sure to attract due attention.

A Philadelphia depot will be maintained at 1407 W. Susquehanna avenue, where a line of "Kings Club" will be carried in stock.

John H. Duys, of H. Duys & Company, Sumatra importers, arrived from Amsterdam this week, having purchased while in Europe several hundred additional bales of Sumatra tobacco all of marks suitable to the needs of their trade. The house reports an active demand for goods of desirable colors of which they have a large line to select from at reasonable market prices.

Many Changes at Milwaukee

Retail Trade Brisk---Death of Manufacturer---New Stores Opened

MILWAUKEE, WIS., Oct. 12, 1911.

BUSINESS with the local retailers continues fairly active. Surman Co., report fairly good sales on all brands the "El Planco" and "El Planco Secundo's" are receiving a boost with a window display.

Pollack-Crombie Company, continue to enjoy their usual business, all brands moving well. The "Webster" is being featured with a window display, and continues a popular favorite.

Leo Abraham reports a good business at all stores and a nice trade in the wholesale department. Calabash pipes are on sale and moving nicely at the Caswell Block.

Fay Lewis & Bro. Co., are doing a very goods business at all stores, and also in the wholesale department.

Bernardo Fernandez head of the firm of B. Fernandez & Bro., manufacturers of the "Harvester" and "Mi Carmen" cigars and a resident of this city for seventeen years, died after an illness of only nine days of pneumonia, aged forty-seven years. He was born in Ovidio, Spain, leaving that country at an early age for Cuba coming to this city from there. He is survived by two brothers, Cyrillo and Charles, his parents and his widow, and son aged fourteen. His estate of $15,000, after a few minor bequests, was left in trust for his son, Cyrillo Fernandez, who, with Harry Lewis will act as trustees.

His death came just as the firm were enjoying the biggest success since starting the "Harvester" cigar being one of the biggest sellers in this locality at present, and sales increasing at a rapid rate.

The Bulit Faust Cigar Company, is no more Mr. Faust having withdrawn from the concern, and the Mi Lola Cigar Company, succeed. The business of this firm is growing rapdly, the "Mi Lola" now being sold at all the better class places in this section. From a small beginning the concern have spread out until they now occupy the largest cigar factory space in the city. Over fifty hands are already employed, and more being added rapidly. The cigar is made in various sizes and shapes to please all tastes and is winning favor with smokers.

Chas. Leutz & Co., are now conducting the cigar business of Chas. Leutz, deceased, at Jefferson, Wis. E. B. Damith is a new member and will do road work. The shop will be in charge of E. C. Hoffman as heretofore.

E. A. Jaquish, who has conducted a cigar store in the Gust Building, at Baraboo, will open a new and much larger cigar stand directly across the street.

At Sheboygan, Wis., Henry C. Wiehn sold his cigar and tobacco business to L. J. Bahler. Whykaske and Winterstein will also open a cigar store and pool room. Louis A. Wolf, who conducted a cigar business at Burlington, has accepted a position as foreman for Ben Holmes.

O. A. KROMPAS.

Litigation Over "Rosedale" Trademark

IT was reported from Washington on October 9th that the Commissioner of Patents had rendered a decision giving Leschke & Pletcher, cigar manufacturers, at Hartford, Conn., the right to the trademark "Rosedale," also a right of action against Clark & Company, tobacco manufacturers of Maryland, if they continued to use the mark.

Leschke & Pletcher have for many years manufactured and sold cigars under the trade-mark "Rosedale." The same title was registered some years ago in the Patent Office at Washington by Clark & Company, who sought to restrain Leschke & Pletcher from using it and demanded substantial settlement claiming infringement of their prior rights.

The case was brought before the Commissioner of Patents in the form of an interference, and has been pending for about a year, testimony having been taken as early as June, 1910. Clark & Company were represented by C. T. Belt, a Washington attorney, while the interests of Leschke & Pletcher were looked after by George B. Ward, a Hartford attorney.

It is not quite clear as to whether there was a differentiation between tobacco and cigars or not but that the rule of priority of use was again upheld is evident.

Messrs. Leschke & Pletcher state that the decision which was given in their favor on the trade-mark "Rosedale" was by reason of priority of use. C. T. Belt, the attorney for Clark & Company, writes that there has been no final decision rendered in the case, and such final decision will not be rendered until after the 25th of this month.

PHILADELPHIA.



Local Leaf Men Endorse National Board Action

A MEETING of the Philadelphia Leaf Tobacco Board of Trade was held on short notice on Friday, October 6th, for the purpose of endorsing the action of the National Cigar Leaf Association in choosing an attorney to especially look after the interest of the leaf tobacco trade at large, should there be a public hearing in the re-organization of the American Tobacco Co. The meeting was exceptionally well attended and after considerable discussion of the subject before them, the following resolution was adopted:

"Resolved, that the Board endorse the action of the National Cigar Leaf Tobacco Association in opposing before the Circuit Court the proposed re-organization of the American Tobacco Co., and that a committee of five be appointed, whose duty it shall be to aid in every possible way, the work of the National Association, as well as that of any other organization whose object is the disintregation of the American Tobacco Co. In addition said committee shall have power to call a mass-meeting of all leaf tobacco importers, packers, dealers and jobbers, cigar manufacturers, retailers and others interested, and all who work in the tobacco industry, should such meeting, in their opinion be deemed necessary, and to take such other action as in their judgment shall be necessary in the premises."

The committee appointed to carry out the instructions of the meeting is as follows: Julius Vetterlein; E. A. Calves; John R. Young; Leopold Loeb; J. S. Batroff.

Fine Exhibit of "El Gonzalez" Cigars

ONE of the most artistic displays of "El Gonzales" five-cent cigars ever shown in this city was on exhibit at W. A. Haug's cigar emporium, 17 N. Ninth street, last week. Dealers handling this brand all say they are ready sellers and have shown an increase in the volume of their business. The factory of Hilbronner & Jacobs, the makers, is kept constantly busy in supplying the demand, which is growing steadily.

Sales of "Baracoa" Cigars

AT the famous Kugler Restaurant and Café a fine business is being done on the "Baracoa" high grade cigar, made by Geo. H. Hernandez, 1614 Columbia avenue.

Mr. Hernandez some time ago bought out a factory down town formerly operated by P. Seldis, and also annexed the brands of this factory. One of the Seldis leaders is the "Flor de Parana," which Mr. Hernandez now makes at his establishment which is known as the Baracoa cigar factory.

Prominent Northeast Establishment

THE old established jobbing house of Brucker & Boghein, at 2213 N. Front street, fully maintains its old time popularity, and the firm is enjoying an ever-increasing volume of business. In addition to handling large quantities of all the standard brands of tobacco, cigarettes, and an unusually large line of pipes and smokers' articles, time is found to keep well to the forefront their leading brands of cigars, prominent among which is the "Princess Ena," made in their factory in this city, and retailing at 5 cents.

The "B & B" is a 6 cent special which has many devotees in that section of the city, but by far the largest selling brand of the house is their famous "High Toned" cigars, which nothing at present obtainable, can equal at 3 cents each. Millions are supplied to the hundreds of stores about the city and never any surplus stock is on hand.

Extensions made to the jobbing department some time ago make it one of the most commodious establishments in the city and facilitates the handling of the immense business they are doing by reducing the labor involved to a minimum.

This house is distributing quite a large number of "Amorife" Porto Rico cigars made by the Cayey-Caguas Tobacco Co., New York and Porto Rico.

Morris Neumann's Big Trip

AFTER several months at the factory headquarters in this city Morris D. Neumann, of the Neumann-Mayer Company, is now visiting his old friends in the trade, and the orders he is sending in are keeping the factory humming with activity. He has found a noticeable change in trade conditions and they were ready to place orders for standard goods. Sales of the "Bella Mundo" are particularly gratifying and the merits of this nickel leader are being extolled from Maine to the Pacific. Mr. Neumann may remain on the road for some time yet.

Distributing "Rigoletto" Advertising Matter

ADVERTISING matter on the "Rigoletto" Havana cigars is now being extensively distributed about this city, and in nearly every first-class cigar store can be found the new glass change trays. It is an especially designed tray gotten up by the Brunhoff Manufacturing Compani, of Cincinnati, and dealers declare them to be the best adapted tray they have yet had. They are so arranged as to afford better space for the advertising matter than was the case in the older styles of trays.

Made to Order Cigarettes for Retailers

A NEW mail order business is being undertaken by Apollo Brothers, of this city, cigarette manufacturers, by supplying retail dealers with "personal" brand cigarettes.

This firm makes a line of Turkish cigarettes, bearing the names of dealers' customers, thus assuring the dealer an exclusive cigarette business and affording dealers a good margin of profit on a standard article.

Dealers are supplied with show cards to display in their stores, 10½ by 8¾ inches in a mission frame, which tells the whole story. They also use magazine advertising to engage the attention of consumers.

Monograms are printed in gold, and the cigarettes are made in tips of gold, silver, straw, cork, wood or plain, which are sold at $2 per 100.

President Kolb Celebrated Birthday

UPON the occasion of his forty-fifth birthday, which was celebrated last week, John N. Kolb, president of the Theobald & Oppenheimer Co., was the recipient of many fine floral tributes not only from personal friends, but as many employees and department heads of the several factories. Mr. Kolb's connection with this house dates back many years and during each succeeding year he is held in higher esteem by his associates and employees who seize every opportunity of showing their good will.

At present the T. & O. factories are compelled to work overtime in order to keep up their output and make prompt shipment of goods. In seed and Havana cigars the demand is growing at a remarkably rapid rate.

Activity at H. & J. Factories

HENRY HILBRONNER, of Hilbronner & Jacobs, returned two weeks ago from the Southwest and was for several days confined to his room suffering from a severe cold contracted while on the road. He has now recovered and contemplates some very active work during the remainder of this year.

Sam Jacobs, of the same firm, has returned from a flying visit to Boston.

Business generally is good and the H. & J. factories are all in full operation, turning out "Havana Brown," "El Gonzalez" and other brands.

Expansion in "El Borita" Sales

JOHN STEIGERWALD & CO., report the heaviest demand for their now popular "El Borita" five-cent cigar that they have yet had. New distributing accounts are being opened almost daily and facilities are becoming heavily taxed to meet the demand. This line was recently placed with the grocery house of J. A. Eberts & Co., who operate a chain of five stores at Bethlehem, and each store is featuring them strongly.

The cigar department of T. & E. Cumpson, Buffalo, N. Y., is another distributor of "El Borita" that has found the brand a big trade builder.

New Distributors of "Reynaldo" Cigars

A large number of new accounts have lately been opened by Luckett, Luchs & Lipscomb on their "Reyaldo" Havana cigars. Simon Shissler, Lancaster, Pa., is among the latest to carry them in a variety of sizes, and a nice business is already resulting from the introduction of the brand.

From other points good reports are also coming in every day and the firm expects to establish a new record of output of this brand this fall.

"El Wadora's" In Strong Demand

SINCE Sig. C. Mayer returned from his recent trip among the jobbing trade of Sig. C. Mayer & Co., mail orders have arrived in goodly numbers, showing that there is an extra demand for "El Wadora" cigars. The firm informs us that they are making every effort to continue prompt shipments of all orders received.

Mr. Mayer has made a number of flying trips during the past few years and now contemplates a thorough rest after the Christmas holidays by a trip on a slow steamer to Europe.

Halpern Secures Factory Location

A LOCATION for opening a new cigar factory has been secured at 46-48 N. 7th street by Louis Halpern, who as soon as certain desirable alterations and improvements can be made will begin operations and again enter the cigar trade.

Mr. Halpern has had much experience in the cigar trade both as a manufacturer and as a foreman and superintendent of large establishments.

In calling upon the stores of the "better sort" Mr. Bubeck, of Buck & Guerin, New York craftsman in humidors, etc., found the trade rather interested in his line. Philadelphians are quite fond of having their cigars in the finest of condition and for that reason, the high class articles in the humidor line would naturally appeal to them. It is needless to say that Mr. Bubeck pocketed several nice orders.

A shipment of "Gregorio Lopez" Porto Rico cigars, in assorted sizes, has just been received by the cigar department of the Finley Acker stores. The sale of this line has surpassed the most sanguine expectations of J. Durbin Acker, manager of the cigar department at the Twelfth and Chestnut streets store, and this brand can be had at prices ranging from 5 cents to two for 25 cents.

Albert A. Gumpert, of Gumpert Brothers, returned last week from a trip through Michigan where a special campaign is being conducted on their "Full Weight" brand which is attracting widespread attention. Life like window displays have been installed in numerous stores, and the demade for this brand is gaining rapidly.

There is every indication that A. S. Valentine & Son will be fairly swamped with orders ere long. Advance sales for fall delivery have been the heaviest this year the firm ever experienced and they still continue to receive more orders. Representatives in the West are sending in a big volume of business, and the factories are now in operation to their fullest capacity.

The "La Cedmar" cigar, a new nickel proposition, being put out by the El Draco Cigar Mfg. Co., is beginning to attract considerable attention about Philadelphia. The cigar is claimed to be a clear Havana filled product, packed in twentieths and nicely ornamented. As a nickel proposition the El Draco people believe they have a line that will achieve success.

The success of the "Five of Hearts" brand, made by T. H. Hart & Co., Twelfth and Walnut streets, has been of such a consistent growth that additional cigarmakers have been engaged to keep pace with the demand for these goods. A number of desirable accounts have just been opened in important cities of the Middle West.

Wm. Ackerman, representing Y. Pendas & Alvarez, stopped off at Philadelphia a few days last week, en route to the South.

Quaker City Items

Frank Roland is expected here next week with a line of "Eden" and other high class imported cigars from the factory of Calixto Lopez y Ca, Havana.

"Benny" Straus caught the fancy of a number of dealers here this week with some of his more attractive sizes of the "My Rey" clear Havana cigars made by Rey, Straus & Co., New York.

"Billie" Taylor, U. S. representative of the Romeo y Julietta factory, accompanied Mr. Arguellas, Jr., a member of the firm was on a visit among the Philadelphia distributors recently.

John H. Boltz, head of the well-known house of Boltz, Clymer & Company, is now on a trip to the Coast. His itinerary includes all the more important intermediate points.

Ferd Sommer, of the H. Sommer Company, Quakertown, Pa., was a visitor in this city last week. The house is still pushing the "Red Ola" brand vigorously. It is one of their leaders.

The cigar department of the Evans' store at 1022 Market street recently featured the "Rineta" perfecto, five-cent cigar, of Ph. Margolies. This brand is making a strong hit at several prominent local stores.

William D. Bushell, veteran traveller with the Jose Lovera Co., scored several points in booking orders for the "Jose Lovera" brand, while calling on the Philadelphia trade this week.

A. W. Lennox has been showing a line of clear Havana goods made by Garcia Pando & Co., to his old Philadelphia customers this week and was the recipient of a nice line of orders.

John W. King, representing Cuesta, Rey & Co., of Tampa, was a visitor in the Philadelphia trades this week, with a full line of samples of their "White Heather," another line of clear Havana cigars.

Joseph Way, Jr., is showing much activity in the pipe department of the Way store at 1105 Market street since taking the department under his especial charge. A fine window display was installed last week and a number of bargains were shown.

The new store of Geo. B. Evans, at Eighth and Market streets, has installed an attractive cigar counter at which are featured the "Savarona" (Cayey-Caguas Tobacco Co.), "Flor de Girard" (Antonio Roig & Langsdorf), "El Palencia" (Boltz, Clymer & Co.), and others.

Indianapolis Dealer in Financial Trouble

A VOLUNTARY petition in bankruptcy was filed last week by Albert D. Moore, a cigar merchant, 240 S. Illinois street, Indianapolis. He gives his liabilities as $10,937.09, and places his assets at $41.83, which he holds exempted by law. Outstanding accounts due him he places at $1,595.13.

Snuff Company Trade Mark Attacked

Attorney for Old Indian Snuff Mills Files Remarkable Defense In "Copenhagen" Suit

IN the United States Circuit Court, New York, Judge Lacombe, last week, granted a motion made by Charles Dushkind on behalf of the Old Indian Snuff Mills that is likely to have a most far reaching effect.

The suit is one instituted by the American Snuff Company against the Old Indian Snuff Mills, an independent snuff concern for an injunction restraining the Old Indian Snuff Company from manufacturing a brand of snuff known as "Copenhagen" blend.

The American Snuff Company claims to have acquired the right to use the brand "Copenhagen" from Weyman Bros. at a cost of $1,500,000. The motion for a preliminary injunction was denied by Judge Noyes but the American Snuff Company nevertheless continued the litigation against the Old Indian Snuff Company. In the meantime the Supreme Court of the United States handed down a decision against the American Tobacco Company, and so Mr. Dushkind applied to Judge Lacombe for leave to file a supplemental answer setting up that the American Snuff Company having been adjudged an unlawful corporation must be barred from prosecuting any suit in a court of equity.

"We now have a situation," says Mr. Dushkind, "where a complainant who had been convicted of conducting business in violation of the law stands before a Court of Equity and demands that the Court grant it exclusive right to continue its unlawful business by enjoining others fom trading in the very article that the complainant has employed in monopolizing the industry and crushing competition. Surely, a court of equity will not protect a wrongdoer and give him exclusive rights to continue wrong doing."

The case with its amended answer will come up for trial in due course.

New Moistening Device Installed

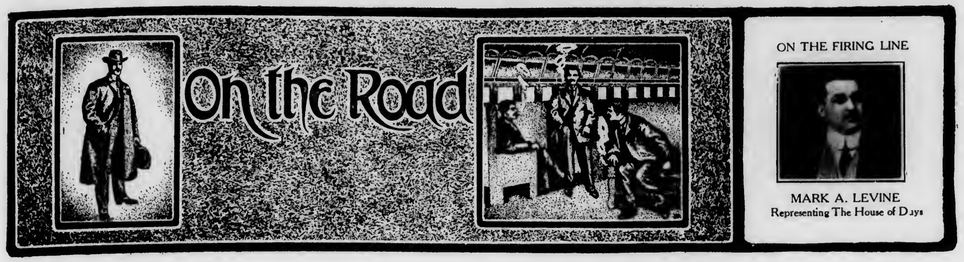
THE Carrier Air Conditioning Company recently installed for the American Cigar Company, Buffalo, a "Carrier" humidifier connected to a 60 inch "Buffalo" fan. This apparatus is to be used for humidifying purposes, in connection with the manufacture of cigars. Every manufacturer and seller of cigars has for years been keeping his stock in moist air, as they appreciate the fact that a smoker derives much more enjoyment from a cigar properly humidified. But, the idea of controlling automatically the amount of humidity in the stock rooms and of having the cigars receive just the correct amount of moisture is new. This is the purpose of installing the "Carrier," apparatus, as the fixed dew point control will make it possible to automatically keep the humidity constant at all times.

St. Louis Tobacco Production in September

ALTHOUGH internal revenue collections, at St. Louis, for September, 1911, show a slight decrease over the same month of the previous year, the collections for the entire year will exceed those of 1910, is the opinion of the revenue officials.

Collection in September from the manufacture of tobacco amounted to $445,313.06 representing at eight cents per pound an output of $5,566,413, which in comparison with September, 1910, shows a decrease of $37,132.40, or 464,155 pounds.

The St. Louis district comprises fifty-six counties in the State. The major portion of the collections is, of course, made at St. Louis.



A Leader in Sumatra Salesmanship

FOR many years Mark A. Levine has been a member of the "Knights of the Grip" and accustomed to handing out light colored Sumatra tobaccos in large quantities. He was always fortunate in representing a direct importing house, and as a representative of H. Duys & Co., he has even greater opportunities to pile up a volume of sales than ever. His territory is anywhere in Canada, and besides he finds time to look after the needs of many manufacturers in New York State and a portion of Pennsylvania.

While in Chicago last week, Fred. Suss, representing R. Steinecke Co., in the sale of their "Liederkranz" and other brands, captured a number of good sized orders. He is repeating his tactics this week in Detroit and other Michigan points.

Frank Swick, with Philip Morris & Co., New York, cigarette manufacturers, is doing some effective work on the "Unis" brand in the New England States. Numerous window displays are proving very useful in the exploitation of this line.

James King representing the Compeer Cigar Co., at Indianapolis, is extolling the merits of the "Plantista" cigars among the trade in the northwest, and was last week calling on jobbers at Milwaukee.

Edward C. Houlette, advertising specialist with Bondy & Lederer, New York, is now on his way to the Coast, where he will spread the exploitation of "Tom Keene" and "Lawrence Barrett" cigars.

C. B. Davidson, factory representative with E. M. Schwarz & Co., New York, last week visited Denver. He found considerable activity on their brands and correspondingly good orders.

A specially fine line of holiday goods were shown the trade last week at Cincinnati by Frank Horning, representing the clear Havana cigar firm of H. Anton Bock & Co., New York.

Milton Cohen, of E. M. Schwarz & Co., is circling among the trade in the Middle West. After visiting the principal jobbers in St. Louis, he proceeded to St. Joseph and Kansas City. He had just come up from the south.

M. Oppenheimer, representing L. Teitelbaum & Co., Cleveland, Ohio, cigar manufacturers, has been a visitor in San Francisco lately, placing a line of goods with the jobbing trade.

Hi Hammer, of Corral, Wodiska & Co., Tampa manufacturers, was in Kansas City last week.

Val. G. Keogh, traveler with the Merriam "Bull Dog" line, has just rounded up a fine trip through Michigan.

Jack Kelley, has been spreading "Aplomo" enthusiasm among the Chicago trade lately. Orders sent to Salomon Bros. & Stern, New York, fully indicate his activity.

Major F. C. Witsell, representing G. W. Nichols & Co., New York, clear Havana cigar manufacturers and importers, was a welcome visitor in Cincinnati last week.

Jack Zimmerman, Illinois representative of the House of Crane, with headquarters in Chicago, was a visitor at the home offices of the firm in Indianapolis last week.

Henry G. Alces a "Verdad" booster for Simon Batt & Co., was shaking hands all around last week in Chicago, where he has countless friends in the trade.

Joe Carlisle, with A. Santaella & Co., found good conditions and fine trade on the "Optimo" clear Havana cigars among the jobbers of Omaha, when there recently.

Chas. L. Staples, representing P. Verplanck & Co., of Tampa, on his way through the Middle West, stopped off at Cleveland last week. Several orders were awaiting him.

J. M. Gans, of Gans Bros., New York, was cordially greeted by the jobbers in Minneapolis recently. A number of orders were taken for the "Ganbro" and other brands.

Geo. Becker, road man with Calixto, Lopez & Co., who is now in the West, placed some good accounts on the "Eden" cigar in Cincinnati and other points.

O. L. Myers, western representative of the 44 Cigar Co., Philadelphia, is now in the Middle West, and sent in some good sized orders recently from Indianapolis, etc.

E. S. Reynolds, with Theobald & Oppenheimer Co., of Philadelphia, has been for a week covering New York State territory.

M. Sachs, Jr., with Tornay-Fernandez Co., Tampa., arrived in Omaha last week on his return trip from the Pacific Coast.

Julius Weiss, while in Boston last week, met with a fine business on the pipe line of Kaufmann Bros. & Bondy, New York.

M. Greenbaum, with Calero & Co., clear Havana manufacturers, New York and Tampa, was a visitor in Chicago last week.

C. B. Cameron, of the Waldorf-Astoria Segar Co., now touring in the Northwest, sends encouraging reports from Minneapolis.

S. W. Levine, general traveling man with the E. H. Gato Cigar Co., is now in St. Louis.

Druggists Organize Tampa-Cuba Cigar Co.

AT the recent convention of the National Retail Druggists, held at Niagara Falls, N. Y., a cigar concern with a capital of $250,000 was organized to manufacture cigars for the drug trade.

Druggists of the country will be the stockholders and much of the capital has already been subscribed, and a factory has been secured in Tampa, Fla., where the manufacture of cigars is to be commenced at once.

The new concern is to be known as the Tampa-Cuba Company, and it has the following officers: H. B. Guilford, Rochester, N. Y., president; Ernest O. Engstrom, Pittsfield, Mass., first vice-president; William Bodeman, Chicago, Ill., second vice-president; Ernest Berger, Tampa, Fla., secretary and general manager, and Emilio Pons, Tampa, treasurer.

Among the Philadelphians interested in the new venture are Franklin M. Apple a well-known druggist at 31st and Berks streets, and Charles H. LaWall, a well-known chemist of this city, who has done much of the State work for the Commonwealth.

The following firms are listed as among the organizers: Wm. Bodeman, Chicago, Ill.; E. G. Eberle, Dallas, Texas; E. L. Baldwin, San Francisco, Cal; F. M. Apple, Philadelphia, Pa; Emilio Pons, Tampa, Fla.; Paul C. Klein, Boston, Mass.; Wm. Mittlebach, Booneville, Mo.; S. H. Winstead, Paducah, Ky.; C. D. Jordan, Monticello, Ga; A. J. Fischer Santa Fe, N. M.; Ernst O. Engstrom, Pittsfield, Mass; J. J. Warren, Havana, Cuba; Eugene Pfefferle, New Ulm, Minn.; S. Finkelson, Northfield, Minn; C. R. Middleton, New Hope, Pa.; Frank H. Wingate, Nashua, N. H.; Charles H. LaWall, Philadelphia, Pa; R. C. Roberts, Ambler, Pa; Rath & Bainbridge, Dodge City, Kan.; Isaac Wisterman, Cedarville, Ohio; Frank T. Crane, Machias, Maine; Ernest Berger, Tampa, Fla.; Genaro Lima, San Antonio Cuba; John D. Muir, Grand Rapids, Mich.; Fred W. Connolley, Boston, Mass.; Louis Berger, New York City; D. G. Wise, Atlanta, Ga.; Martin H. Goodale, Battle Creek, Mich.; Geo. C. Blakely, The Dallas, Ore.; James H. Beal, Scio, Ohio; T M. Starrh, Shoshone, Idaho; D. W. Ramsaur, Palatka, Fla.; Ira B. Clark, Nashville, Tenn.; Chas. H. Huhn, Minneapolis, Minn.; F. C. Godbold, New Orleans, La.; H. B. Guilford, Rochester, N. Y.; Jno. T. Treasure, Salt Lake City, Utah; Chas. H. Ward, Pasadena, Cal.; T. D. Ballard, Memphis, Tenn.; W. S. Mundshoner, Youngstown, Ohio; Jos. Forbrich, Chicago, Ill.; Louis C. Hopp, Cleveland, Ohio.

The Tampa Cuba Company is known as the Druggists' Cigar Factory, and they will operate in a co-operative manner in the production of clear Havana cigars, featuring their own goods primarily, but without any attempt to pass by, the standard brands. The Citizen's Bank and Trust Company, of Tampa, are known as the trustees for the corporation, and it is understood that one of their pet brands will be known as the "Tacusco."

Promoting Philippine Enterprise

DON BENITO LEGARDA, the head of the great Manila cigar factory, with New York headquarters at 80 Wall street, is now in Paris, France, negotiating with the French bankers, so that tobacco companies who are planting and growing tobacco on a large scale in the Philippines can feel assured at all times of loans and financial assistance.

Mr. George W. Gibbs, the American representative for this Manila cigar concern, reports a splendid business. In the last seven weeks he has booked orders for over a half million cigars.

Activity at the Beltz Factory

THERE is now an almost unprecedented activity at the cigar factory of F. H. Beltz, Schwenksville, Pa., due to a strong demand for the product coming from all directions. Overtime work has had to be resorted to for some time past, and preparations are now being made to increase the capacity of the factory in order to make prompt shipments of all orders received.

The Beltz product is attracting increasing attention not only in local territory, but from western points the demand for goods has been particularly strong for some time past and is still growing. Some good sized orders are coming in from such distributing houses as S. L. Lee & Sons, Memphis, Tenn., who are handling the "Advance Agent" brand made at this factory; Chas. N. Krohn & Co., Cincinnati, who are having a big run on the "Krohn's Independence" cigars, and E. M. Copps & Co., Stevens Point, Wis., who are doing a good business on the "Portage" cigar.

The product of this factory is reaching into many States of the Union, and duplicates are coming in from all sources. If the present rate of activities continue until the end of December, this year promises to be the biggest in point of volume of business that Mr. Beltz has had since he entered the trade in 1891.

Raymond Beltz, a son of the founder of the business, recently engaged in road work, and is now busy introducing the "Autocrat" cigar in new territory.

A Word About Hussey's Little Traveller

THE October issue of the *Little Traveller*, issued by the A. Hussey Leaf Tobacco Co., is among the brightest numbers of that interesting little publication that we have yet seen. It is strikingly and appropriately illustrated, and contains a fund of information which must prove valuable to the many manufacturers to whom it is sent gratis upon repuest if their names are not already on the firm's mailing list.

The suggestions for newspaper advertising which are given in this number should be most carefully read by the manufacturing retailers.

The DeWerthern Cigar & Tobacco Company, located at 106 Broadway, Paducah, Ky., are engaged exclusively in the jobbing business, handling cigars, cigarettes, manufactured tobacco, pipes, etc. They have quite a large field to draw from and by presenting a choice line of goods they hope to build up an extensive business.

The Editor's Letter-Box

MIFFLINBURG, PA., October 9, 1911.

Editor TOBACCO WORLD:

Please advise us as to who manufactures tobacco pipes as a party who has secured a patent on a new idea wishes to get into communication with any such parties. Stamped envelope enclosed for the information. Thanking you in advance, I am,

Very truly,

D. W. GLOVER.

Answer:—Address the following:

William DeMuth & Co., 509 Broadway, New York.
Manhattan Brier Pipe Co., 111 Fifth Ave., New York.
S. M. Frank & Co., 928 Broadway, New York.
Kaufman Bros. & Bondy, 129 Grand St., New York.
M. Luikman & Co., Chicago, Ill.
Reiss, Bros. & Co., Chicago, Ill.
Shaw & Leopold, Randolph & Montgomery Sts., Philadelphia, Pa.
A. Oppenheimer & Co., No. 45 John St., New York.

Lancaster County Tobacco Growers' Meeting

THE Lancaster County Tobacco Growers' Association held its October meeting Monday afternoon a week last in the Chamber of Commerce, Lancaster, Pa., where a goodly number were in attendance. President Herr, wielding his gavel gracefully, called the meeting to order, and after disposing of some routine business, he announced the receipt of a letter from the National Cigar Leaf Tobacco Association bearing on the re-organization of the American Tobacco Company, and the action which that Association proposed to take in the premises. The Growers' Association was asked for any suggestions it might want to make in the matter.

Amos Cooper, a grower and packer, at Landsville, thought it well for the directors of the association to draft a resolution on the subject and co-operate with the National Leaf Association.

It was announced that the premium offered by the Growers' Association, to be awarded at the Lancaster Fair had been granted to H. C. Reinhold of East Petersburg. Mr. Reinhold returned the premium to the Growers' Association on condition that the Association double its premium next year.

Many interesting papers on tobacco subjects were read, among the more important of which were:

"In a field where you farm tobacco every year, would you recommend a cover crop, and if so, what?" Discussed by M. W. Taylor, of Reidenbach's.

"When is tobacco ready to strip, and how do you get it in the proper condition for moisture?" By D. W. Grube

The following resolution was introduced by Mr. Reinhlod and adopted:

"Resolved, That we, the members of the Lancaster County Tobacco Growers' Association, deem it advisable to encourage the tobacco growers not to dispose of the 1911 crop of tobacco for a small price, as it is one of the best crops ever raised and warrants a good price."

The Programme Committee submitted the following as the topics for the November meeting:

"When Is the Best Time to Prepare the Seed Beds—in the Fall or in the Spring of the Year?" by D. W. Grube; "What Should the Best Analysis of Fertilizer Be to Be Used With Manure and the Best Analysis to Be Used Without Manure?" by E. K. Hibshman. At the same meeting Mr. Reinhold will present a paper in which he will tell how he grew his filler tobacco that took the premium at the Lancaster County Fair.

Farmers Meet at Rheems.

The Rheems branch of the Lancaster County Tobacco Growers' Association met on Saturday evening last with a good attendance of interested persons, who heard an interesting talk given by J. G. Reist, on "Growing and Harvesting."

"How Should We Top Tobacco; How Many Leaves and Why?" was answered by P. S. Kraybill, who thought it advisable to leave not more than ten or twelve leaves. This number of leaves will be about right for curing.

New $5,000,000 Baltimore Company

The Cigar Machine Corporation of America was chartered a few days since at Dover, Del., with a capital of $5,000,000. The incorporators were principally Baltimoreans, including Richard A. Bright, Richard J. Hogan and Edward W. Hughlett. The incorporation papers filed give the objects of the company as desirous of engaging generally in the business of wholesale and retail tobacco dealing.

Costly Corncobs

Pipes for Aristocratic Smokers

FIVE cents is the price ordinarily paid for a corncob pipe of the familiar kind with a reed stem; but there are now offered corncob pipes for which you may pay fifty nickels—$2.50, says a New York writer.

The bowl of this costly corncob pipe is of the regulation corncob type, but it is made from a large selected cob, which is finished unvarnished; it appeals to the eye at once by its size and perfection. But after all it is not the bowl that makes this pipe cost so much, for corncobs are not expensive anyway; it is the stem of this pipe that counts.

The stem is for part of its length, the section that is inserted in the pipe bowl, of briar wood, while the mouthpiece is of amber. The end of the wood section where it fits the bowl is mounted with a silver band; altogether it is a remarkable stempiece for a corncob pipe.

Then you don't drop this corcob into your pocket with nails and fishlines and pocket knives and things, but you carry it in a plush lined chamois covered case similar to the case in which you would carry a meerschaum or a fine briar pipe.

You can buy these fine corncobs, not quite so elaborately got up, for less than $2.50. You can buy one with a bowl of the same quality and with a sliver mounted hard rubber stem and without a case for 75 cents; or you can buy one with a sliver mounted all amber stem for $1.50.

These corncobs are put up in various forms. For instance, you can buy a pair of corncobs put up in one case and provided with an amber and a hard rubber stempiece. The amber mouthpiece is intended for house use, the rubber stem for smoking out of doors. Such a pair of corncob pipes in a case costs $4. These pipes are also put up with seven bowls in a plush-lined case provided with an amber and a hard rubber stempiece, this outfit being designed to give a separate pipe for each day in the week, the cost of this seven pipe outfit being $7.50.

The bowls of all these costly corncobs are made of natural finish and unlined, and though they are of selected cobs and flawless they will in time, like any corncob, burn out; but the bowls can be renewed at a cost of 10 cents each.

United May Enjoin United of Florida

ACTION was begun in the United States Court, at Jacksonville, Fla., several days ago by the United Cigar Stores Company, of New Jersey, to enjoin the United Cigar Stores Company, of Florida, from conducting its business under that name.

The New Jersey company also seeks to have the Florida company destroy all signs, letter heads and stationery of every description containing the name to which the complainant objects.

In the bill of complaint the allegation is made that the Florida company secured letters of incorporation November 30th, 1908, under the name of the Lucy & Sheffield Company, and that on May 6th, 1911, letters patent were secured changing the name of the business to the United Cigar Stores Company, of Florida, and that it conducts business at 11 Main street, Jacksonville.

The complainants further allege that they have been engaged in the mail order tobacco business in the State of Florida and that at the time the name of the Florida company was changed they had four customers in the city of Jacksonville, and others in the States of Georgia, Alabama, South Carolina and Louisiana. That they have advertised extensively in the State of Florida, and that through fair dealings and offering a standard quality of goods they have built up a good business.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Big Cigar Output at York

Three Days' Revenue Receipts Show Production of More Than 5,000,000---Factory Working Overtime---Tobacco Men Candidates for Pubiic Office

YORK, PA., October 14.

THE cigar manufacturers are agreeably surprised with the unexpected briskness of the cigar trade which they are now experiencing. During September a big increase in output was shown as compared with the August production. Trade in all branches is reviving, and the Internal Revenue Office's report for the past week alone shows sale of stamps amounting to $24,411.63, which represents an output of 8,750,000 cigars. During the first three days of last week the receipts aggregated $15,494.58, representing a cigar production of 5,250,000.

October is usually a good month in the cigar trade, and it is expected that this year a wholesome increase will be shown during this month over last year.

Both the cigar and leaf tobacco business is in good condition and the Christmas holiday business is not yet at its height. Quite a few members of the trade are still expecting to see 1911 eclipse the records of 1910 by a goodly number.

Many cigar manufacturers in York County, acting upon the recent ruling in the Internal Revenue Department, have notified their employees that there will be no more "free smokers." It had been a practice among many factories to permit their cigarmakers to make several smokers each day, and some of the cigarmakers are resenting the present action, but the manufacturers will be firm, and notices have already been posted in numerous factories to the effect that cigarmakers will be promptly dismissed on the discovery of making smokers.

A manufacturer, in speaking of the decision, said, "The position of the Government will no doubt mean business for the revenue people, who usually manage to enforce their rulings, but our people are really very moderate in the number of cigars which they are expecting and which has become a trade custom." No serious trouble has as yet resulted in the factories of this vicinity.

H. F. Kohler, well-known cigar manufacturer at Nashville, Pa., who was a candidate for Register of Wills of York County, won his nomination at the recent primary by a large majority over all his competitors. Mr. Kohler has an extensive acquantance in the county and many members of the trade who know him feel confident that his election is almost assured.

There are quite a number of the candidates at this year's primary election who are members of the tobacco trade. Augustus Sonneman, Jr., a son of A. Sonneman, the well-known leaf packer, is up for Recorder of Deeds, having won the nomination on the Democratic primary ticket, and his opponent will be E. B. Stoner, a very active member of the tobacco trade as a tobacco manufacturer at Hellam, and who secured the Republican nomination. Charles H. Stallman, of the jobbing house of Charles H. Stallman & Sons, is the Republican nominee for City Comptroller. Z. S. Schafer, a manufacturer in Centre Square, also secured a nomination for public office.

B. M. Hannigan, a cigar manufacturer at East Prospect, is now on a five-weeks' trip to the West.

The Seven Valley Cigar Company, at Seven Valley, have secured a new factory in that town which will afford them increased facilities. This factory is now in operation from 7 A. M. to 8 P. M. in order to meet the demand for its product.

E. S. Sechrist, at Dallastown, recently booked an order for 3,000,000 cigars, which will be filled in regular weekly shipments during the course of a year to one distributing house.

Lancaster Output Well Maintained

Much Activity in Leaf Tobacco Circles Too---Visitors In Town---Buying and Selling

LANCASTER, PA., Oct. 14.

THE production of cigars in the Ninth District during September held its own well as compared with August. There was collected in the month $191,235.54 from the sale of stamps, and this sum represents an output of cigars of 63,745,180. This amount is about 200,000 in excess of the August production, but it is also about 3,500,000 below the production during September of last year. It shows, however a steady improvement this year which manufacturers are glad to see and which is quite encouraging to them.

There is a much better feeling in the trade and manufacturers begin to look for a steady activity from now on. Factories generally are running full forces and in a few instances overtime work has commenced. Advices from traveling representatives are also far more encouraging than they had been and business is not so difficult to get.

Boxmakers are beginning to feel the effect of more activity in cigar factories and are preparing to fill orders promptly so as to facilitate the prompt shipment of goods as much as possible.

October is usually a heavy month in the production of cigars, and members of the trade are hopeful that this year will show up in fine figures for production.

Louis A. Kramer, leaf packer, made a flying visit to New York and Philadelphia last week.

J. H. Hoober, another Lancaster packer, was also visiting Philadelphia last week. Mr. Hoober has sold the bulk of his 1910 packing to Philadelphia houses.

Leaf houses were all more or less active lately in attending to out-of-town visitors, and a considerable quantity of tobacco has changed hands during their visit.

Several brands of locally made cigars were given a strong boost during the fair here recently. These lines were "Our Principal" cigar, made by J. W. Breneman, and a line of goods made by M. H. Ranck & Co. Both had attractive displays, which aroused considerable interest among the visitors.

The Eureka cigar factory at Millersville is running along on good-sized orders and a good force of cigarmakers are steadily employed.

I. H. Weaver has returned from Atlantic City, where he spent some time in company with Mrs. Weaver, who had been very ill during the summer, and is now busy in showing samples of his packing of 1910, a considerable portion of which he has already sold.

John F. Nissly & Co. recently consummated an important seed leaf transaction with a large Western house.

Quite a few salesmen in the trade were here recently. Prominent among them were Charlie Horwitz, with J. H. Gotze & Co., New York; Mose Myers, with E. Spingarn & Co., New York; Leonard A. Cohn, of A. Cohn & Co., New York; Joseph Cullman, Jr., of Cullman Bros., New York, and B. Fryer of Fryer & Jaskulek, of Cleveland.

Akron factories are now feeling the effect of a more active business among jobbers and nearly all the factories there are working steadily.

A. W. Mentzer & Sons, of Ephrata, are placing a new brand on the market. It is a high grade nickel cigar, put up in an attractive style fully in keeping with everything else which that firm does.

An increasing business has lately been reaching the factory of the Garman Cigar Company at Denver.

Dan Manheimer, of the Imperial Cigar Company, who is touring through the far West, keeps sending in some good-sized orders and is already booking shipment for holiday trade.

Reading Promises Big Output

Factories Expect to Eclipse Former Records---Increased Demand for Union Goods

READING, PA., October 13, 1911.

JUDGING from present indications the Reading Division of the First Internal Revenue District of Pennsylvania is going to show a good account of itself in cigar production during this month. Our factories are all in full operation and more cigarmakers are wanted in several instances.

William H. Yocum, of Yocum Brothers, is now on a tour through the West and is sending in some fine orders for the "Y-B" and "Spana-Cuba" cigars. For some time they have experienced a strong demand for their 10-cent goods, and have been increasing their force of cigarmakers. He will go as far as Denver, and probably to the Coast if it is found desirable upon reaching Denver.

"44" cigars are now being featured about town through the distributing house of Chas. Breneiser & Sons, who are also making a good display of this line in their show windows. They report a good success with this brand and expect it to become a strong and permanent seller in the nickel line.

Since returning from an extended trip through the West, John G. Spatz, of J. G. Spatz & Co., has been busy in looking after the many factory details which he gives his personal attention. He had a very successful trip and some good-sized orders have been booked for regular delivery. The local demand for their high grade seed and Havana cigars continues good, and the "Heidelberg" is a special favorite among connoisseurs.

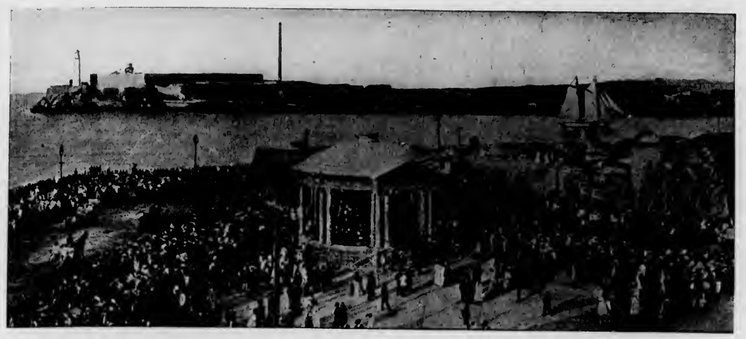
H. G. Burkey has lately been the recipient of a number of orders for his line of union-made cigars from points in the Middle West, where they are meeting with special favor.

Daniel F. Fleck has increased his force of cigarmakers and is now turning out several brands, which are making a hit wherever introduced. They are put up in attractive packages and popular shapes, showing good workmanship throughout.

Haggin in $5,000,000 Tobacco Pool

ADVICES from Lexington, Ky., are to the effect that James B. Haggin, New York financier, has signed a contract to pool his Kentucky tobacco crops and become one of the leading stockholders in a ten-year Burley Pool which will include the establishment of a great co-operative factory for the manufacture of pooled Burley tobacco, which practically assures the success of the pool.

The enterprise is to be capitalized at $5,000,000. The deal had been pending for several weeks.



The Cuban Market

From Our Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, October 6, 1911.

SEVERAL causes have combined to give our market a resting spell, the principal one being, however, the lesser number of buyers in town. The majority of the visitors have not operated to a large extent, evidently preferring to go slow and only covering their most urgent necessities, than to stock up at the prevailing high prices. Owing to the rather limited stocks of Vuelta Abajo and Partido offered the chances of seeing a retrograde movement are very slim indeed, as the possibility of a good and large coming crop in 1912 is too remote to exercise any influence.

Under the most favorable circumstances at least nine months have to pass, before any new tobacco could be worked, and it is doubtful whether the existing supply would suffice to satisfy the demand for these two classes of leaf. It is also considered to be an erroneous belief that one good and large crop should materially lessen the present ruling figures, as it might happen in such a case that after so many poor years the local and American manufacturers would only be too anxious to lay in a two years' supply and this naturally would have a price sustaining effect. In order to give us a real surplus of tobacco we need two large crops in succession, and then somewhat lower figures might be looked for, but two good and large succeeding crops have never occurred, as far as can be ascertained. Judging by the trend of higher prices for all articles of consumption it seems more likely that tobacco also will have to be counted amongst the advancing commodities, and if this presumption should come true, then the time should be ripe for the manufacturers to raise their selling figures correspondingly.

As Remedios tobacco can be substituted, the same rules would not apply, and it will depend upon the future action of the American buyers, as to whether prices for 1st and 2nd Capaduras will be sustained or allowed to decline.

As regards the coming crop, the less said the better it will be for the future, as in reality everything has to depend upon the state of the atmosphere for the next three or four months. So far we have had no cyclones. During the day it is still very hot, but the nights are a trifle cooler. Some showers have fallen in certain places, but others are complaining of drought. There will be no lack of seedlings and the vegueros will certainly try to plant a big crop after the 15th of this month.

Sales during the past two weeks only totaled 8639 bales; consisting of Vuelta Abajo and Semi-Vuelta, 55,717; Partido 1980 and Remedios 1142 bales.

Purchases made were: American, 5739 bales; exporters to Europe, 227; shippers to Buenos Aires 240, and our local manufacturers of cigars and cigarettes 2433 bales.

Exports of leaf tobacco from the port of Havana from September 18, to September 30, 1911, were:

To all ports of the United States	7452 bales
" Spain	820 "
" all other ports of Europe	227 "
" Buenos Aires	240 "
Total,	8739 bales

Principal Buyers of Leaf Tobacco That Come and Go.

Arrivals.—Andres Diaz, of Andres Diaz & Co., José Arango, of Havana-American Co., Manuel Sanchez, of Berriman Bros., Tampa; Levi S. Scott, of Levi S. Scott & Co., Boston; Frank Domingues, of E. A. Calves & Co., Philadelphia; Benigno Tuero, of Benigno Tuero, Toronto, Canada; Wm. J. Lightbourne, of the Cortez Cigar Co., Key West; Francisco Arias, of Francisco Arias, Chicago; David del Monte, of David del Monte & Co., José Menendez, of José Menendez, Richard Sichel, of B. Rosenbluth, Wm. Baeder, of Wm. Baeder & Co., Max Herz, of Herz Bros., F. Moernelis, of Fred Schulz's Sons, New York; José Machin, of José Machin, Chicago.

Returned.—Saturnino Garcia, of La Flor de A. Fernandez Garcia, Havana.

Departures.—S. M. Wallack, Henry Oppenheimer, Marceline Perez, Alex Goldsmith, Jacob Stahl, Jr., F. E. Fonseca, for New York; Faustino Vega, for Chicago; Levi S. Scott, for Boston; M. Elkan, for Montreal; Salvador Rodriguez, for Tampa; Lennie Greenhall, Ike Bernheim, Louis Schramm, for New York; Aug. Kuttnauer, Emil Wedeles, Florencio Vega, Jacob Benner, for Chicago; Remigio Lopez, for Key West; Henry Esberg, José Arango, Andres Diaz, for Tampa.

The Cigar Trade.

According to published lists of exports, as taken from the official returns of our Custom House, the industry is to be congratulated that, notwithstanding all the drawbacks, the movement has been showing an almost uninterrupted increase over the previous year, so that up to the 15th of September we have exported over 15 million of cigars in excess of 1910, but in reality the thorn of the rose is there, even if invisible to the casual observer. Not all the smaller factories have been able to get their share, and while the prevailing high prices of the raw material may perhaps permit them to make some money, it will be eaten up again when the duller period of the year commences, so that the year's result would be considered fair, if a factory has been able to defray all the expenses, without having been obliged to encroach upon its capital. Besides the small factories which may have managed to secure enough leaf for present needs, may be unable to find any stocks in 1912 to suit their requirements. All of our large manufacturers have looked out in time and are now fully provided with Vuelta Abajo Vegas, so that they can calmly wait for the next crop.

Orders from the principal consuming countries, such as England, the United States, Germany, Canada, Australia and the South American Republics (Argentine and Chile) are quite abundant for immediate shipment, as well as for the coming holidays, therefore no complaints are heard on this account. France is just beginning to distribute its yearly orders and very likely there will be no change in its usual quota. The question of the "Modus Vivendi" with Spain is said to progress in the usual slow diplomatic way, and perhaps one of these days we may be agreeably surprised to learn that the Spanish Regie has finally consented to modify its onerous conditions in a more liberal fashion, to please our manufacturers of cigars.

The Custom House figures are as follows, as relates to our exports of cigars from the port of Havana:

	1911 Cigars.	1910 Cigars.	Increase in 1911.
Sept. 1st to Sept. 15th....	6,581,593	3,382,268	3,199,325 Cigars
Jan. 1st to Aug. 31st	121,293,861	109,251,507	12,042,354 "
Total from January 1st to September 15th	127,875,454	112,633,775	15,241,679 Cigars

H. Upman & Co. are as busy as they possibly can be, not alone in their famous H. Upman factory, but they are also distributing orders liberally to other manufacturers.

Partagas reports the same good news that orders are plentiful, and that business goes on swimmingly. Don Eustaquio Alonso is wearing the smile which never comes off, and is certainly entitled to a large share of the prosperity which this factory enjoys, although the capital and experience of buying fine leaf of the other partners, Don Ramon Cifuentes, Maquila and Pancho Pego plays a big part, which cannot be overlooked.

To manage a cigar factory successfully it requires five essentials: First, capital; second, thorough knowledge and the ability to purchase only the choicest Vegas; third, masterful experience in blending different Vegas to produce cigars for the various tastes of smokers in the several consuming countries of the world; fourth, the tactful experience of a merchant how to select the right representatives in each country, who attend to the selling of the cigars, and finally, fifth, judicious advertising to create a demand for the product by importers, retailers and the smokers at large.

The Henry Clay and Bock & Co. is fully occupied in its different factories, and the heavy weekly shipments to all countries are the most convincing proof that orders are large and that their numerous brands enjoy a good reputation.

Sol, besides its good and bulky order slate, received over half a million additional cigar orders during the past fortnight and as a

good many of them are repeat orders, it demonstrates that "Sol" cigars have lost nothing of their well earned popularity. Max Schatz has extended the list of customers in the United States extensively.

Castañeda is getting its full share of the business, as the new cigars have found a deserved recognition wherever sent.

La Diligencia purchased a large Vega last month which was one of the finest grown this year, and as Don Bernardo Moreda is a past master in the art of blending the customers of "La Diligencia" can be sure to receive the same sweet and aromatic cigars for the next twelve months to come. Orders are quite plentiful and the factory is humming with activity.

La Flor de P. A. Estanillo reports cheerful news, as business continues in the same satisfactory manner, as published two weeks ago. Felipe Rodriguez & Co. are making splendid headway and will soon have to move to larger quarters, as the present factory is getting too small for them.

José Otero is also one of our manufacturers who is steadily increasing in importance in the United States and Canada, as the orders are duplicating on trial shipments, which proves that he is making a cigar which appeals to the tastes of smokers in those countries.

Other factories which are working in their full capacity are: Romeo y Julieta, Hija de José Gener, Allones Limited, C. E. Beck & Co., Figaro and Punch.

Buying, Selling and Other Notes of Interest.

S. W. Wallack (G. Falk & Bro.) was the chief buyer in our market during the past fortnight, and secured 1800 bales of fine selected Vegas.

Sobrinos de A. Gonzalez sold 1150 bales of all kinds of leaf during the past two weeks.

Marcelino Perez was also one of our important buyers, as he purchased 900 bales for his celebrated "Tuval" factory in New York, and as he is an excellent judge of fine Vuelta Abajo Vegas the customers of "Tuval" are sure to find its quality second to none in the United States.

Suarez Hnos were sellers of 800 bales of their choice Vuelta Abajo holdings.

Garcia & Vega bought through their representative here, J. Pando, 700 bales of the finest and most aromatic Vuelta Abajo Vegas, which could be found in our market.

Muñiz Hnos & Co. closed transactions on 655 bales of Vuelta Abajo.

H. Upmann & Co. are reported to have purchased for their factory 875 bales of superfine Vegas of this year's crop and which come from the famous "Tierra Llana" districts of the Vuelta Abajo.

Hija de José Gener bought 647 bales of Vuelta Abajo.

José Menendez turned over 450 bales of Vuelta Abajo and Partido.

August Kuttnauer was a buyer of 500 bales of leaf for his firm, of Rothschild, Sons & Co.

José F. Rocha sold 400 bales of all kinds of leaf.

Henry Oppenheimer also secured 500 bales of tobacco for his customers in our market.

B. Diaz & Co. were sellers of 370 bales of Vuelta Abajo and 220 of which consisted of wrappers, to our local factories.

Alex Goldschmidt made selections of 450 bales of extra fine Vegas for his customers.

Gonzalez y Benitez disposed of 300 bales of all kinds of leaf.

Emil Wedeles stocked up with 638 bales of specially selected fine Vegas.

A. M. Calzada & Co. made several transactions, but as Don Antonio was in the country the exact amount could not be ascertained.

Romeo y Julieta bought 550 bales of choice Vuelta Abajo Vegas.

H. Upmann & Co., Leslie Pantin and Mark A. Pollack were our active commission merchants during the past fortnight.

Sylvester & Stern have done an immense business this season, although they are adverse to giving any figures for publication. The magnitude of their transactions can be best seen by the occupation of the present warehouse and office at No. 1 Clavel street, and which is built upon a solid square of 3000 acres and with a capacity of 70,000 bales, the biggest tobacco warehouse in town. Formerly the so-called San Ambrosio warehouse carried the palm with a capacity of 50,000 bales, which had been built by the Spanish government about 100 years ago for a tobacco warehouse, but which now has been turned into a school by the Cuban government on the upper floor, while the ground floor had been used by the Cuban Land and Leaf Tobacco Co. as a tobacco store for many years.

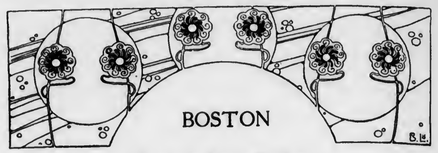
Mr. Max Stern, who is enjoying good health, intends to leave on a vacation for New York by the steamship "Havana" on October 7th, as after his long and arduous work this spring and summer he certainly needs to breathe the bracing northern atmosphere for awhile, at least.

The principal shippers during the fortnight were: Sylvester & Stern, J. Bernheim & Son, E. Ellinger & Co., Leslie Pantin, Mark A. Pollack, all above 500 bales, while below there were: Manuel Suarez, E. H. Gato Cigar Co., Rodriguez Menendez & Co., H. Upmann & Co., J. F. Berndes & Co., H. H. Strater, A. M. Calzada & Co., Garcia & Co., Michaelsen & Prasse, Heinrich Neuberger, Suarez Hnos, Selgas & Co., Alta Cigar Co. and D. Montero.

Receipts of Tobacco From the Country.

For two weeks, Sept. 17 to Sept. 30, 1911.		Since Jan. 1, 1911.
10,806 bales	Vuelta Abajo	160,814 bales
837 "	Semi Vuelta	12,704 "
556 "	Partido	18,189 "
7,545 "	Remedios	68,874 "
641 "	Mayari	7,869 "
20,385 bales		268,450 bales

ORETANIV.



Boston's News Budget

Improvements In Retail Trade---Local Changes and New Establishments Opened

BOSTON, MASS., October 7, 1911.

TRADE conditions around Boston and vicinity are daily improving; the politicians are waxing enthusiastic, and a not inconsiderable item of their expenses is the cigar bill, which is as velvet to the retailers. The Ninth Annual Convention of the United Drug Company was held in Boston this week, consisting of over 2000 stockholders, coming from every State in the Union, and from all over the world. Banquets were held, excursions made, and a delightful time was experienced. Of course, cigars were freely dispensed, and as nearly all of the visitors were devotees of the fragrant weed, a pleasing demand resulted. Boston is one of the most popular excursion cities in the United States.

Lowell D. Hoyt & Company, prominent retailers in the financial district, are enjoying quite a call for one of their specialties, "L. D. H." ten-cent, three for a quarter cigar, made by Antonio Roig & Langsdorf, Philadelphia.

Hyneman Brothers, 21 Milk street, experience a brisk demand for their popular "Hoffman House Bouquet" cigars, for which they are the sole New England agents.

Woodbury's Cafe has an artistic full window display of "Egyptian Deities" this week.

The members of the Cigarmakers' Union, Boston, have been assessed twenty-five cents each, for the assistance of their brethern in Syracuse, N. Y., Union.

W. Altgeld, with Schinasi Brothers, has returned to Boston.

A welcome visitor to town was M. Berson, of the Fitchburg Cigar Company. Other visitors were Fred Tepper, Lawrence, Mass.; Julius Weiss, with Kaufmann Brothers and Bondy, and Carl Berger, with S. M. Frank & Co., New York.

Incorporation papers for the Adams Pharmacy, Inc., were filed recently. Capital, $5,000. Charles A. Adams, president and treasurer.

A cigar was found in the stomach of a nine-pound cod off Georges Bank by a Boston fisherman. It was Londres shaped, but the wrapper was gone. The draft end had been clipped by a cigar cutter, and if the cod had had a match he could have had a smoke. Fredk. F. Dimock, secretary of the Boston Fish Bureau, retains the cigar as a souvenir.

A City Certificate has been filed by J. Lee Sherlock to conduct a business under the name of "Jels Pharmacal Co." at 704 Main street, Worcester.

Chester E. Sawyer Company, drugs, cigars, etc., has been incorporated for $10,000. Par, $25. Charles H. McSweeney, president; Chester E. Sawyer, of Waltham, treasurer, and Geo. L. Wilson, clerk.

Rosebaum, of Federal street, is featuring a sale of yellow calabash pipes this week, announcing that they have arrived from London.

The drug store of William M. Bartlett, at Essex and Elm streets, Salem, Mass., has been sold to J. A. Fitzgerald, who has incorporated the business under the name of "Witch City Pharmacy Co., Inc.," with himself as president and treasurer. Capital stock, $3,000.

Brisk Business in Frisco

Auspicious Opening of Fall Trade---Collections Much Better---Jobbers Greatly Encouraged---Pushing Many Prominent Brands

SAN FRANCISCO, CAL., Oct. 5, 1911.

THAT business is decidedly on the increase with the cigar dealers is, without exception, the opinion of local cigar men. The latter part of last month began to show a marked change for the better, and the increase has continued. City business for the fall is opening in a very encouraging way, and both jobbers and retailers expect a good business for the rest of the fall.

Collections are said to be in a much better condition, also, which must be taken to mean that things are loosening up generally. One of the causes for the better feeling in the trade was the settling of the question as to who is to be the mayor for the next four years, and the election held September 26th resulted in a very satisfactory manner for the dealers in all lines of business.

The ground-breaking exercises for the Fair will be held on October 14th, when President Taft will preside, and work is expected to set in with a will after that date. This will mean an influx of many thousands of workmen, which, with steady work in sight, will bring about a much freer circulation of money than for some time past.

The new retail stand of the Edward Wolf Company will open about the 15th of this month, and will probably be conducted under the management of M. Reinhardt, secretary and treasurer of the company, who has left New York on his return trip from Europe. Mr. Wolf states that the business of the company is constantly increasing, and that the large shipments now being received are being disposed of in a highly satisfactory manner. Several of the traveling men, who have been making their territory, are again in the city for a few days after some very successful visits to the out-of-town trade.

R. E. Starr, manager of the San Francisco branch of Boltz, Clymer & Co., reports an increase in demand for the "El Palencia," a 30 per cent. increase having been noted within the last month or so over the earlier summer business. Mr. Starr finds that collections are in a much better condition than for some time. Several of the company's traveling men are now on the road and are sending in some extremely good orders. Harry Welch, now in the San Joaquin Valley, notes a decided change in Valley trade, the fall season having started with vigor. J. A. MacHenry, who is on the Mendocino Coast, is also taking some nice orders for fall delivery. Mr. Starr is rather concerned over the delay in the shipping of goods, a delay which will without much doubt be caused by the railroad men's strike. John H. Boltz is expected to visit the local house late this month.

D. Frankel, of Frankel, Gerdts & Co., who has been spending two months in Cuba and in the East in the interests of the company, has left New York on his return trip, and will reach here about the middle of the month. Mr. Gerdts speaks well of "La Natividad" business, and says that the factory force has been increased since the latter part of September. Carl Koenig, one of the company's traveling men, is now in the San Joaquin Valley, and will go as far south as Bakersfield. He finds business in a healthier state than for some time past. City business with the company is fast picking up. A. A. Reardon, the northern representative for the firm, has recently recovered from a bad case of blood poisoning, and is again on the road in the Northwest.

David Rinaldo, one of the salesmen of H. Rinaldo & Co., local distributors of "La Vegas," has returned from a trip through the Sacramento Valley and Northern California, where he took some nice orders. Mr. Rinaldo reports city business growing better from week to week, and that the outlook is extremely good for business from now on. Mr. Rinaldo recently had a call from M. Batterton, president of the Ferdinand Hirsch Company, of Key West.

The pipe men are beginning to arrive in this city, and the last two weeks have seen representatives of several prominent pipe houses. M. Walt, of the Manhattan Pipe Company, New York, has been taking some good orders for the Christmas trade. M. Dahlmann, of William Demuth & Co., and Ira Ellison, of Kaufmann Bros. & Bondy, have also been visiting the local trade.

M. A. Gunst & Co. are conducting the regular "Van Dyck" advertising campaign, and note a larger volume of business coming in as a result of extra work of this kind. A. Mackillop says that the force has worked evenings at times during the last couple of weeks to keep even with orders. Holiday packages of "Van Dycks" and "General Arthurs" are coming in and will be taken out by the traveling men who have not already started on the road. Mr. Mackillop looks forward to an excellent season with pipes, a large stock of which is now arriving. Sello Blumenthal has left for the San Joaquin Valley, taking a large line of pipes for holiday trade. Harry Frey is doing a fine business in the Fort Bragg district. Julius Unger, manager of the Honolulu branch, starts from this city this week on his honeymoon. Mr. Unger reports business in the Islands as excellent. The Powell street store, at O'Farrell, is nearing completion, and the firm expects to be located before a week or ten days have elapsed.

M. Lichtenstein, who for some time has been associated with Willard Bros. & Co., has taken a position in the cigar department of Tillman & Bendal's wholesale grocery house, handling "La Turina," a Porto-Rican cigar.

Henry Batt, head of the cigar department of Goldberg, Bowen & Co., states that the company's business is in a very satisfactory condition. Business with the "Flor Del Mundo" continues to be excellent. A new line recently added is the "Tasso," which was selected by Jacob Goldberg on his return from Europe with his son, V. C. Goldberg, late last month. Another line which is moving well is the "Romeo y Julieta."

United States Tobacco Crop Report

THE crop reporting board of the Bureau of Statistics of the United States Department of Agriculture estimates, from the reports of correspondents and agents of the bureau, as follows:

Crop.	Condition At Time of Harvest. 1911	1910	10 yr. Aver.	Sept. 1. 1911	Acreage 1911. P. C. of 1910	Acres.
Tobacco	80.5	80.2	83.4	71.1	72.4	893,200
	Yield per Acre.				Total Production.	
	1911	1910	1906-10 Average	1910	1906-10 Average	
do. lbs.	801.1	797.8	826.0	72.7	P. C.	88.7
	Percent. U. S. Acreage		Condition October 1. 10 yr.		Sept.	
State.	in States		1911 1910	Average	1911	
Kentucky	34.8		80 80	83	67	
North Carolina.....	16.4		74 73	79	68	
Virginia	14.0		80 85	86	70	
Ohio	8.3		84 75	83	67	
Tennessee	6.4		82 81	85	74	
Wisconsin	4.2		85 70	83	88	
Pennsylvania	4.0		91 98	90	84	
Connecticut	1.6		79 100	96	82	
United States ..	100.0		80.5 80.2	83.4	71.1	

Griffin-Neuberger Co. Entertained Employees

AT the completion of a new warehouse on the tobacco plantation of the Griffin-Neuberger Tobacco Company, North Bloomfield, Conn., last week, Fred. B. Griffin, manager of the company gave a house warming to the employees of the firm, numbering about three hundred people. The house warming was in celebration of the close of the growing season, as well as the opening of the new warehouse.

On that day work on the plantation was suspended at noon, and all the employees enjoyed a picnic on the grounds. At five o'clock a supper was served in the warehouse, and in the evening there was a dance.. Entertainment was furnished in the interim by Prof. Charles Perry, formerly connected with the "101 Ranch, Wild West Show," who pleasingly sang a number of songs.

The affair marked an innovation among Connecticut warehousemen, and was greatly enjoyed by all who participated.

Fraud Charged in Kentucky

A SUIT has been filed in the Federal Court at Frankfort, Ky., by three Burley tobacco growers of Brown County, Ohio, asking a receiver for the Burley Tobacco Society and the Burley Tobacco Company of Kentucky, of which they are members.

They allege the defendant companies are insolvent; that the funds have been misappropriated; that more than $150,000 has been spent in political campaigns, and that the officers are wasting funds in large salaries.

A. J. Lachman, president of the West Indies Cigar Company, spent some time with the local trade late last month.

Ralph B. Ottenheim, representing I. Teitelbaum & Co., Cleveland, Ohio, has been calling on the San Francisco trade.

"Bob" Anderson, of Yuba City, has bought out the interest of J. Jones in the Second street cigar stand in that city.

Mr. Hoffman, of Hoffman-Moore Company, local jobbers, handling the "Intregidad" and the "Bingo", a popular 5-cent cigar, has left for a trip to the Nevada territory. E. M. Wallace, who is touring the Sacramento Valley, is reported to be having considerable success with these makes.

Charles Dall has sold his cigar stand, located at 664 Mission street, to Otto Magnus.

Thomas Douglas, proprietor of the Club Cigar Store, 915 T street, Sacramento, Cal., died September 24th.

B. Winters has resigned from the force of H. Heynemann & Co., to take a position with H. Bercovich, specializing on the "Luis Martinez" and "Bachelor" cigars.

LEAF TOBACCO MARKET

New York Has Routine Business---Philadelphia Trade Again More Active---Buying in Wisconsin Confined to Local Business---New England Harvest Completed---Tobacco Being Received

NEW YORK

NEW YORK CITY.

BUSINESS in the leaf tobacco market has been of a routine nature for the past fortnight. Purchases were made of such supplies only as were needed for early use, indicating that cigar manufacturers are finding an improvement in the demand for their product. Goods taken were of all types, with noticeable inquiries for binder stock. An advancing tendency is shown in the price of filler tobacco, especially in the 1910 Pennsylvania.

Only a small quantity of Sumatra tobacco was purchased at the second inscription held at Amsterdam on the 29th of September, and there is little likelihood of the now depleted stock of light goods being replenished, and present supplies are steadily diminishing. Tobacco of a medium color can be much more readily obtained and at moderate figures.

Havana withdrawals from bonded warehouses have been heavy as the goods are now needed for the increased output of high grade goods. Sales have not been of particular consequence, nor is there an over-abundance of desirable goods available.

BALDWINSVILLE.

Harvesting has been completed, and the tobacco now curing shows a fine quality so far as it can now be judged. Several sales are rumored, but no details have yet become known.

PENNSYLVANIA

PHILADELPHIA.

THERE has been some active trading here recently in both Pennsylvania and Connecticut tobaccos. Offerings of 1910 Pennsylvania are attracting attention promptly and several important transactions are pending at present. September business with leaf men, which was very satisfactory to them, is likely to be eclipsed during this month unless all present indications fail. Steady activities are shown at the principal factories, and leaf men anticipate that needs will compel them to procure new stocks from now on until the middle of December for their regular business, to say nothing of possible sales of tobacco which may be taken for future needs.

LANCASTER.

The past two weeks have been the most active with the leaf tobacco packers that have been experienced in some time. During one week sales of the 1910 crops aggregated more than 3,000 cases. Prices ranged from 16 to 17½ cents, marked weight. One of the best informed packers announced last week that manufacturers probably had little idea how much of the 1910 goods had already been sold. There are, of course, some fair-sized packings yet in the market, but nearly every packer has sold at least a portion of his original holding. The presence of out-of-town buyers boosted sales considerably, and not a small portion of the goods sold were for Western points. The largest transaction reported was a sale of 1,500 cases by one packer, which represents a goodly portion of his packing of the 1910 crops. There is a tendency toward advancing prices, and packers expect yet to see it held around the 20-cent mark.

Harvesting of the 1911 crops is completed and the leaves are curing nicely so far, with no shed damage noticeable. If continued fair weather remains for a short time longer it will have passed the danger point. Now that the tobacco is housed it is just being realized what a large crop it really is, and a fine one, too. A visitor in Lancaster last week, who is a manufacturer of cigars in a large metropolitan city, remarked to the writer that he had never before seen so much tobacco in Lancaster County as he saw this year. He expressed the opinion that it was an exceptionally fine crop and promptly made offers for several crops, but failed to get them.

WISCONSIN

EDGERTON.

TRADING is now confined to local houses, and the buying movement has fallen off almost to a standstill. What few operations are still in progress are in contemplation of acquiring some of the lower grades, and applies principally to the hail-cut and grasshopper-eaten sections. Occasionally one hears of a sale at something like former quotations, but there is certainly no concerted effort on the part of packers to secure more crops.

Damp weather has retarded the curing process, but such crops as have cured sufficiently for making an examination with some intelligence show up fairly well.

Sampling of the 1910 goods is still in progress at a number of warehouses. Samples thus far drawn show the tobacco to be in good shape. There is some inquiry for binder leaf in old goods, but there are only small quantities remaining. Shipments during the past week were a little heavier than for some time past. Prices remain firm on all offerings.

VIROQUA.

One important transaction in leaf tobacco was consummated here recently, in which about 700 cases of 1910 changed hands. The purchasers were a large Eastern cigar firm, who took the Eckhart packing.

JANESVILLE.

There is still a considerable quantity of tobacco in the sheds not yet contracted for, although the curing process is well over and the charactertistics of the leaf are well developed and show up some fine colors. The early buying which was quite active for some weeks has spent itself. The larger manufacturing concerns, as well as leaf dealers, have secured a share of the tobacco already bought, but about half of the crop still remains.

NEW ENGLAND

HARTFORD, CONN.

LEAF packers have been busy lately taking over the new crops contracted for. These tobaccos are mostly of the Havana seed variety, but occasionally some broad leaf was also included. In the curing of the leaf in the sheds tobacco growers report a satisfactory progress.

BRADSTREET, MASS.

Nearly the entire tobacco crop of this section has been contracted for, at prices ranging from 13 to 16 cents in the bundle. Of course, the quantity which growers will be able to deliver was heavily reduced in some instances by the frost which struck this section on September 14th, which practically destroyed all the tobacco then standing in the field.

SUFFIELD, CONN.

Representatives of the American Cigar Co., have lately secured a number of additional crops of tobacco and at prices somewhat higher than had previously prevailed. There is not a great amount of leaf remaining unsold in this vicinity now according to the best information available.

NORTH HADLEY, MASS.

What tobacco escaped the frost ravages of last month is finding a demand from packers who have purchased some of the crops. Of course, some of the crops here were a total loss.

SOUTHWICK, MASS.

The work of bundling the new crop is now in progress and was greatly accelerated by the recent wet days. Strippers are busy at work and deliveries will shortly begin in earnest.

Packers have been operating here lately and made a number of purchases. John Decker & Son, of South Deerfield; Harvey & Fox, of Westfield, and Hinsdale Smith & Co., of Springfield, were the principal buyers.

OHIO

DAYTON.

ONLY a moderate quantity of tobacco changed hands during the last week or two, and the selections consisted mostly of old goods, and there is no material change in price. The new crops are curing down nicely and some very good tobacco is expected.

ARCANUM.

The tobacco crop now harvested is well nigh up to the average year's production in quantity, but had it not been for the late warm weather it would have been a very short crop. Some little trouble has developed with tobacco now in the sheds, but cooler weather has come and it will no doubt stop the progress of further damage.

NORTH CAROLINA.

RALEIGH.

ESTIMATES of the State Department of Agriculture at Raleigh, N. C., place the yield of tobacco for this season at 450 pounds an acre on 160,000 acres, making a yield of 72,000,000 pounds. Last year the area planted was 215,000 acres averaging 600 pounds an acre and making a yield of 129,000,000 pounds. The farm value on Dec. 1st of that crop was estimated at $13,737,000, making the largest gross income from tobacco in any Southern State except Kentucky. The staple is expected to sell at higher prices than last year's crop.

Alabama Tobacco Crop Report

Statistics relative to the leading crops for the State of Alabama, collected at the Thirteenth Decennial Census, show the following of tobacco cultivation in that State in 1910: Farms reporting 1,267; acres harvested, 211; quantity produced, 90,572 pounds; value, $14,892.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

No Responsibility assumed for errors or duplications.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

ZALLAH:—23,103. For cigars, cigarettes and smoking tobacco. September 29, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.

SCHAG:—23,104. For cigars, cheroots and stogies. September 29, 1911. C. E. Acton, Belmont, Ohio.

BACHELETTE:—23,105. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 29, 1911. Schmidt & Co., New York.

MANON:—23,106. For cigars and cigarettes. September 29, 1911. Frawley Importation Co., New York.

A-W-M:—23,107. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 30, 1911. A. W. Mentzer & Sons, Ephrata, Pa.

ROYAL MIXER:—23,108. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 30, 1911. A. W. Mentzer & Sons, Ephrata, Pa.

UNION CHARM:—23,109. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 30, 1911. Petre, Schmidt & Bergmann, Philadelphia.

UNION LINK:—23,110. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 30, 1911. Petre, Schmidt & Bergmann, Philadelphia.

THAT PHILADELPHIA FIVE:—23,111. For cigars. September 30, 1911. Bayuk Bros., Philadelphia.

LAGUNA VISTA:—23,112. For cigars, cigarettes, cheroots and stogies. September 30, 1911. Chas. Johann & Co., Chicago.

FOG-NA-BALLA:—23,113. For cigars, cigarettes and smoking tobacco. September 30, 1911. Lane Bros., Brooklyn, N. Y.

BRUCE MARVIN:—23,114. For cigars, cigarettes and smoking tobacco. September 30, 1911. Cambyses Co., Boston, Mass.

WAUMBECK:—23,115. For cigars, cigarettes and smoking tobacco. September 30, 1911. Cambyses Co., Boston, Mass.

MISSOURI'S NEW CAPITOL CIGAR:—23,116. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 2, 1911. O. C. Danner, Russellville, Mo.

EL WOTAN:—23,117. For cigars. October 2, 1911. Frawley Importation Co., New York.

23,118. Not issued.

SMOKEPROOF:—23,119. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 2, 1911. South Cigar Co., Wapakoneta, Ohio.

EN SUITE:—23,120. For cigars. October 3, 1911. Hyman L. Levine, New York.

CUBAN CONTEST:—23,121. For cigars and cigarettes. October 3, 1911. S. M. Lauterman, South Chicago, Ill.

BETTER GRADE:—23,122. For cigars, cigarettes and smoking tobacco. October 4, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

CASH PROFIT:—23,123. For cigars, cigarettes and smoking tobacco. October 4, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

CLUB BOY:—23,124. For cigars, cigarettes and smoking tobacco. October 4, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

HAVANA TREAT:—23,125. For cigars, cigarettes and smoking tobacco. October 4, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

NEWEST:—23,126. For cigars, cigarettes and smoking tobacco. October 4, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

PONY BOY:—23,127. For cigars. October 4, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

23,128. Not issued.

LOMBANEGAS:—23,129. For cigars. October 4, 1911. S. Sladkus, New York.

MARIA PITA:—23,130. For cigars. October 4, 1911. S. Sladkus, New York.

LET-ER-BUCK:—23,131. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 4, 1911. Boltz, Clymer & Co., Philadelphia.

J. K.:—23,132. For cigars, cigarettes and smoking tobacco. October 5, 1911. J. K. Walker Cigar Mfg. Co., Bedford City, Va.

FAT:—23,133. For cigars, cigarettes, cheroots stogies and chewing tobacco. October 5, 1911. Geo. C. Knight, Chicago, Ill.

TARF:—23,134. For cigars, cigarettes, cheroots, stogies and chewing tobacco. October 5, 1911. Geo. C. Knight, Chicago, Ill.

TURSON DE ORO:—23,135. For cigars, cigarettes, cheroots, chewing and smoking tobacco. October 5, 1911. American Lithographic Co., New York.

FLOR DE PARANA:—23,136. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 5, 1911. Geo. H. Hernandez, Philadelphia. Re-registration by transfer from P. Seldis.

FIBRTAN:—23,137. For cigars. October 5, 1911. Geo. H. Hernandez, Philadelphia.

KAUFMAN BROTHERS' 7 & 7:—23,138. For cigars. October 6, 1911. Kaufman Bros., Baltimore, Md.

REPRESENTATIVE BILL:—23,139. For cigars, cigarettes, cheroots and smoking tobacco. October 6, 1911. Wm. H. Martz, Detroit, Mich.

DAILY MADE:—23,140. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 6, 1911. A. S. Valentine & Son, Philadelphia.

BESSIE BLUSH:—23,141. For cigars, cigarettes and smoking tobacco. October 6, 1911. American Lithographic Co., New York.

SADIE SMILE:—23,142. For cigars, cigarettes and smoking tobacco. October 6, 1911. American Lithographic Co., New York.

WINNIE WINK:—23,143. For cigars, cigarettes and smoking tobacco. October 6, 1911. American Lithographic Co., New York.

DAN DEWEY:—23,144. For cigars, cigarettes and smoking tobacco. October 6, 1911. Ollesheimer Bros., Detroit, Mich.

KAVKAZSKY TOB. & CIG. CO.:—23,145. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 7, 1911. A. Datesgold, New York.

GOOD:—23,146. For cigars, cigarettes, snuff, chewing and smoking tobacco. October 9, 1911. A. J. Golden, Norfolk, Va.

ADVANTAGE:—23,147. For cigars, cigarettes and smoking tobacco. October 9, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

CHECK MARK:—23,148. For cigars, cigarettes and smoking tobacco. October 9, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

THE SILVER CIGAR:—23,149. For cigars. October 9, 1911. University Cigar Co., Chicago, Ill.

LITTLE FIVE:—23,150. For cigars, cigarettes and cheroots. A. C. Henschel & Co., Chicago, Ill.

MARBLE-HEART:—23,151. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 9, 1911. Joel Sopher, Philadelphia, Pa.

BABY ROSE:—23,152. For cigars, cigarettes and smoking tobacco. October 10, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

SOME SMOKE:—23,153. For cigars, cigarettes and smoking tobacco. October 10, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

W. S. U'REN:—23,154. For cigars, cigarettes, cheroots, chewing and smoking tobacco. October 11, 1911. American Lithographic Co., New York.

BORAX BILL:—23,155. For cigars, cigarettes, cheroots, chewing and smoking tobacco. October 11, 1911. American Lithographic Co., New York.

OLITAN:—23,156. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 11, 1911. The Shields-Wertheim Co., Cleveland, O.

BARACOA:—90,362. For cigars. September 22, 1905. P. Seldis. Transferred October 5, 1911, to Geo. H. Hernandez, Philadelphia.

TRANSFERS.

1017'S LAUREL:—10,674. For cigars. August 13, 1895. A. M. Clime & Co. Transferred October 10, 1911, to W. F. Clime & Bro., Terre Hill, Pa.

BARACOA:—30.362. For cigars. September 22, 1911. P. Seldis. Transferred October 5, 1905, to Geo. H. Hernandez, Philadelphia.

LA SOILLE:—17,436. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. March 12, 1909. P. Seldis. Transferred to Geo. H. Hernandez, Philadelphia.

CORRECTION.

ELREFINO:—23,036. For cigars, cigarettes and smoking tobacco. September 15, 1911. Moehle Lithographic Co., Brooklyn, N. Y., should have read **EL RUFINO.**

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FOR SALE—Complete set of second-hand cigar store fixtures, in good condition. Same was taken in trade on a new outfit. The Cleveland Store Fixture Co., 4059 St. Clair Ave., Cleveland, Ohio. 5-15-tf.

Havana Firm Admits New Partners

CARDENAS y CA., packers and dealers in Havana leaf tobacco, at 126 Amistad street, Havana, Cuba, have issued a letter to the trade announcing admission to the firm of Don Pedro de Arango y Mantillo, as a full partner, with the right to use the firm name; and, as an industrial partner, Don Fernando Valdes y Fernandez.

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We have up-to-date Lithographed Cigar Labels and Bands on which we protect you in your territory. Samples and prices upon request.
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Cuban Tobacco Crop

A REPORT made several days ago by Deputy Consul General Henry P. Starrett, at Havana, says:

The total receipts of tobacco from the country since January 1, 1911, amount to 193,401 bales, of which 120,810 came from Vuelta Abajo, 8,843 from Semi-Vuelta, 15,221 from Partido, 43,349 from Remedios and 5,178 from Mayari (Oriente).

The tobacco situation in Habana is rather trying from the viewpoint of the buyer as prices range from 10 to 30 per cent. higher than for the same grades last year, and the supply at even these prices is decidedly limited.

A factor which makes the position of the American manufacturer of cigars who uses Cuban tobacco at times very difficult is that the American taste is for a light-colored leaf, and very often it is extremely difficult for the manufacturer to obtain enough light leaf, owing to various conditions in the Cuban production. Tobacco experts here insist that the light colored leaf is really not fully matured and does not have the fine flavor of the darker grades.

John H. Grondin has opened a cigar factory in lower Lisbon street, Lewiston, Me.

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Our Capacity for Manufacturing Cigar Boxes is Always Room for One More Good Customer

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OUR HIGH GRADE CIGARS SPEAK FOR THEMSELVES AND DO NOT NEED ANY PRAISE

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T & Co T & Co

SOME TERRITORIES STILL OPEN

OUR 5¢ CIGARS ARE UNEXCELLED

OUR PRODUCTION 40% MORE THIS YEAR THAN LAST THREE COMBINED

FOR SALE 45¢ Per lb. F.O.B. KEY WEST

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INTENTIONAL 2ND EXPOSURE

Quality Paramount

CELEBRATED

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The World's Standard Cigar

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Should be Strongly Represented in Your Stock

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REY EDUARDO

An extremely rich bouquet, but pleasing and mild in character.

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NEW YORK

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ESTABLISHED 1881

Vol. XXXI No. 21

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
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For One Hundred Years the Old Reliable

Nothing as good for Pipe or Cigarette.
Sells for 5 Cents

Frishmuth Bro. & Co., Inc., Philadelphia

MR. JOBBER

If You Do Not, You Ought to Know

that we have built our reputation on quality

That

ALVAGAR

and annexed brands of clear Porto Rican Cigars of

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are repeating wherever placed.

What better reason would you want?

Porto Rico, Caguas and San Lorenzo

New York at 128 Water Street

PASTORA

"THE MASTERPIECE OF ALL BROADLEAF WRAPPED
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Made by

SAN TELMO
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"QUALITY CREATORS"

El Wadora CIGARS

Looks like - - - 15c.
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Manillanette Stogies
3 FOR 5c.



The Manillanette Stogies are packed three in a package in triangular shape. Each package is banded and wrapped in oil paper, which keeps the Stogie in a clean and wholesome condition, and also prevents breakage. Write us for particulars.

I. Lewis Cigar Manufacturing Co., Newark, N. J.
Independent Manufacturers

Established 1857

M. STACHELBERG & CO.

Havana Cigar Makers

Tampa

For Gentlemen of Good Taste



San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

CENTRAL UNION



No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.





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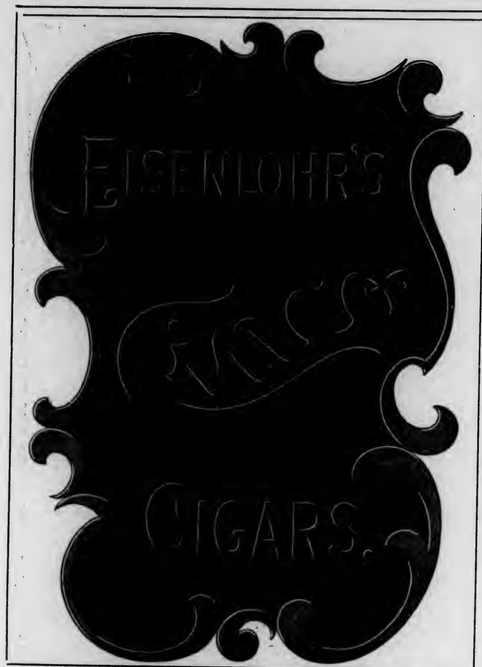
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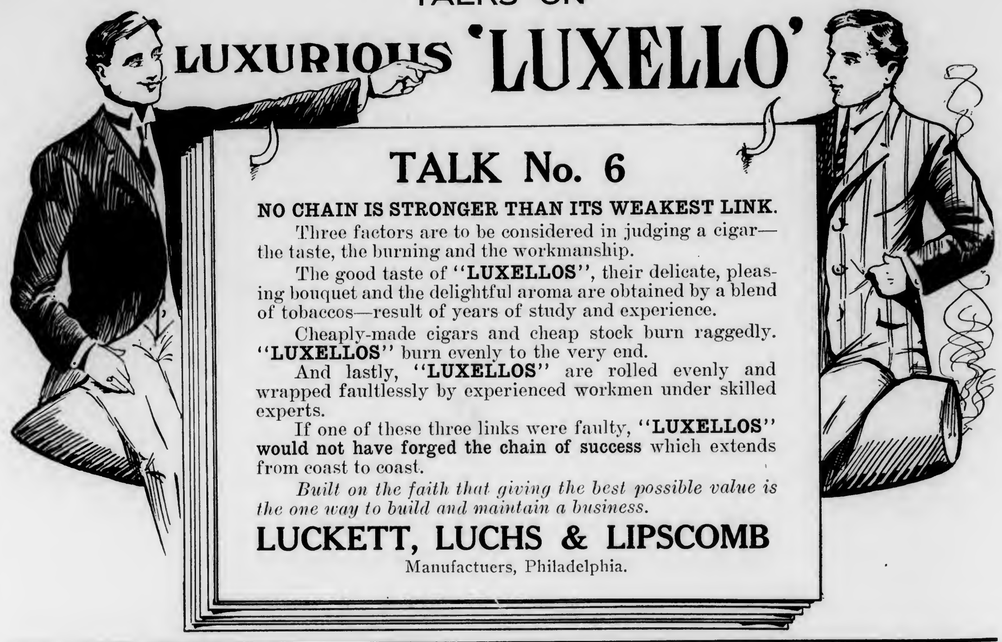
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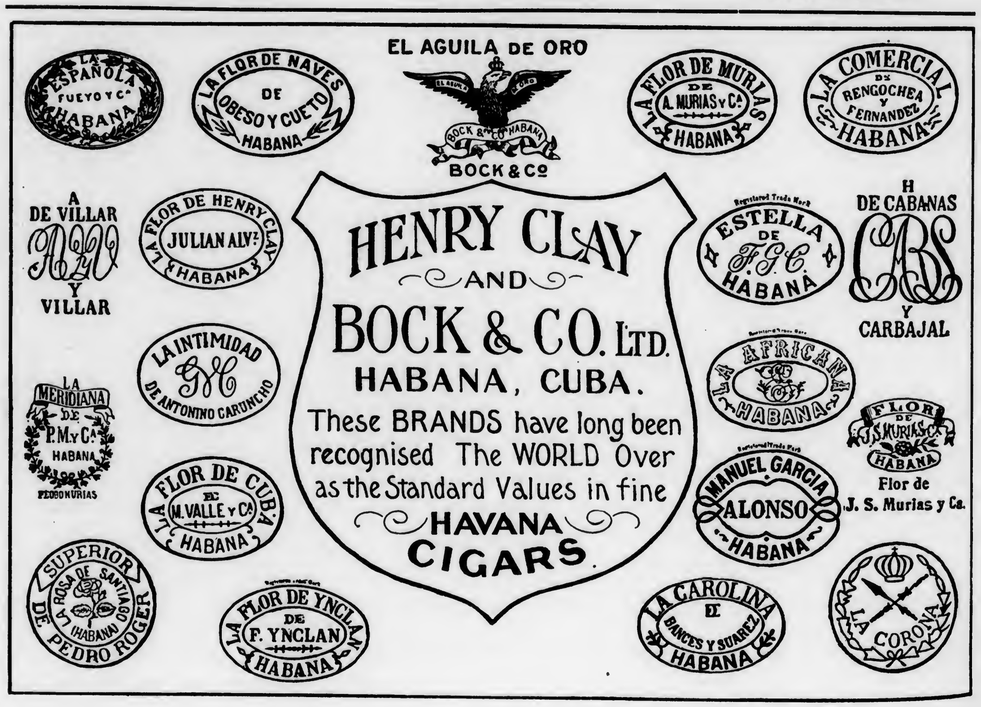
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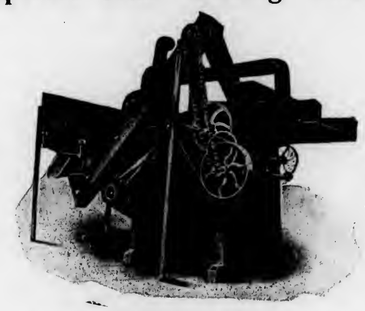
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The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, NOVEMBER 1, 1911. No. 21.

COURT LIKELY TO APPROVE MODIFIED PLAN

Public Hearings Reveal That Attorney General Wickersham Acquiesces, But Insists on Five Year Trial Period for American Tobacco Co.— Independents Make Strong Protest

(Special Despatch to The Tobacco World.) NEW YORK, October 31, 1911.

AS the public hearing on the re-organization plan of the American Tobacco Company draws to a close, the prediction is freely made, by various representatives of the financial interests affected that the United States Circuit Court will approve the plan as submitted, modified to meet some of the conditions demanded by Attorney General Wickersham on behalf of the Government.

At the opening of the Stock Exchange today prices of the American Tobacco Company's securities showed a sharp advance, indicating the feeling which prevails as to the outcome of the proceedings.

The court, especially Judge Lacombe, indicated by the tone of their questions to Attorney Brandeis, that the bench was not opposed to the spirit of the re-organization plans.

After the various attorneys representing both sides have been heard the court will take the case under advisement, and an opinion will be rendered later.

One of the sensational features of today's proceedings was the speech of DeLancey Nicoll, denouncing the independent interests opposing re-organization plans. "These interests," declared Mr. Nicoll, "represent a combination doing business valued at more than $350,000,000 a year, and were combined in this case to cripple a small competitor. They wanted the American Tobacco Company thrown in the hands of a receiver so that they may pick up some of the good things of this company at the auction block."

(From Staff Correspondent.)

NEW YORK, October 30, 1911.

EVERY phase of the re-organization plan of the American Tobacco Company was discussed from every angle today, when the public hearing before the United States Circuit Court formally began, with Judges Lacombe, Ward, Noyes and Coxe sitting.

On behalf of the Government, Attorney General Wickersham apparently acquiesced in the general plan of re-organization, but sought to make its acceptance dependent upon a five year's trial. He argued that the Government should reserve to itself the right at any time within five years to apply to the court for "other and further relief" provided the plan adopted has not resulted in "creating a new condition which shall be honestly in harmony with and not repugnant to the law."

There was no suggestion in Mr. Wickersham's argument that the American Tobacco Company should be divided into a larger number of new concerns than the fourteen provided in the original plan. He, however, would enjoin the defendants, pending the five years' term, from acquiring stock of any other of the companies it is proposed to create, than the companies in which they are left as stockholders, by the plan, but he would not extend his prohibition to stockholders other than the original defendants.

A suggestion made by the Attorneys General representing the Southern States that a receivership be considered was frowned down by the court.

On behalf of the Independent interests, Louis D. Brandeis and Felix H. Levy filed a brief which is summarized elsewhere in this issue. These attorneys represented the National Cigar Leaf Tobacco Association, the Cigar Manufacturers' Association of American and the Tobacco Salesmen's Association.

Brandeis Attacks the Plan.

Acting as spokesman for these interests, Attorney Brandeis insisted that unless the plan restores real competition as provided by the Supreme Court's decree, the court has no power to act in the premises, either to approve or renounce the plan submitted. "The same men," he argued, "own three or more companies in the same proportion as their present interests in the American Tobacco Company. Will these three companies honestly compete as competition is known in the business world?" asked Mr. Brandeis. He declared that no one seriously believes that they would.

Brandeis On the Cigar Trade

Mr. Brandeis then took up the size of the new companies as precluding effective competition and cited the fact that each of the three would have more of the cigarette business of the country than all the independents combined.

"Even if these businesses were really separately owned," he said, "their disproportion in size is such that real competition would be absolutely impossible on the part of independents, and there would be no competition worthy of the name between the three entities themselves. Turning to brands and factories, the division has the appearance of competition, but it is an appearance only. That distribution is such that each becomes in many respects a monopoly in itself.

"The cigar trade is spoken of as if it needed no protection because of the relatively small proportion held by the Trust. But the dealers are learning from the fate that has befallen their fellows in other departments and are greatly apprehensive.

"Competition is a fact, not a legal matter. It is not a question of reasoning, but of fact. You won't exert yourself unless there is somebody opposed to you that is exerting himself. The independents would be worse off than now; there would be four great companies instead of one, each gunning for them, each gunning for the same body of men. The United Cigar Stores Company has attained so unique a position that it is in itself a menace to trade. It may be perfectly true that its existence might not affect independents in some cities where it does not operate, but the question must be determined according to the facts where it does operate. In all such places it is driving out competition. That is a fact. You can't get around it by reasoning about percentages."

Independent Interests Protest to Court on Plan for Reorganizing A. T. Co.

Judge Lacombe and Noyes asked several questions as to what power the court would have to disintegrate the United Cigar Stores Company.

"It has power," said Mr. Brandeis, "to issue an injunction against interstate commerce on the part of the Cigar Stores Company as well as the American Tobacco Company. If an injunction were invoked the Cigar Stores Company would divide itself."

The Opposing Interests Represented.

Opposition to the disintegration plan was offered by Henry H. Hunter on behalf of the Independent Retail Tobacconists; John W. Yerkes, representing the Independent Tobacco Manufacturers, and the Attorneys General representing the States of Virginia, North and South Carolina and New York.

Immediately after the Government had been heard, in opposition, the Judges allowed the lawyers for the American Tobacco Company to be heard. Attorneys Lewis Cass Ledyard, De Lancey Nicoll, W. W. Fuller and Junius Parker appeared on behalf of the American Tobacco Company, and Solomon M. Stroock, of the United Cigar Stores Company, and William B. Hornblower, representing the Imperial Tobacco Company of England.

Bondholders Approve the Plan.

Joseph H. Choate, former Ambassador to England, spoke on behalf of the 4 per cent. bondholders approving the plan, stating "that the plan may not be the best, but anything that would tend to eliminate it should not be seriously considered. The committee for which I speak represents a vast number of helpless people, and we believe that under the plan we have received a fair and equitable offer, in fact, a concession."

Morgan J. O'Brien, who represented the 6 per cent. bondholders, said that he was quite sure that all the bondholders would approve the plan.

"It is a splendid piece of work," said Mr. O'Brien, "and a plan that does not destroy business. In controversies of this character the property of citizens must be conserved in conformity with the constitution. There is no middle ground, in the present case. The business must either be destroyed or else preserved in such a way that the rights of security holders will be protected, and the elements of the trust allowed to remain in such a way as to continue as going concerns."

A brief protest against the plan was then made by counsel representing a holder of ten 4 per cent. bonds. This was the only protest made by any security holder.

Mr. Wickersham's Argument.

After referring to the directions of the Supreme Court to restore competitive conditions, Wickersham said:

"Obviously the effect of any plan of disintegration submitted to the consideration of the court must be more or less a matter of conjecture, and it is impossible for the court to determine in advance whether or not a plan which proposes to restore competitive conditions will actually accomplish the purpose intended. Any decree ascertaining and determining upon a plan should therefore reserve to the Government the right, at any time within five years from date of entry, to apply to the court for other or further relief upon a showing that, as a matter of fact, such plan has not resulted in creating a new condition which shall be honestly in harmony with and not repugnant to the law. To that end each and every of the new corporations proposed to be organized for the purpose of carrying out the plan should be brought in as a party to this suit, in order to be subjected to the jurisdiction of the court and bound by its decree."

The Attorney General asked that whatever plan be adopted be made subject to the following conditions, briefly stated:

"The corporations among which the properties and business in the combination are to be distributed for a period of five years shall not have any officers or directors in common.

"These companies shall not have any stock interest in each other.

"They shall not employ the same agencies for the purchase of leaf tobacco or other raw material, or for the sale of tobacco or other products.

"They shall not retain or employ the same clerical or other organization, or occupy the same office or offices.

"No one of them shall hold capital stock in any other corporation, any part of whose stock is also held by any of the other corporations among which the properties of the combination are distributed."

The Attorney General continued:

"To the end that the twenty-nine individual defendants in this suit shall not increase their control over any of the corporations among which the properties and business now in the combination are to be distributed, pursuant to the plan, that such defendants be severally enjoined from, at any time within five years from the date of the decree, acquiring, directly or indirectly, the legal or equitable ownership of any amount of stock in any one of said corporations in addition to the amounts which they would respectively hold if and when the plan shall have been carried out as proposed."

The further suggestions of the Government included the following:

"That, in the distribution of the properties and businesses now held in the combination pursuant to the plan of disintegration, the corporation shall be allowed to acquire property, tangible or intangible, which would invest it with as much as 40 per cent. in volume or in value of any particular line of the tobacco business.

"That all covenants in any way restricting the right of any company or individual in the combination to buy, manufacture, or sell tobacco or its products, should be rescinded by the affirmative action of the respective parties thereto who are parties to this suit.

"That the stock of the United Cigar Stores Company be sold and distributed to parties other than the twenty-nine individual defendants or others of the common stockholders of the American Tobacco Company, to the end that the corporation be entirely separated from any connection with the corporations among which the properties and businesses now in the combination are to be distributed.

Asks for Injunction.

Finally the Attorney General asked for a general injunction prohibiting the re-creation of the combination or of any similar combination, adding:

"That, by the final decree to be entered herein, it be provided that the defendants, their respective officers, directors, agents, servants and employes, be forever enjoined and prohibited from continuing or carrying into further effect the combination adjudged illegal by the Supreme Court, and from entering into or forming any like combination or conspiracy, the effect of which is or will be to restrain commerce in tobacco or its products, or in articles used in connection with the manufacture and trade in tobacco and its products, among the States or Territories or with foreign nations, or to prolong the unlawful monopoly of such commerce obtained and possessed by the defendants, as adjudged herein in violation of the Act of Congress approved July 2, 1890."

"By causing the conveyance of the physical property and business of any of the corporations among which the properties and businesses now in the combination are to be distributed to any other of said corporations; by placing the stocks of any one or more of said corporations in the hands of voting trustees or controlling the voting power of such stocks by any similar device; or

"By making any express or implied agreement or arrangements together or one with another like those adjudged illegal by the Supreme Court in this cause, relative to the control or management of any of said corporations, or the price or terms of purchase or of sale of tobacco or any of its products, or the supplies or other product dealt with in connection with the tobacco business, or relative to the purchase, sale, transportation, or manufacture of tobacco or its product or supplies or other product aforesaid, by any of the parties hereto, which will have a like effect in restraint of commerce among the States, in the territories, and with foreign nations to that of the combination the operation of which is enjoined in this cause; or by making any agreement or arrangement of any kind with any other of such corporations under which trade or business is apportioned between such corporations, in respect either to customers or localities; or by any of such corporations doing business, directly or indirectly, under any other than their own respective corporate names; by refusing to sell to any jobber any brands of any tobacco product manufactured by it except upon condition that such jobber shall purchase from the vender some other brand or product, also manufactured and sold by it; or

"By the British-American Company and the Imperial Company, employing a common agent for the purchase of leaf tobacco in the United States, or by either of said two companies uniting with any of the corporations among which the properties and businesses now in the combination are to be distributed in the employment of a common agent for the purchase of tobacco leaf; or

"By transferring to and vesting in any of the corporations among which the properties and businesses now in the combination are to be distributed any part of the stock of United Cigar Stores Company."

The Government's Stand On the Reorganization Plan

Attorney General Wickersham, in suggesting a five-year trial period of the re-organization plans, insists on the following provisions:

Corporations to succeed American Tobacco Company shall not have any officers or directors in common.
They shall not have any stock interest in each other.
They shall not have the same agencies for the purchase of raw material or the sale of their products.
They shall not employ the same clerical or other organization or occupy the same offices.
No one of them shall hold stock in any other corporation any part of whose stock is also held by any of the other corporations among which the properties of the combination are distributed.
Limit of 40 per cent. in volume of any particular branch of the tobacco business.
All restrictive covenants to be abrogated.
All stock in United Cigar Stores Company to be sold and distributed to parties other than the twenty-nine defendants or common stockholders of the American Tobacco Company.

Defects in Plan Pointed Out by Independent's Attorneys

THE following is a summary of the brief filed by attorneys Brandeis and Levy setting forth the fundamental defects in which they ask the Court to set aside the reorganization plan.

COMMON OWNERSHIP.

First.—The plan proposes to divide the main properties of the trust among several corporations legally distinct, but to distribute the stock in these several corporations pro rata among common stockholders of the American Tobacco Co. No plan can be effective to restore competition which does not include as an essential condition a provision that the separate corporations or segments which are to carry forward the business of the trust shall at the outset and for a limited period thereafter be owned by absolutely distinct groups of individuals.

Under the proposed distribution of the securities of the several corporations formed to carry forward the business of the trust as alleged competitors, competition between these concerns would, of course, be legally possible; but common ownership of the stock would make it certain, that in fact, there would be (at least in the immediate future) no real competition. This would be so, no matter how great the number of corporations into which the business of the trust were divided. It is contended that the twenty-nine individual defendants control today only fifty-six per cent. of the voting power of the American Tobacco Co., and that under the plan they will control a smaller per cent. of the stock and voting power of the several segments into which the trust is to be divided. But it is obvious that a legal majority of the stock of a corporation is not essential to actual control. A small minority may control; and as the same individuals would at the outset select the directors and the officers of each of these colorable competitors, it is certain that the officers and the directors of the several companies would be friendly, if not in fact identical.

It is essential that the ownership of the stock in the different corporations which are to carry forward the business of the trust as competitors of one another should not merely be held, at the outset by distinct groups of individuals, but that it should be so held for a limited period thereafter, say for five years. Provision should therefore be made prohibiting by injunction those who at the time of distribution acquire stock in any one of the segment corporations from acquiring stock during such period in any other of the segments. This injunction should not be confined in its operation to the twenty-nine individual stockholders who are now named as defendants. It should extend to every stockholder who participates in the distribution under the plan.

DOMINATING CONCERNS.

Second.—The plan provides for a division (generally) among only three huge corporations of nearly all of the properties now held by the trust. No plan can be effective to restore competition which does not include as an essential condition that no department of the tobacco business now conducted by the trust shall be divided into segments so large as to prevent the independents engaged in that branch of the business from competing with them under fair conditions.

In determining how large the several segments into which the trust's business is to be divided, may properly be, existing trade conditions must be considered. The question is one that should be decided not by generalizations, but by reference to the specific commercial facts prevailing in the several departments of the tobacco trade. That each of the three or four corporations would under the proposed plan in fact dominate and could crush the existing independents becomes clear when their relative positions in the trade is considered.

CIGARETTES.

The cigarette business of the trust is divided by the plan among three concerns. It should be divided among at least seven separate concerns.

The American Tobacco Co. would have 33.15 per cent. in value of the whole cigarette business of the country, the Lorillard Co. 26.92 per cent., and the Liggett & Myers Co. 21.03 per cent. All of the independents together control only 19.80 per cent. Each of the three companies among which the trust's cigarette business is to be divided would thus start with a cigarette business greater than the aggregate business of all the independents.

While it is undesirable to place a limit upon the size to which a business may grow, or to determine the proportion of the whole business of the country in any article which may properly be acquired by one concern through such growth, it is absolutely necessary to take relative size into consideration when it is sought to restore competition which has been suppressed through illegal combination.

Furthermore, under the plan, the distribution of the brands of cigarettes is such that each of the three colorable competitors who are to carry forward the business of the trust will, as against the other two, dominate a particular branch or market of the cigarette trade.

SMOKING TOBACCO.

The smoking tobacco business of the trust is divided by the plan among four concerns. It should be divided among at least twelve separate concerns.

The American Tobacco Co. would, under the plan, have 40.53 per cent. in value of the whole smoking tobacco business of the country, the Lorillard Co. 18.88 per cent., and the Liggett & Myers Co. 16.47 per cent.; while all the independents together would have only 21.39 per cent. In other words, the American Tobacco Co. would alone have a smoking tobacco business nearly twice that of all the independents together. The Liggett & Myers Co. and the Lorillard Co. would each start with a smoking tobacco business nearly as large as the aggregate business of all the independents.

Under the plan, the distribution of the brands is such that three of the four colorable competitors would, as against the others, dominate a particular branch or market of the smoking tobacco trade.

In considering the propriety of insisting upon dividing the smoking tobacco business of the trust among a larger number of corporations, it should be remembered that the smoking tobacco business now controlled by the trust is the result of combining over fifty-seven separate businesses; that the smoking tobacco manufactured is of several distinct classes and that at the present time, the trust manufactures its smoking tobacco in twelve different factories.

PLUG TOBACCO.

The plug tobacco business of the trust is to be divided, by the plan, among four companies. It should be divided among at least twelve separate concerns.

Liggett & Myers Co. would have, under the plan, 37.84 per cent. in value of the plug tobacco business of the country, the American Tobacco Co. 22.98 per cent., and the Reynolds Tobacco Co. 15.49 per cent., as against only 19.05 per cent. now held by all the independents together. Liggett & Myers Co. would have a plug tobacco business nearly twice as large as the aggregate business of all the independents. The American Tobacco Co.'s plug tobacco business would be larger than the aggregate of all the independents, and the Reynolds Tobacco Co.'s plug tobacco business would be more than three-quarters the aggregate business of all the independents.

Under the plan, the distribution of the brands is such that at least two of the four companies would, as against the others, dominate particular branches or markets of the plug tobacco trade.

LITTLE CIGARS.

The little cigar business of the trust is divided, by the plan, among three concerns. It should be divided among at least seven separate concerns.

The Lorillard Co. would, under the plan, have 40.95 per cent. in value of the little cigar business of the whole country, the Liggett & Myers Co. would have 38.69 per cent. and the American Tobacco Co. 13.41 per cent., as against only 6.95 per cent. held by the aggregate of all the independents. That is, the Lorillard Co. would control nearly seven times as much little cigar business as the aggregate of all the independents, the Liggett & Myers Co. over six times as much and the American Tobacco Co. nearly twice as much.

SNUFF.

The snuff tobacco business of the trust is divided, by the plan, into three parts. It should be divided among six separate concerns.

The American Snuff Co. would, under the plan, have 35.55 per cent. in value of the whole snuff business of the country, the George W. Helm Co. 28.95 per cent., and the Weyman & Bruton Co. 27.68 per cent., as against 7.82 per cent. now controlled by all the independents together. That is, the American Snuff Co. would have a snuff business more than four times as large as the aggregate snuff business of all the independents, and the George W. Helm Co. and the Weyman & Bruton Co. a snuff business each more than three times as large as the aggregate business of all the independents.

LICORICE PASTE.

The licorice paste business of the trust is divided, under the plan, into two parts. It should be divided among at least four separate concerns.

The trust, through the MacAndrews & Forbes Co., now controls ninety per cent. of the licorice paste business of the country. There is but one independent manufacturer and until the commencement of this suit that manufacturer conducted the business under an agreement in combination with the trust.

TIN FOIL.

The tin foil business of the trust is divided, by the plan, into two parts. It should be divided among at least five separate concerns.

"COMPLETELY EQUIPPED" CONCERNS.

Third.—The plan provides that the three companies among which all the manufacturing properties of the trust are divided shall be "each completely equipped for the conduct of a large tobacco business." No independent concern is now "completely equipped for the conduct of a large tobacco business," or indeed completely equipped to do any tobacco business covering all the main branches of the tobacco trade. No plan to restore competition can be effective which does not include as an essential condition that the several concerns which are to carry forward the business of the trust shall be, at the outset, of a character similar to that of the remaining independent concerns.

It follows that any corporation taking over a part of the plug tobacco business or smoking tobacco business of the trust shall not take over any of the cigarette or cigar business; that a corporation taking over a part of its cigarette business shall not take over any of its smoking tobacco business, plug tobacco business or cigar business; and that a corporation taking over any part of the cigar business shall not take over any of its smoking tobacco business, plug tobacco business or cigarette business.

The impossibility of fair competition between the independents and these four companies, into which it is proposed to divide the manufacturing business of the trust, is due to the cumulative effect of three distinct advantages which the trust has secured through its illegal combination:

1. The large percentage of the whole business in any department which each would have as compared with the independents.

2. The fact that its business extends over all departments of the tobacco trade.

3. The fact that the trust holds, and is proposing to distribute among the three companies, certain brands which are practically indispensable to the successful conduct of business by any jobber or retailer of tobacco.

Each company would, therefore, be enabled, by means of these "indispensable brands" to largely compel dealers to give preference to its other products over those of the existing independents. It would also, by use of the huge profits derived from those indispensable brands, be enabled to crush these independents as competitors of other departments of its business.

RESTRAINTS ON UNFAIR COMPETITION.

Fourth.—The plan contains no provision under which the several corporations which are to carry forward the manufacturing business of the trust will be enjoined from practicing those methods of unfair competition, by means of which the trust has in the past overcome its competitors. It is clear that for a limited period the Independents should have more protection than would ordinarily be necessary in trade where one concern has not succeeded in illegally dominating the trade. For this reason it is not sufficient that the corporations carrying forward the business of the trust be merely enjoined from a continuation of the illegal practices pursued by the trust; they should also be prohibited for a limited period (say five years, and such further time, if any, as the Court may hereafter order) against other practices not necessarily illegal, but which if resorted to at the outset, would tend to stifle competition. The plan should, therefore, include, among other acts, to be prohibited for such limited period, the following:

Each corporation which is to carry forward any part of the manufacturing business of the trust, should be restrained:

(1) From acquiring or holding stock or other interest in, or undertaking to exercise any control over, or making loans or otherwise extending credit to any other corporation carrying forward any part of the business of the trust, except as hereinafter provided.

(2) From having any person act as one of its officers or directors who is also an officer or director in any of the other corporations carrying forward any other part of the business of the trust, except as hereinafter provided.

(3) From combining in any way with any other corporation carrying forward any part of the business of the trust, either in purchasing raw material or supplies, or in selling manufactured products, or otherwise, or having any joint or common agents or enterprises in connection with the purchase of raw materials or supplies, or the sale of manufactured products or otherwise.

(4) From making any agreement or arrangement of any kind with any corporation carrying forward any part of the business of the trust under which trade is apportioned in respect either to customers or localities.

(5) From doing business directly or indirectly under any name other than its own corporate name.

(6) From holding stock in or being otherwise interested in any other corporation, except as hereinafter provided.

(7) From espionage on the business of any competitor either through bribery of any agent or employee of such competitor, or obtaining information from any United States revenue official.

(8) From giving away, selling at or below the cost of manufacture and distribution, any of its products, or adopting any other method of cut-throat competition for the purpose of destroying or of acquiring the business or trade of a competitor.

(9) From refusing to sell to any jobber any brand of snuff or cigarettes of smoking or chewing manufactured by it, which is indispensable in the particular market. It should also be restrained from giving any rebates, allowances or other special inducements to those who use its goods exclusively or give preference to them over the goods of competitors.

(10) No corporation carrying forward any part of the manufacturing business of the trust should be allowed to hold any part of the stock of or any other interest in any concern engaged in jobbing tobacco products; but it should be permitted, except as above stated, to own the stock of another corporation organized to carry on any part of its permissible business, provided such other corporation shall have a corporate name, and the business is done under a name, substantially identical with its own.

Each of the twenty-nine individual defendants, and also the other stockholders among whom distribution of the property of the trust is made, should be restrained from doing, or aiding in the doing, of any acts which the corporations are to be prohibited from doing as above set forth.

Every independent, or other person, interested, should in the event of any alleged violation of the injunction, have liberty to apply to the Court for protection, and such action as may appear to be appropriate.

UNITED CIGAR STORES.

Fifth.—The plan provides for leaving intact the United Cigar Stores Co. and merely distributing among the common stockholders of the American Tobacco Co. its stockholdings in the United Cigar Stores Co. No plan can be effective to restore competition which does not provide for dividing the business and property of the United Cigar Stores Co. among many separate concerns owned by absolutely distinct groups of individuals. These businesses should be divided, preferably among at least ten separate corporations, and no one corporation should be given a predominant power in any locality.

When divided, each segment of the United Cigar Stores Co. should be owned by a different group of individuals; and like provisions should be made as in the case of the segments of the manufacturing properties of the trust, that for a limited period, say five years, none of the original stockholders should be allowed to acquire an interest in any of the other segments into which the United Cigar Stores Co. is divided.

Specific provision should be made to prevent, as in the case of the manufacturing companies, any combination between the different corporations formed to carry forward the United Cigar Stores Co. business. They should be expressly prevented from combining in any way in purchasing or in selling tobacco products or in purchasing or leasing real estate and specifically from issuing interchangeable coupons.

THE CIGAR BUSINESS.

Third.—Under the plan the American Tobacco Co. is to retain in its treasury the stock of the American Cigar Co. now held by it. The American Cigar Co. should be separated absolutely from every other corporation which carries forward any part of the manufacturing business of the trust in other tobacco products. All the American Cigar Co. stock held by the trust should be transferred to some group of individuals entirely distinct from those who hold the stock in the corporations which take over the smoking tobacco, plug tobacco, snuff and cigarette business of the trust.

Furthermore, the manufacturing business of the American Cigar Co. should be divided among at least four separate corporations, each owned by a distinct group of stockholders; and each of these corporations should be subject to prohibitions substantially similar to these above set forth in respect to the other corporations, carrying forward parts of the business of the trust.

Tobacco Interests Unite in Opposition

AT a conference held October 19th in the rooms of the New York Cigar Leaf Tobacco Board of Trade, 141 Maiden lane, resolutions were adopted protesting against the plan of reorganizing the American Tobacco Company. An advisory committee consisting of one member from each organization represented, was appointed to join forces with the committee and counsel of the National Cigar Leaf Tobacco Association in opposing the plan.

Delegates attended from the National Cigar Leaf Association, the Cigar Manufacturers' Association of America, the Independent Tobacco Manufacturers' Association, the Independent Retail Tobacconists' Association, the Tobacco Salesmen's Association, the Tampa Cigar Manufacturers' Association, and various local leaf tobacco growing interests.

Aaron B. Hess, of Lancaster, president of the National Cigar Leaf Association, presided, and Charles Fox, of New York City, acted as secretary. In addition to the above interests, the labor unions were represented by delegates from the International Cigarmakers' Union. It is estimated that 86% of the independent cigar output and 60% of the independent tobacco production of the country, were represented directly or indirectly at this meeting.

Prominent among those present were Jac. Wertheim, of the United Cigar Manufacturers Co.; Oscar Rosenberger, of the San Telmo Cigar Co., Detroit; Charles Eisenlohr, of Philadelphia; E. A. Kline, of Cleveland; M. W. & E. C. Berriman, of New York; Richard Traiser, of Boston; William Taussig, of Chicago; Hugh Campbell, of Richmond, Va., and many other New York leaf and cigar men. The International Cigarmakers' Union was represented by G. W. Perkins and others.

Mass Meeting of Retailers Voices Protest

THE Independent Retail Tobacconists and the recently formed organization of Independent Tobacco Salesmen held a mass meeting at Terrace Garden on Thursday evening, October 26th, for the purpose of further protesting against the plans for dissolution which have been filed with the Circuit Court by the American Tobacco Company.

A number of prominent attorneys addressed the large gathering. Henry H. Hunter, attorney for the retailers, announced that he had received a letter from Attorney General Carmody, of New York, pledging co-operation.

Former Assistant Attorney General Felix H. Levy occupied the floor for nearly two hours, and in a very strenuous arraignment pointed out the various inconsistencies in the plans which had been offered by the trust.

Other speakers who addressed the meeting were Vincent J. Farley, editor of *Retail Tobacconist;* Attorney C. L. Ferguson, and Ike Ochs, vice-president of the organization.

About forty new members were received into the association, and many others signified their intention of joining the independent movement.

Mr. Cuesta's Report on Smoker Hearing

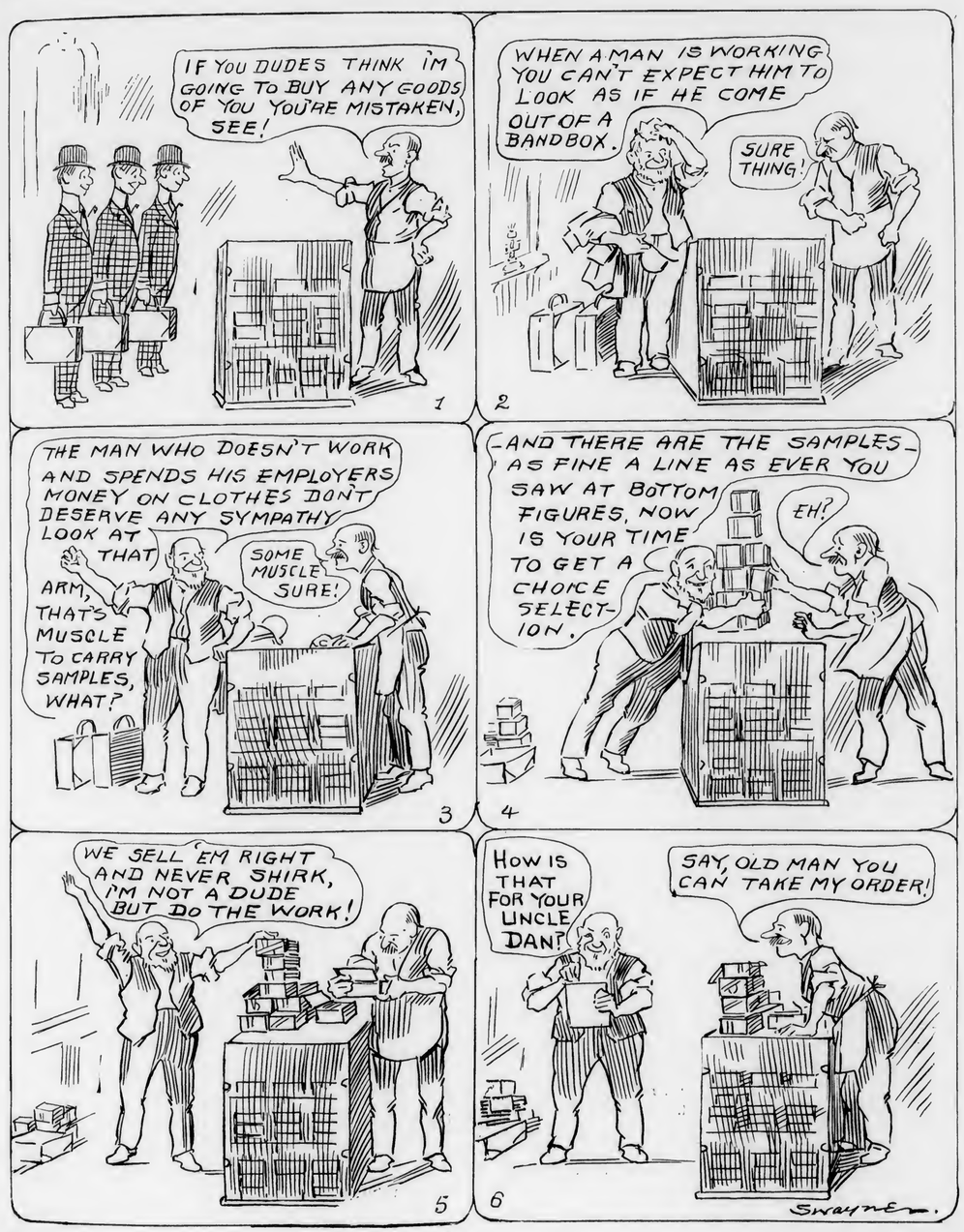
IN the report to his local colleagues, A. L. Cuesta, of the committee of Tampa manufacturers, who appeared recently before Internal Revenue Commissioner Cabell in Washington, to protest the "free smoker" ruling, states that the commissioner advised the protestants that he would furnish the necessary blanks and begin at once collecting taxes claimed for the past two years, also that he would supply blanks for estimating "smokers" between now and January 1st, and that the manufacturers could pay the taxes under protest. Beginning with the new year, the law will be rigidly enforced.

Mr. Cabell told the committee that their only recourse was through the courts, and if the manufacturers saw fit to appeal to Congress to change the law.

A brief, setting forth the manufacturers' side of the question, was presented to Mr. Cabell by Mr. Pendas and Mr. Wilcox, representing the manufacturers's committee.

DIPLOMATIC DAN---Works the Workingman's Gag

Drawn for "The Tobacco World" by Swayne



Retail Salesmen Elect Their Leaders

Association Recently Organized Holds An Enthusiastic Meeting

PROMPTED by the realization that there is an ever increasing tendency to minimize the importance of the place which the salesman holds in the tobacco industries, and realizing the advantages to be acquired through a co-operation with the independent interests, a number of the best-known sales representatives in this city, held an enthusiastic meeting, at Terrace Garden, on Friday, October 20th, and took steps to strengthen the Tobacco Salesmen's Association, which organization had been formed several days previous to that date.

The general response which followed the invitations was very gratifying to those who had the project at heart. A large number of the best known salesman in the East responded to the call, and when President Irah H. Morris opened the meeting, the spacious hall was more than comfortably filled.

The main object of the meeting was to further endorse the actions which had been taken by the various independent cigar, tobacco and cigarette companies, in reference to carrying out the decree of the United States Supreme Court, with regard to the dissolution of the American Tobacco Co.

Officers were elected as follows:

First vice-president, L. B. McKitterick.

Second vice-president, Oscar Veit.

Third vice-president, Bauer Hess, of San Francisco.

Treasurer, Sigmond Weil.

Executive Committee: I. H. Morris, Wm. Frisch, Sigmond Weil, Oscar Veit, L. B. McKitterick, Harry Prochaska, C. B. Berud and H. H. Norden.

Speeches were made by Attorney Felix H. Levy, representing the Cigar Manufacturers' Association and the Leaf Dealers' Association; H. H. Hunter, attorney for the Independent Retailers, and a number of other men who are prominent in the general Independent movement.

A number of salesman, who are well versed with conditions, took the floor, and in brief remarks expressed their opinions and views as to the measures which the organization should adopt.

Some of the other speakers, who addressed the large audience, were: Murray Buxbaum, president of the Retail Organization; Louis Krause, of the Surbrug Co.; Oscar Veit, of Rey, Strauss & Co.; Wm. Frisch, of A. Santaella & Co.; Harry Prochaska, of Streeter, Fernandez & Co.; L. B. McKitterick, of Melachrino & Co.; Bauer Hess, of San Francisco, Cal., and a number of others, prominent in the retail trade, who were present, addressed the large gathering.

A number of resolutions were adopted, which will have considerable influence in shaping the plans of the American Tobacco Company before they are finally presented to the courts for adoption.

The newly formed association will hold meetings at monthly intervals or oftener, if deemed necessary by the executive committee.

Two A. T. Subsidiaries are Divorced

Hernsheim Co., Ltd., Cigar Manufacturers and R. P. Richardson, Jr., & Co. Tobacco Manufacturers Sever Relations With Big Company

TWO significant developments occurring within the past ten days indicate the American Tobacco Company has taken the first steps towards the disintegration of its business.

From New Orleans comes a report that the Hernsheim Co., Ltd., has completely severed its relations with the American Tobacco Co. and that H. W. Cobb has purchased the American Tobacco holdings in this company, which, with his own interests, gives him virtually sole ownership. A new factory, it is stated, will be erected by the Hernsheim Company and the business be expanded along independent lines. The brands which made the name "Hernsheim" famous throughout the country are the "La Belle," "Creole" and "Hernsheim" nickel cigars and "El Belmont," "King's Court" and "Flor de Capulet" ten cent cigars.

The other company to be divorced was the R. P. Richardson, Jr., & Co., tobacco manufacturers. By an amicable settlement of all differences between themselves and the Richardson Company the American Tobacco Company has closed the doors to the possibility of an appeal to the Supreme Court by any interest other than those directly concerned in the reorganization of their business. The Richardson firm being a subsidiary of the American Tobacco Co. was a party to the Government suit against the big combination, consequently it would have had the right to appeal in case the decision of the United States Circuit Court on the reorganization plans did not meet with its views.

By the compromise just effected the Richardson Company obtains all that it has contended for in the litigation extending over five years, and the American Tobacco Co. waives all claim on the 60 per cent. of the company's stock it held and sells back its holding of $120,000 worth of bonds, which will be cancelled. The Richardson Company is now free to resume its independent position and as a result has withdrawn its petition against the defendants.

Bert Johnson Acquires McMillan Business

THE large circle of friends of Bert Johnson, who for nearly ten years past has been the able manager of the cigar stand of the Hotel Metropole, Detroit, will learn with decided interest that he has just purchased the cigar and tobacco business run in connection with the big wholesale grocery store of the G. & R. McMillan Co. at Woodward avenue and Fort street, and has just opened there on his own account. Johnson intends to do both a wholesale and retail business in cigars exclusively, paying special attention to box trade. He informs us that in imported goods he will carry a full line of "Partagas," "El Rey Del Mundos," "Romeo y Julieta" and Bock & Co.'s goods. In clear Havana made goods he will feature the "Tuval" in twenty-four sizes, also "Sanchez y Haya" and "Lozanos." In seed and Havana goods the "Robert Burns" and "Artensa" will be leaders, and in nickel goods he will show the "El Rigodon" and "Norma Martinez."



BERT JOHNSON

Mr. Johnson is an exceptionally popular "Detroiter," and built up a large following at the Hotel Metropole, so that in embarking on his account, it would seem that his success is assured.

Ed. C. Houlette, of Chicago, advertising agent for Bondy & Lederer, New York, is now engaged on a campaign on "Lawrence Barrett" cigars through J. J. Gans & Bros., local distributors at Los Angeles, Cal. The only difficulty the house is experiencing is in not getting goods fast enough from the factory to meet the growing demand.

THE MOST AROMATIC OF ALL TOBACCOS

An Interesting Account of How Louisiana Acadians Grow and Cure Perique

By HENRY N. LEWIS

THINK of a tobacco with an aroma which permeates the air like the fumes of some delectable brew of Oriental fruits—a spicy, spiritous odor, heavy-sweet and penetrating as the scent of tube roses—and you may catch in fancy the fragrance of freshly-cut Perique. As it lies in a cypress keg, such as that in M. Lartigue's tobacco shed, which held my nose as insistently as a dripping bucket holds the parched lips of a thirsty harvest hand, you may picture it in tangled filaments of old-book brown, as glossy and full of sunshine as the newly-shorn tresses of some pampered candidate for the veil. But if you would burn under your nostrils such an incense as never came from your pipe before, and soothe a grateful tongue with the coolest balm that ever flowed over it; if you would fill your lungs with a breath as delicious as that which blows off an apple orchard in June, and cleanses the crannies of your brain as though washed in a cold spring, then you have nothing to do but to smoke it.

From the lumber town of Lutcher, forty-two miles above New Orleans, for eight miles to the village of Convent, the small plantations of the Perique growers are scattered along the Old Natchez Trace on the north bank of the Mississippi. They are hardly larger than suburban dooryards, most of them, and the unpainted cottages and tumble-down tobacco sheds are mute witnesses of a long-suffered poverty.

But they are set in as fair a prospect as one could wish to see. Great fields of light-green cane, dotted with the lazily smoking stacks of sugar mills, reach far back to the swamps on both sides of the river, and everywhere are fine old mansions surrounded by classic peristyles or fronted by white porticos, alluringly screened by groves of grand, moss-hung trees.

Indeed, the entire country is so shaded with huge specimens of live oak, magnolia, cottonwood and species of gum that it has the appearance of a quiet-residential park that has been invaded by a horde of factories and a straggling colony of humble homesteaders. There are signs of a more ancient grandeur, too. Occasionally, as you follow the winding Trace, you will pass some sturdy Theseus, hacked and scarred and with vacant windows, but still defying time, standing in a rank growth of weeds and creepers like a desecrated tomb in a deserted churchyard. Once I came on three little Nikes, crumbling in a row, with scarcely a brick left to show that a great temple had once stood in front of them. And further along, I saw a row of stately columns, white as ribs in the sand, with huge boughs bending over them and brushing their caps with soft streamers of moss, like the maid in the "Arabian Nights" weeping over her handless stumps.

The Acadians themselves are a simple, kindly people, little different, I fancy, from those voyagers who came floating down the river in a motley fleet of sorry craft when Aubry was Governor of Louisiana. For they have lived largely to themselves, clinging closely to the old ways. Few speak English, but a patois of French which is different from the patois of any other American settlement. They reject the appellation of "Cajens," and call themselves Creoles. They dress plainly, but have no distinctive garb; live frugally, but not meanly; for people do not become opulent from growing Perique.

Perique tobacco, which should be distinguished from the finished product "Perique" (for in curing it undergoes as complete a metamorphosis as the grub of a butterfly) is a tobacco with medium-sized leaves of fine fibre and small stems, which can be grown successfully only in the rich alluvial soil that lies along the banks of the Mississippi from the mouth to the Arkansas line.

More than a hundred years ago the cultivation of Perique tobacco was begun in Louisiana by exiled French colonists from Acadia, and in all the years since the industry has not spread beyond the confines of their settlements, nor has it passed out of the hands of their descendants, who grow and cure today precisely as their ancestors grew and cured it before them. When taken from the press, where it is brought to its final perfection by its re-absorbed aerated juices; exuded and diffused by constant uniform pressure, the leaves have changed from a light yellowish-brown to the lustrous brown of a pigeon's breast, and are tough and gummy, with the texture of the finest china silk, emitting an odor which suggests overripe figs cooking.

The world's supply of Louisiana Perique does not exceed 48,000 pounds in any year, and though the output is divided among five parishes, a tract of land containing not more than sixty-four acres under Perique cultivation in the vicinity of Grande Pointe, a settlement in the parish of St. James, furnishes five-twelfths of the whole amount.

Pierre Chenet, known by the sobriquet of Pierre Perique, from whom the tobacco takes its name, is accredited with teaching the art of making Perique to his neighbors early in the year 1800. Some of the elder Acadians say that the process as taught by Pierre was known before this. And I was shown entries of the sale of "carrotes" of tobacco, which is the form in which a certain amount of Perique is sold, in an old ledger kept on the plantation of Julien Poydras in 1792.

But though tobacco was sold in carrotes in the French markets as early as the middle of the eighteenth century, and the process was practiced, no doubt, at an early date in the French Colony of Louisiana, there is a wide difference between the French product and Acadian Perique as we have it today. The method of curing tobacco in its own juices, as introduced by Pierre Chenet, seems to have been an innovation in tobacco culture as unique as the qualities of the resultant commodity are remarkable.

(To be continued.)

Argentine Tobacco Combine

ADVICES from London, Eng., announce that the firm of Emile Erlanger & Co. are promoting a new concern which will take the title of Argentine Tobacco Company, Limited. This company will have a total capital of 1,059,450 pounds, and 570,000 pounds of debentures and will take over eleven businesses with factories, etc. It is stated that the aggregate of sales for the year ending June 30 last, amounted to 2,500,000 pounds, while the profits were about 300,000 pounds.

Kentucky Tobacco Warehouse Sold

THE Richmond (Ky.) Tobacco Warehouse Company has sold its warehouse at Richmond to the Farmers' Tobacco Warehouse Co., of that city. The latter company was recently formed and is composed of some of the most prominent men of that place. W. A. Langford is president; E. C. Million, vice-president, and P. H. Gumm, secretary. Among the directors are Joe C. Oldham, C. F. Chenault, T. E. Baldwin and A. J. House.



YOU have often heard the hackneyed joke about cigars being made of cabbage leaves, alfalfa and other vegetation, but in common with the other wise boys in the trade, you no doubt have never taken it seriously. I was chatting along this line the other day in the store of O'Brien & Co., of Detroit, who are high-class distributors of wines and cigars, when the manager of the cigar department dipped down in a drawer in his desk and pulled forth the following letter, which he received from a gentleman in Elm Hall, who had sent for the cigar price list of the O'Brien house.

I reproduce the letter just as it was written:

Elm Hall, Mich.

Mr. O'Brien & Co.

Dear Sir:

I received your cigar catalogue a few days ago I had looked them all over and took note of each one what they will cost me for each one, i see that the cheapest one is 3½ cts you dont expect to sell menny of the good ones do you, unless i could get a good percentage off on them I couldant sell them in this country. i dont want a cigar that is doped with opium or Annis oil to make them smell nice and I would want them made from the Tobacco Plant, how menny on your list is made from the Tobacco Plant?

i am coppying some of them of and sending them back to find out what they are made from and to find out the Percentage off on them 5 centers is the highest price cigar we can sell here there isant any one of them that is made of tobacco they are made from opium leaves Rattan leaves or something of the likes they find on thease Islands they have captured from the cubans i dont want such cigars i want a cigar that wont kill me to smoke it the cigars we are getting now is nothing but subistutes Please send me another list and mark the ones that has tobacco in them.

* * * * * *

Please mark the ones that is made of tobacco and the Percentage you give off from them i will send Postage for the return of this then i will pick out one box and send you the money for it so that i may test them before i bite to hard on them.

Elm Hall
gratiot co
Mich

* * *

In common with probably nine-tenths of the cigar trade of the country, I was deeply interested in the "World's Series" base ball games which were held in New York and Philadelphia. Just prior to one of the games in Philadelphia, I was walking across the field with several newspaper men, when I saw dense clouds of smoke coming from the grand stand and bleachers. One of my companions in alarm pointed to the stand and said: "There must be a fire there." I looked and for the moment had the same impression. The stand seemed to be emitting smoke like a volcano, but I could not see any flames. The flames were there, but they were the kind that arise only from the quick burning of cigars.

This set me to thinking how many cigars would be consumed by the "fans" at the "World's Series" games? Have you, Mr. Cigar Man, tried to figure it out?

At the six games there was a paid attendance of 179,851. Eliminating the women and the male non-smokers, it is safe to say that 75% of those present were smokers and were "working" at it. Just think, 135,000 smokers were there, an average of 22,500 at each game.

It is safe to assume that the average consumption of cigars by each smoker, at each game amounted to twenty-five cents, involving a total expense of nearly $6000 daily for cigars. Multiply this by six days, and you have a total of $36,000 spent and consumed in cigars alone. Add to this, another $10,000, a very modest figure, representing the cigars consumed by the out-of-town visitors at the hotels before and after the games and you will find that the "World's Series" saw at least $50,000 worth of cigars consumed.

And that ought to help trade some!

* * *

If you happen to own a cigar store and have patrons with wooden legs, be sure to see that your sidewalk and entrance have no pitfalls. If you do not, it might cost you $980.

That is what it cost Mary E. King, of Brockton, Mass., as a result of a suit brought against her by a wooden-legged customer, who slipped through the sidewalk in front of her cigar store. The case was carried through the minor courts of Massachusetts, and was eventually disposed of last week by the Supreme Court, which ruled that the shopkeeper was criminally negligent in not keeping her sidewalk in good condition and, therefore, had to pay the damages awarded to the plaintiff in the lower courts.

* * *

The Customs men of Kansas City, Mo., were much disturbed last week over a shipment of some 15,000 cigars which reached there from Havana. Ordinarily the Customs Appraisers would not be in a flurry over such a small invoice, but as this particular shipment was put up in a number of intricate cabinets, each containing different size and quantity of cigars, each cabinet had to be opened, the cigars taken out and counted and then replaced. The cabinets were designed for the ultra particular Christmas trade and contained from 50 to 200 cigars, which retailed from ten cents to two dollars each. It had those Kansas City sleuths guessing for awhile.

* * *

I hear that Abraham Cassell, who has been for thirty years employed with Frank Cochran, cigar manufacturer in Sterling, Ill., is claimed to be the oldest maker of cigars actively engaged at the bench in this country. I do not know how true this may be, but I learn on good authority that Mr. Cassell passed his 75th birthday about two weeks ago, and that he spends from ten to twelve hours every day making cigars and rides several miles on his bicycle to and from his work. It is quite apparent that the handling of the aromatic leaves and the pleasant fumes of the newly made cigars have been conducive to a long and healthy life for him.

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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EDITORIAL

Can the Government Collect?

Despite reports to the contrary, it scarcely seems probable that the government can consistently stand pat on the recent "free smoker" ruling. Concessions as to the date of the enforcement of the ruling, have already been made and mark a partial victory for the protesting cigar manufacturers.

But this will not satisfy.

Modification of the ruling to make it less stringent and less harsh, or absolute abrogation of it, are righteously demanded.

No other industry is restrained so rigidly by the Revenue Department as the tobacco industry. Who has heard of the government collecting taxes upon the beer which the brewery workmen drink? And who would deny the right of a cigarmaker to enjoy the time-honored custom of smoking a few cigars not only for his satisfaction, but as a test of his own workmanship?

It is our belief that whether Commissioner Cabell modifies the ruling or not, the manufacturers will, even if an appeal to the courts be necessary.

Another phase of the "Smoker Question," which is absolutely indefensible is the retroactive feature whereby the government seeks to compel cigar manufacturers to pay taxes on all "free smokers" consumed during the past two years.

It is our belief that the government, once challenged in a court, could not sustain this ruling. The revenue returns for the past two years were filed by the cigar manufacturers in good faith and accepted as such. Unless fraud can be proven, how can the government reopen these reports? Surely not even the most rabid governmental meddler could charge that the manufacturers wilfully committed fraud in not reporting the number of tax "free smokers" consumed by their employees. How then could the government reopen the case?

The retroactive feature cannot be enforced and other features of the government ruling are as equally indefensible.

Will the Trade Bodies Stay Organized?

If the agitation stirred up by the independent interests against the reorganization plan of the American Tobacco Company should accomplish nothing but the solidifying of the various branches of the tobacco industry and emphasizing the importance of active organizations to handle trade problems, it will have accomplished immeasureable good.

Organizations of the tobacco men which have been dormant for years, and ceased to exist except in name, have been vitalized over night with a new spirit of animation; other branches of the trade, notably the retailers and the salesmen, have joined together and formed the nucleus of associations which, if the leaders be sincere, will be perpetuated long after the present storm has passed.

With a united front, such as the tobacco interests presented at the public hearing before the United States Circuit Court this week, represented by the keenest and ablest legal minds, the tobacco industry has proved a force far more potent than any movement ever before inaugurated by these interests in this country.

Powerful as it is, the American Tobacco Company becomes dwarfed in comparison with the giant size of the independent interests which at last have awakened to an appreciation of their real strength.

If the various allied independent interests shall keep alive the organizations, thus vitalized, and extend the scope of their usefulness towards remedial legislation and a proper protection of the industry, they will not have cause to fear for the future.

Time alone can tell whether the present organizations are mere mushroom bodies or have that solid substantial foundation upon which they are to stand united in the future.

Let us hope that they have learned from the mistakes of the past.

Will the Reorganization Plan Stand?

While it is too early to prophesy with any degree of accuracy the outcome of the proceedings in the United States Circuit Court, it is generally believed that the re-organization plan of the American Tobacco Company will be accepted, with such modifications as the court and the Government deem necessary to insure competitive conditions in the future.

The contentions made by the independent interests so ably represented by Attorneys Brandeis, Levy and Yerkes cannot fail to make a deep impression on the Judges, and their trenchant arguments will no doubt go far to clear up the cloudy points of the re-organization plan.

The attitude of the court during the public hearings indicates that they are not antagonistic to the general idea of the re-organization plan, and it would not be surprising to see the scheme given a trial at least for five years, subject to the scrutiny and direction of the court.

PROBLEMS of the RETAILER

The Good Will of a Business

WHEN the young man goes into business for himself he necessarily enters into competition with older and wiser men whose experience has been far greater than his, and whose good will he should cultivate as well as that of the general public. It matters not whether he comes into direct contact with those persons, there are many ways in which his life and business dealings come into touch with them, and it is for him to gain their good opinion by his upright methods. The kindly thought of the community in general is worth countless dollars in the bank to a young merchant, for that is what it means in the long run.

Probably the most pitiful and unprofitable condition for the business man is to lose all of his friends. The capacity to gain friends is a valuable quality, and it should be one's first effort. There should be no sacrifice of principle or dignity, however, in this, for no lasting friendship can come to him who loses the respect of the people. Sooner or later any lack in morals or business integrity will be detected, for a business man lives in a glass house, and is constantly under inspection of the community.

That the kindly feeling of even little children is well worth cultivating is shown by the fact that the newsboys selling an evening paper in the streets of a great city form a valuable asset of the business of a large publishing concern. It is through these ragged, dirty children that this big paper reaches the greater part of its readers, and this is so well understood that many efforts have been made by competitors to get this army of street boys away from the paper. Their loyalty to it is remarkable. It is the same with friends made for any business. If the public's good will is gained, people will go blocks out of their way to buy of their favorite. The man who has done some mean thing that has been made known loses the good will and confidence of the general public and with this goes patronage, which means money to the merchant. Opinions may be hastily formed, and based on things that are apparently trifling, yet they have their effect.

There is no detail in a business too insignificant for the master to look after himself, and there is nothing more important than satisfied patrons. When one person is pleased it means that he will tell his friends, who will go where they can get fair service, satisfactory goods and prices right. Courtesy is truly an excellent business asset and no business man can afford to be lacking therein, nor to allow his employees to be rude.

A careless attitude, an indifference to the comfort or desires of a patron, on the part of a salesman, has lost many dollars for merchants, who have had too much to do to see that their people understood this duty. It is the little things of life that go to make up perfection, but "perfection is no trifle," and dollars in the bank are indeed a satisfactory return for a careful, personal attention to business and ceaseless cultivation of good will.

Burglars Secure 13,000 Cigars

BURGLARS, who are believed to have used a wagon, took 13,000 cigars valued at $1,200 from the Decatur Cigar Company's shop, 227 N. Michigan avenue, Chicago, last week. One of the members of the firm is highly incensed that the Chicago police could possibly let such a bold robbery occur on a main thoroughfare.

Sizing Up a Customer

IF there is any one place where Pope's thought, "the proper study of mankind," applies, that place is in a retail store, and the retailer or clerk who fails to make a close study of human nature is certain to find that most dealers of his acquaintance in the same line of business are forging ahead of him, and at a pretty rapid rate, because they do.

It is because most people are different that salesmanship in a retail store is more than a mechanical act. It is impossible to treat every customer from the same viewpoint, and the salesman who makes good and whose slips at the end of the week show the largest sales at the most profit to the store is the salesman who has realized this fact and treated each and every individual according to his analysis of the temperament of each customer.

To be sure, we all make mistakes, but it is only the thoughtless person who will make the same mistake twice. It is not worth while to try to convince a really obstinate customer that he or she should not purchase the kind of goods asked for (although this may be the truth), and it is also unwise to air one's knowledge to a customer who either knows or thinks he knows all about the brand he seeks.

And so it goes. The peculiarities of each customer must be observed and considered in making a sale, and the salesman who is really trying to make a success of his work should not overlook this important factof.

Let Cleanliness Prevail

EVERY person owes it to himself, as well as to his friends, to make as good an appearance as possible. Every tradesman owes it to his patrons, as well as to himself, the duty of making his establishment as inviting as his means will permit. It is not that he should have a magnificent block, with all the extravagant accompaniments, but that his rooms, no matter how simple, should make the best possible appearance, considering the material at hand.

"Cleanliness is next to Godliness" loses here none of its force. Grimy windows are never inviting ones. If your goods are allowed to become covered with dust, the prevalent opinion is that they have been with you for some time.

Of course, you expect to remove the offending dust when any one comes in. But it is not pleasant for the visitor to be compelled to dodge the flying particles, some of which are bound to settle on the clothing if they escape the throat. There is a feeling of unpleasantness as a result, which the most bland and courteous manner in future does not dispel. How much better to have attended to the menial service in advance.

Chicago Cigar Dealers Fined

CHARGED with selling cigarettes and tobacco to minors, two retail cigarists of Chicago were recently fined in the Court of Domestic Relations. Sam. Weissman, 322 West North avenue, was fined $25.00 and John Lognenegger, 317 West North avenue, was fined $5.00 for the same offense.

E. L. Clemm has opened a new cigar stand at Ashfield, Mass. He was formerly a resident of Lynn.

The Matter of Enough Capital

THE matter of enough capital is the exclusive and exasperating dream which is troubling many a retail cigar dealer. The young merchant is especially crimped for capital, and he signs and hopes and struggles for enough money to do business with easily, but will he ever get it?

The young and enterprising dealer longs for more fixtures, better fixtures, and a larger and more selective stock, or a new and larger store. Perhaps he could get all these by degrees, but he will then constantly be in the same fix of not having enough capital without being crimped.

The means to do with is the everlasting cry, and the lack of those means is the dullard's excuse, and the inefficient man's explanation of his failures. He forgets that genius is the ability to design and to execute as well, for genius creates the means, and the means are a part of the "game" in building up a business. It would, indeed, be a simple matter to do anything if the tools were always at hand, but the tools are the creatures of necessity.

What skill have men shown in raising the necessary capital! What brilliant work has been shown in gaining victory over shortage!

Go at it with what you have. Put against the lack of more means the priceless time you would be wasting waiting for a supply. Do the seemingly impossible, make the business pay its expenses, provide its own capital and feed you all the time. Win the capital you need.

Do not borrow. Do not let some one else furnish it and so have a hold on your promising future. Dig it out, save it from your clothes, your very food. Borrowing capital is almost a misnomer. For the capital owns the business, and the owner of the capital is the real owner of the business, not the borrower. The borrower's mind is rarely relieved by the loan. The growing, prosperous enterprise keeps working right up to the limit of "more, more."

We are always forced to acknowledge our limit. It may be today's limit, and tomorrow's but quite likely we can pass it. But no active man ever fails to clearly see possibilities ahead which are beyond his present powers.

Again, therefore, let us be urged to go ahead at once with what we have and make what we have get us more.

Portland Has Palatial Segar Store

ABOUT the first of the month, Sig. Sichel & Co. opened a new cigar store at Sixth and Washington streets, Portland, Oregon, which is conceded to be the most elaborate store on the Pacific Coast.

When this firm opened their store at Third and Walnut streets, Portland, some five years ago, it was thought they had reached the limit of perfection, at least in the fixture line, but a peep into their new establishment, and the elegant Circassian walnut fixtures, would quickly convince one that the present store is just as far in advance of the times as the former store was five years ago, and it again demonstrates the great faith which this firm has in the future of Portland.

The beauty of the store does not end with fine fixtures, as will be seen by glancing over a partial list of the line of goods displayed, among which are the following in imported goods: "Hoyo de Monterrey," "Romeo y Julieta," "H. Upmann," "La Diligencia," "El Rey del Mundo," "Por Laranaga" and "Partagas." In domestic clear Havana cigars are found the "Garcias," "Mi Hogar," "Lovera" and "Lord Baltimore." In the line of nickel goods the "New Bachelor" is offered as a leader. The stock also includes the "Rex," "Monumentals" and "Alomino."

To mark the opening of this new store a line of beautiful Calabash pipes, regular $2.50 values, were sold at $1.00, only one to a customer.

Late Retail Bulletins

Rector Olsen, a traveling man, has purchased the cigar store of Chas. D. Hohaus, Nebraska City, Neb.

Emanuel Levy has opened a new cigar store in the Moloney Building, Ottawa, Ill., and will carry a complete line of local as well as the best imported and Key West clear Havana goods.

Thieves forced an entrance into the United Cigar Stores Co. store at Main and Chippewa streets, Buffalo, N. Y., some nights ago and stole a small quantity of cigars and cigarettes.

Robert Vahue has purchased the interest of Basil Barker, his former partner in their retail cigar business at Allegan, Mich.

In order to devote his entire time to a wholesale business, Henry C. Wiehn, 817 North 8th street, Sheboygan, Wis., has sold his retail business to L. J. Bahler.

The cigar store of T. Lehrer, 1023 Orange street, Syracuse, N. Y., was damaged by fire several days ago. Mr. Lehrer was in Rochester at the time and did not know of his loss until he returned.

William Eden, formerly a conductor on the Milwaukee road, has purchased the cigar store of Chris. Heller, 1618 Clay street, Dubuque, Ia. Mr. Heller will devote his entire time to a wholesale tobacco business.

L. A. Jaffee and B. F. Baker have leased a store room in the new Kaufman Building, on Princeton avenue, Bluefield, W. Va., and will install a modern cigar store as soon as the building is completed.

Miss Hazel Hall, who for some time has been proprietress of a cigar stand in the Consolidated Building, and Miss Lillian Hall, who was in the cigar business at 224 Main street, Jacksonville, Fla., have purchased the cigar store at the Cooler, 104 Main street, that city.

F. L. Pallies, a cigar and tobacco dealer, on Pacific avenue, Tacoma, Wash., was fined $50 and costs recently in a police court for operating gambling devices. Two young boys were witnesses against him, each swearing that he had lost several dollars.

Arthur Mosley, formerly manager of the Arcade cigar store, and C. F. Ireland, formerly purchasing agent for the Mohican store, at Bridgeton, Conn., have started for Los Angeles, Cal., where they may engage in the cigar business on a more extensive scale.

all that's new with JOBBERS and DISTRIBUTORS

New York's Newest Importing House

A PROMISING new enterprise is being added to the list of importing houses in New York under the name of The Jas. B. Regan Importing Co. which is now fitting up quarters in a building adjoining the Knickerbocker Hotel on Forty-second street.

Jas. B. Regan, of the Knickerbocker Hotel, is at the head of the enterprise, and as the manager of the hotel he has long since taken an active interest in the cigar department, visiting Cuba at intervals, and is therefore not unfamiliar with the business.

The premises are now undergoing extensive alterations and will be equipped with the finest of fixtures, and a retail department will be a feature. His idea is to cater to the consumers in his selection of lines of goods to be handled.

"El Portana" Distributing Agency in Minneapolis

THE Stone-Ordean-Wells Co. at Minneapolis has been made the distributing agency in Northern Minnesota for the "El Portana" cigar made by the G. J. Johnson Cigar Co. at Grand Rapids, Mich.

This arrangement followed the recent transfer of F. B. Aniba as a local representative of the factory in Minneapolis to a wider field of operation, covering Northern Minnesota, Northern Wisconsin, North Dakota, Montana, Idaho, Oregon and Washington.

The Stone-Ordean-Wells Co. will be the exclusive distributors in the territory allotted them.

The new premises of H. L. Judell & Co. at Front and Halleck streets are rapidly nearing completion in the alterations under way, and the building, which is a one-story structure, will be occupied by the firm exclusively. This will give them more than double their former floor space, and the change they feel will be very beneficial in other ways. It will afford more office room, for which they were formerly cramped.

They expect to take possession about the 1st of December, and thus get the benefit of several weeks' holiday business at the new store.

The work of boosting the "Little Minister" cigars in Denver is progressing merrily. Walter H. Lemmon, salesman with the Stuby-Estabrook Mercantile Co., the distributors of the brand, accompanied by Ira J. Reeme, representing S. R. Moss Cigar Co., manufacturers, have lately been visiting the trade and perceptibly swelling the volume of the business formerly done on the brand. During the short time that special attention has been given the "Little Minister" brand the sales have shown wonderful progress.

A fine business is being done by Link & Co., of Buffalo, N. Y., on the "Chas. Denby" cigar made by H. Fendrich at Evansville, Ind. Link feels that the brand is now among the top-notch sellers in that city.

Cleveland House Offering Exceptional Line

THE widely known Toledo cigar house of Berdan & Co., are offering an exceptional line of high grade imported and domestic clear Havana goods this year. Some of them are highly embellished in fancy boxes in boite nature and other attractive packages. Plans were carefully laid for the largest holiday trade the house has ever done.

Among the standard imported goods are such brands as "Partagas," "Romeo y Julieta," "Hoyo de Monterrey," etc., and in domestic clear Havanas which are strongly featured are the "La Integridad," "Don Antonio," "Gonzalez y Sancha," and "El Modelos."

In seed and Havana, the house pays particular attention to their "Flor de Berdan," while the demand for nickel cigars is running strongly on "Orange Flowers," "Golden Rule," "John Drew" and "Havana Ribbon."

Best & Russell Co's New Nashville Store

THE finest retail cigar store in Nashville, Tenn., was opened on October 21st, by the Best & Russell Cigar Co., at Fourth avenue and Arcade. Its artistic solid mahogany fixtures with modern appliances for keeping fine cigars in fine condition, attracted the attention of a large number of connoiseurs, and to make the event all the more interesting, the house on opening day presented to each caller a "Bank Note" cigar free, if they were provided with "Bank Note" certificates, which had been liberally distributed about the city.

There were also an abundance of souvenirs on hand, and a handsome nickel-plated match safe was given with every 25-cent purchase; a genuine meerschaum cigar holder with every 50-cent purchase; a nickel-plated Novitas pocket lighter with every $1 purchase; a handsome brass smoking stand with every box of fifty "Robert Burns" 10-cent cigars at $4 a box; or with a rich cut-glass ash receiver with a box of 50 "Sanchez y Haya" favoritas, or 50 "Lozanos" clear Havana cigars, retailing at 2 for 25 cents, and $6 a box.

Perhaps never before has that sterling old San Francisco distributing house of Wellman, Peck & Co. featured so strongly a line of nickel goods as they are doing at present. The basis of their latest campaign is the "Charter" cigar, and many attractive window displays and other advertising mediums are employed to exploit the brand. They are strongly in evidence not only in San Francisco, but in Alameda and Berkeley as well.

The "Gretchen" cigars, made by Louis Ash & Co., of New York, are now being distributed in Seattle, Wash., by J. Aronson & Co. with much success. At present they are being carried in four sizes. Window displays are exhibited at both of the Aronson establishments, and an active local campaign was planned several days ago when J. Knepley, a factory representative, recently visited the firm to complete arrangements.

Jobbing Trade Notes

Goldberg, Bowen & Co., of San Francisco, have recently taken on the line of clear Havana cigars made by Philip Verplanck & Co. at Tampa.

The H. & H. Cigar Co., at 214 Ashmun street, Sault Ste. Marie, Mich., are doing thriving business, both as manufacturers and jobbers, in high grade Havana and domestic cigars. They have been established ten years.

The Parker-Gordon Cigar Co., of Kansas City, contemplates the opening of more branch distributing establishments. They are much encouraged with the success of the St. Louis branch.

A wide distribution is being created on the "La Azora" brand, made by Lilienfeld Bros. & Co., and distributed by Straus Bros. & Co. in Cincinnati. Numerous window displays can be seen about the city and all are attracting much attention.

The "El Belmont" Havana cigars distributed in San Francisco by Herman Heyneman & Son are showing a voluminous sale. Their salesmen take a special interest in this brand and their distribution in that city is second to none in that particular class of goods.

R. Seidenberg, the prominent retailer and jobber, of Buffalo, N. Y., was in New York City for several days lately. He has a legion of friends in that city, and his visits are always marked by entertainments and festivities offered by the old-timers in the business.

Geo. C. Knight, cigar jobber at Wabash avenue and Randolph street, Chicago, is introducing with much success a new brand of cigarettes under the name of "Frat." This brand which is the property of Mr. Knight, is manufactured specially for his trade by E. A. Condax & Co., of New York City.

The Denver branch of Rothenberg & Schloss is making a fine showing on the "Rothenberg" brand. They can be found in all of the better stores in that city and the entire surrounding country. It is regarded as one of the leaders in ten cent cigars.

The Hart Cigar Co., of Portland, are meeting with encouraging success in the introduction of the "Sarzedas" cigars, made by I. Teitelbaum & Co., of Cleveland. Ralph B. Oppenheim, general representative of the house, has lately visited the firm and assisted materially in giving the brand a substantial boost.

The George A. Voige Cigar Co. at Cincinnati is introducing a new brand of nickel cigars, made especially for them by the Compeer Cigar Co., of Indianapolis, under the name of "American Lovers." It has been but a short time since they made their appearance and already they are on sale at a number of retail stores, where they find a large number of devotees.

New signs of the "Portuondo" cigars are now being distributed all around St. Louis by the Peter Hauptman Tobacco Company, local distributors of the brand. H. C. Martin, representing the Juan F. Portuondo Cigar Manufacturing Company, makers of the "Portuondo" cigars was a recent visitor in St. Louis.



Interior View of Kingsbaker-Klingenstein Co. Storage Vaults, Los Angeles, Cal., Capacity, 1,000,000 Cigars

Pioneer California Houses

THE Klauber & Wagenheim Co., of Los Angeles and San Diego, Cal., is one of the oldest concerns in the West, having been established in 1869, and incorporated in 1896. Their business has grown steadily from a small beginning until the present time. They distribute their brands in great volume over the fast growing territory of California, Arizona, New Mexico and Nevada. They are agents for some of the largest and most progressive factories of this country, being distributers for A. Santaella & Co.'s "Optimo"; Boltz, Clymer & Co.'s "El Palencia" and "El Merito"; Sanchez & Haya Co.'s "Sanchez y Haya"; Henry Traiser & Co.'s "Pippins" and "Harvards"; Hilbronner & Jacobs' "El Gonzales" and "Prudential" brands; Mendel & Co.'s "Flor de Mendel"; Bayuk Bros.' "Havana Ribbon" and the "Chancellor" of the American Cigar Co.

They are large importers of Manila cigars, being distributers for the "La Giralda" brand of E. M. Elam & Co., and they were the first concern to recognize that the Manila cigar business can be made most profitable when developed on quality and values to the consumer on the same lines as American-made cigars.

M. A. Newmark & Co. wholesale cigar and grocery, was established 1865 and will, by the first of January, 1912, go into a new building which will be a monument to the city of Los Angeles, it being one of the most complete of its kind west of Chicago. Mr. Goldsmith who has charge of the cigar end of the business, reports a fine business on "Jose Vila," "San Telmo," Seed-Havana and in 5c line "Pathfinder." of W. K. Gresh & Sons. The firm travels about 28 salesmen on the road and gives employment to about 200 people.

Bauer Hess, of Ehrman Bros., San Francisco, was in New York last week. Mr. Hess has made his headquarters with A. Santaella & Co. and was "shown the town" by Mr. Santaella. He is one of the best posted men in the cigar and tobacco business. His opinions are always worthy of consideration, and he believes that the coming fall season will prove to be a very busy one.

I. L. Cohen, who represents the Ashland Cigar and Tobacco Company, at Ashland, Wis., on the Pacific Coast, has just completed a tour of the States and returned to his home in Portland.



From The Tobacco World Bureau, 910 Hartford Building, New York.

Philip Morris & Co.'s Unique Exhibit

PHILIP MORRIS & CO., who are always on the lookout for effective methods, to popularize their cigarettes, scored a big hit with their exhibit at the Electrical Exposition, which was held in this city. The many thousands of visitors, who thronged Grand Central Palace during the two weeks of the exposition, found the cigarette-making plant one of the greatest attractions.

The thorough manner with which this progressive firm does things was again evidenced by their demonstration of the twentieth century methods employed in manufacturing their high-grade products.

Chas. H. Sutcliffe and B. Wachner were in charge of the miniature cigarette plant, which occupied three booths. They were assisted by a number of "Cambridge" graduates, and a force of about twenty expert operatives.

The most interesting part of the exhibit was a large Ludington (Columbus Type) cigarette-making machine, which was operated by three men clad in spotless linen uniforms. This machine was equipped with a Simplex electric heater, which has recently been added to all of the machines at the Morris plant, and is proving a valuable addition, because it satisfactorily solves the problem of rapid-wrapper-drying.

An International cork-tipping machine, operated by two girls, also came in for a great deal of attention and favorable comment. This machine was designed and manufactured by S. Ragona, and is regarded by experts as one of the most practical machines of its kind, that has so far been introduced.

The other booths were given over to an Oriental reception room; an exhibit of Turkish leaf tobaccos in the original packages; displays of the Morris products, and a packing and trimming room, where several girls packed and labelled the cigarettes produced at the "Electrical Factory."

The various members of the Phillip Morris firm were very enthusiastic over the splendid advertising which their enterprise has secured, and Mr. Sutcliffe estimates that over 100,000 people reviewed the exhibit.

Exploiting "Eton" Cigarettes

THE Eton (Turkish) cigarette, which is being manufactured by the American Cigarette Co., is meeting with a well deserved reception at the finer places in this city. It is a high grade cigarette which is put up in a very attractive package, comes in three sizes, and goes to the dealer and consumer at prices that are very reasonable considering the quality of the goods. The sale of the "Eton" cigarettes has been taken over by the King's Club Cigar Co., and judging by the tremendous success which this firm has made, in placing their own goods, they should have no difficulty in establishing a large patronage for the new cigarettes.

Fine Stand at West End Cafe

THE cigar stand which is operated at the West End Cafe, in 125th street, is easily one of the best arranged places of its kind, in the entire city. While the place is not one of unusual dimensions, the arrangement of the goods displayed, and the selection of cigars are such as to appeal to the more fastidious smoker.

Edward E. Anger, who is in charge of the department, has held that post for many years, and is thoroughly conversant with the wants of his patrons. He features the following well-known lines: "La Integridad," Charles H. Morris & Co.; "Van Dyck," Esberg-Gunst Co.; "Flor de A. Diaz," Andres Diaz & Co.; "La Victoria," Garcia, Pando & Co.; "La Primadora," Max Schwartz; "First Consul," P. Pohalski & Co.; and "Websters," made by Y. Pendas & Alvarez.

In addition to the brands named, this stand carries a number of other popular domestic and imported lines.

D. Emil Klein's Optimism

AFTER an extensive trip through the west, D. Emil Klein, of the Jose Lovera Co., and E. M. Schwarz & Co., returned to the city last week, brimful of enthusiasm as to existing trade conditions throughout the sections visited by him. Mr. Klein stated that all of the popular brands made by the two concerns, were constantly increasing in popularity, and that all of the salesrepresentatives of the two companies were receiving an unprecedented volume of holiday business, in their respective territories.

Secretary Lucey Entertains Prominent Visitor

SECRETARY F. S. LUCEY, of Philip Morris & Co., entertained A. Eberstadt, of Eberstadt & Brandseph, during the past week. Mr. Eberstadt, whose firm are large handlers of cigars, cigarettes and tobacco in Mexico City, spent several days in the metropolis and was delighted with the reception accorded him by the popular official of Morris & Co.

Among the Western cigar men whose presence in the city were noted during the past week was Charles Higgins, of Lee & Cady, Detroit, Mich. Mr. Higgins visited many firms with whom his house has business connections and made arrangements which will mean much in the further advancement of the interests of the prominent house with which he is connected.

Balbin Bros. report that Ed. Sachs, their star salesman who has been seriously ill, is rapidly recovering, and will soon be able to start on another of his fame-spreading tours for the "Elisardo" cigars.

Late New York Notes

On November 1st, the regular quarterly dividend of one per cent. on the common stock of the United Cigar Manufacturers' Co., will be paid to stockholders of record on October 26th.

E. C. Berriman (Berriman Bros.), was among the visitors to this city during the past week. Mr. Berriman makes his headquarters in Chicago. He reports trade very good in the western territory.

Starr Bros., of New York, have leased a tobacco packing plant in the Weymouth district, at Thompsonville, Conn., and are now engaged in assorting. Until they were burned out last year they had a warehouse at Enfield, Conn.

Ben Lesser, of the "Lozano" firm is in the middle west, and as usual, he is sending a very large amount of orders from the faithful "Lozano" distributers in that section.

Mr. Faustino Lozano has just returned from a three weeks visit to the firm's factory, at Tampa.

Among the trade visitors in New York, during the past ten days, was Ed. Schoenborn, of the Schoenborn Cigar Co., Columbus, O. Mr. Schoenborn mingled business with pleasure. He witnessed several of the games in the championship contest, and helped swell the noise which was made at the Polo Grounds by the tobacco crowd.

E. A. Kline, of Cleveland, manufacturer of the "Rigoletto" cigar, made several flying trips to this city during the past fortnight. At present E. A. Kline & Co. are one of the busiest concerns in that city. Their nation-wide publicity campaign is proving a winner, and the firm have their hands full in their effort to cope with the avalanche of orders which is storming their offices from all sections of the country.

Burglars broke into the "United" store on East Forty-second street, last Saturday morning, and secured about five hundred dollars' worth of plunder. Their effort to get on the inside of the safe was unsuccessful, and they had to content themselves with the merchandise which they secured from the shelves. Up to the present the police have no clue as to guilty parties.

In his popular store on Exchange Place, W. W. St. John is featuring the new "El Sidelo" Triangularies. The package which is being introduced by Samuel I. Davis & Co. differs from other Triangularies packages in as much as it is put up five to each bundle instead of three to a bundle, as put up by other manufacturers.

J. W. Merriam, he of "Bull Dog" and "De Luxe" cigar fame, arrived in the city several days ago after an extensive business trip through various sections of the country. Col. Merriam managed to add many well-wishers to the large army of smokers, who are already convinced that the sun rises and sets each day on the "Square Guy" plant. The genial Colonel confided to your correspondent that "Business was simply great." He modestly admits that those who do not smoke "Baron De Kalb" cigars have had a rather careless education.

The new package of "Pinzon" cigars which is being introduced by the M. Perez Co., is meeting with a great deal of favor and appreciation. The cigars are put up in a boite nature cabinet of special design, and the quality of the goods is up to the Perez standard. A number of the larger distributers in the country, report that the demand for the innovation has exceeded their expectations.

William Frisch, secretary of the Independent Tobacco Salesmen's Association of America, sent out an announcement that the regular meeting of the body will be held at Terrace Garden, New York, Friday evening, November 3rd, at 8 o'clock. It states that many new members are joining the organization and that it promises to be a most powerful association for good, continued along the present lines.

One of the busiest cigar departments in the city is that conducted at the Hotel St. Denis. J. Mannix and O. Witty, the gentlemen in charge of the two stands, report that there is an ever-increasing demand for "Victoria," Garcia, Pando & Co.; "St. Denis," Philip Verplanck & Co., and "Mi Favorita," Park & Tilford; all of which brands are featured at both stands in this popular commercial hotel.

"Billy" Taylor, United States representative for the Romeo y Julieta factory, will start out on a trip through the country, within the next few days. He has had an unusually good early fall season, and looks forward to his coming trip with a great deal of optimism. The Romeo y Julieta factory has been rushed to its utmost capacity during the past few months, and a major portion of the business has come from the American friends of this ever popular brand.

S. M. Frank & Co., importers and manufacturers of pipes and smokers' articles, report that their holiday business has opened up very big. All of the firm's travelling representatives are at present on the road. S. M. Frank is calling on the trade from Denver to the Coast; Sidney Simon is booking orders in the South; Karl Berger is in the East; Herbert Schloss is getting some large orders in the middle West; and Hugh Dixon is making his regular rounds on the Pacific Coast. Frank & Co. state that there is still a large demand for "Calabashes," and they are also receiving good-sized orders for meerschaums and fancy sets.

Arrested as Smugglers of Havana Cigars

TWO customs watchmen unearthed what promises to be an important case of smuggling of Havana cigars, Friday of last week, when they arrested several stewards of the Ward liner "Havana" in a Water street saloon, New York, just after they had taken from their clothing, several boxes of Havana cigars aggregating 275 in all. The stewards were taken before the surveyor of port and stated that the cigars had been given them by Chief Steward Nelson of the "Havana," to be delivered to Cohen & Son, who are tailors and tobacco dealers at No. 32 Fulton street, New York.

Cohen and the chief steward were thereupon arrested and together with the five under-stewards, the seven are now lodged in jail, under $5000 bail for the principals and $1000 each for the dupes.

One of the stewards said that he had been smuggling in about 400 cigars a month during the year and a half he had been employed on the Ward liner. It looks as if several thousand cigars had been brought into the State without paying the duty.

PHILADELPHIA.



Nearly 100,000 "Luxello" Bands in Contest

Winners Had All Expenses Paid to See World Series Games

THE "World Series" base ball contest which was conducted by Luckett, Luchs & Lipscomb, proved to be a clever advertising coup. Approximately 100,000 bands taken from the "Luxello" were turned in by the contestants. Although the contest began on August 30th, and ended October 12th, it aroused much interest among Philadelphia smokers and succeeded in greatly augmenting sales of the "Luxello" cigars. The three winners who were provided with grand stand seats, transportation, Pullman car seats and dining car meals, to attend all the "World Series" base ball games were: Wm. H. Kramer, 5008 North 19th street, 7725 bands; J. H. Seifert, 11th and Morris streets, 6966 bands; Samuel Carmint, 5203 Woodland avenue, 5168 bands.

New Factory for Marie Garden Cigar Co.

THE Marie Garden Cigar Co., now at 846 Wharton street, have secured new quarters at 865 North Randolph street, which was formerly occupied by Jeitles & Blumenthal, Ltd. They had contemplated the erection of a new factory building down town and had already purchased the ground, but those plans were abandoned because they needed the increased facilities immediately.

This company was incorporated some time ago to exploit the "Marie Garden" cigar and that they have been successful is evidenced by the fact that their old quarters have become entirely inadequate. The principal officer of the company is D. Miller, who has been engaged in the cigar business for a number of years and had a well-established trade before the company was formed.

With the increased facilities which will be at the command of the company in their new quarters the sale of the "Marie Garden," as well as other brands made by them will be vigorously pushed.

The cigar departments of the Finley Acker stores, Twelfth and Chestnut streets, Twelfth and Market streets and 123 North Eighth street, are meeting with a big run on the "Gregorio Lopez" Porto Rico cigars, made by the Antillas Tobacco Co. Starting with only two sizes last April, the firm have just ordered 35,000 cigars. A shipment just received includes nine sizes, ranging in price from 5 cents to 15 cents, which indicates that these goods are constantly increasing in popularity with smokers of Porto Rico cigars.

Leaf Men Raise Funds

THE special committee of the Philadelphia Leaf Tobacco Board of Trade, appointed to raise funds to aid the National Association in prosecuting its objections against the reorganization of the American Tobacco., on the plans proposed, have been quite successful. There has been turned over to treasurer Eckerson about $1425, which represents contributions made by leaf trade exclusively. The success of this movement is due in a large measure to the energy of Julius Vetterlein, and who personally collected a major portion of the fund.

New Home for "Cinco" Cigars

OTTO EISENLOHR & BROS. recently leased two buildings at 932 and 934 Market street, which will be used for the main offices of the firm when extensive remodeling is completed. The buildings are 30 by 120 feet, and seven stories high. The lease covers a period of ten years.

Their present quarters at 940 Market street have become inadequate, and although if the present tenants of the new buildings vacate at a reasonably early date, as is expected, possession can not be had before about April 1st next.

"44" Cigar Factory Under High Pressure

THE tremendous demand for the "44" cigars throughout the country, which is constantly augmented by opening new and additional jobbing accounts, is keeping the factory forces under high pressure, and every effort is being made to rush goods forward.

Even with an increased production since the opening of a branch factory in New Jersey, orders have come in at so rapid a rate that goods have to be shipped as fast as they can be properly prepared. There is now in contemplation the opening of other branches, and for which there will be little alternative if the sales continue to grow as they are at present.

H. N. Goldsmith & Co., 639 Arch street, Philadelphia, who were recently made local distributors for the "Rigoletto" cigars, made by E. A. Kline & Co., Cleveland, report a very satisfactory business on this brand of cigars. The percentage of repeat orders that these distributors are receiving, and the number of desirable new accounts which are being opened, indicate that "Rigoletto" cigars will soon receive national recognition, to which their merit entitles them.

Quaker City Items

Dave Echemendia, United States and Canadian representative of the Castaneda factory, Havana, was booking orders in Philadelphia last week.

C. M. Pleasant has just completed a two weeks' tour of Philadelphia and vicinity in the interest of the Havana-American Co., featuring "La Preferencia."

C. Heilpern, vice-president of the F. Villar Co., New York, manufacturers of Porto Rico cigars, was going the rounds of the Philadelphia trade recently, and quietly booking some nice orders.

Albert Cahn, a live wire representative of C. H. Spitzner & Son, New York, "Leaf House," dropped off in Philadelphia during the past week to call on cigar manufacturers. He was headed westwards.

I. Steiner, with Wm. Steiner, Sons & Co., New York, was circulating among the manufacturers in this city last week. Fred. Bauer, general representative of the house, has just returned to this city from a trip through Pennsylvania.

J. Hirschberg & Bro., leaf dealers, on Third street above Vine, have leased a new warehouse at 308 North Third street, which is well adapted to their needs. It is light and airy and has a storage capacity that is at least as great as their present store-rooms.

Morris D. Neumann, of the Neumann-Mayer Co., is making good progress on an extended trip through the West in the interest of his firm. Reports being received from him show a hearty reception and a steadily increasing demand for this firm's product.

The "King's Club" cigars are finding a growing patronage at W. A. Haug's cigar emporium, 19 North Ninth street. Mr. Haug was among the first dealers in the city to handle this brand of clear Havana cigars.

O. L. Parmenter, president of the Racine Paper Goods Co., Racine, Wis., was the recipient of a large number of orders for his patented pocket humidors, while visiting in Philadelphia last week.

Mitchell, Fletcher & Co., Market New Cigarette

DURING the coming fortnight Mitchell, Fletcher & Co. will place on sale at their various stores a new brand of cigarettes under the name of "Mifleco." These goods are being made to their order of choice blended Turkish tobacco, with the idea of producing the maximum of quality at a minimum of cost to the consumer.

The cigarettes will be packed in packages containing 10, 50 and 100, and will sell for $2 and $3 a hundred, either plain or cork tips.

Mr. Bullock, manager of the cigar department is optimistic over the success of these cigarettes, as reports he has received from customers who consider themselves judges, indicate that they will appeal to critical smokers.



ALBERT R. CLAYTON,
Representing Cuba Cigar Co., of New York, in Philadelphia

Cuba Cigar Company's Philadelphia Representative

THE Cuba Cigar Company, of New York, recently secured the services of Albert R. Clayton, who has opened headquarters at 1407 Susquehanna avenue, and will exploit the "King's Club" clear Havana cigars and "Eton" cigarettes in Philadelphia, Pennsylvania, South Jersey and Southern points.

He came to Philadelphia on October 4th and entered energetically on his work and is meeting with encouragement. He was formerly a salesman with the M. J. Dalton Cigar Co., of this city, and has considerable acquaintance in the trade. Some attractive show window displays have already been installed, and the "King's Club" cigars promise fair to become active competitors with other brands of clear Havana cigars in this market.

Max Lipschutz's Engagement Announcement

THE engagement of Max Lipschutz, son of B. Lipschutz, president of the "44" Cigar Company, to Miss Lillian Weinberg, of New York, will be formally announced on November 5th, at which time a reception will be tendered at 3671 Broadway, New York, and invitations are extended to all of his friends and the formality of cards is dispensed with.

Miss Weinberg, Mr. Lipschutz's fiancee, is the daughter of Mr. Phillip Weinberg, a prominent furrier in New York City. The family is widely known.

O. L. Myers, with the "44" Cigar Company, this city, is continuing his trip on the Pacific Coast and with almost every mail reports are reaching here that are of the most encouraging nature and show that the popularity of the "44" cigars in that territory is growing at a rapid rate.

Samuel C. Jeitles, of Jeitles & Blumenthal, Ltd., returned October 24, from an extended trip through the West as far as Lincoln, Nebraska. Mr. Jeitles called on customers of the house and found trade quite satisfactory. The Philadelphia and branch factories of the firm are running full-handed.

Karl Straus & Co. have engaged John F. Schnupp, of Lancaster, as a Pennsylvania representative. Mr. Schnupp was formerly with Jos. S. Gans & Co., of New York, and also carried a line of Sumatra tobaccos, imported by M. F. Schneider, New York. He will make his headquarters in Lancaster, as heretofore.

M. A. Funk, sales manager of the "44" Cigar Company, is leaving this week upon a trip through the New England States, which will probably be his closing campaign for this year in that territory. The sales of the "44" cigar are growing rapidly in that section and with each succeeding trip Mr. Funk has been able to obtain many desirable new accounts.

Dusel, Goodloe & Co., 112-114 North Seventh street, Philadelphia, report a splendid business on the "El Yutan" cigar, which is a domestic smoke made in 8 sizes, ranging in price from 3 for 25c., 10c. straight and 2 for 25c. The salesmen handling the firm's line of pipes have opened several new accounts that were especially desirable, because of the outlet for the higher grade of pipes which can usually be sold only at the holiday season.

Success of the "Blu-J" Stogies

THE Blu-J Tobacco Co. is making quite a noise about town with their new line of stogies, and which are today on sale in as many retail stores in this city as any brand of stogies on the market, according to officials of the company.

The enterprise was started some fourteen months ago as a firm, and its success soon became evident. A corporation was then formed with a capital of $10,000. The business continued to grow and now still more capital could be profitably utilized, and this, we understand, will be forthcoming as it is needed.

The present officers of the company are J. Harvey McHenry, president; S. S. Shivers, secretary, and Coates Coleman, treasurer. The factory management is in the hands of Mr. Shivers, while Mr. McHenry personally heads the sales force and office management.

Since the goods have met with popular favor in this city they are being exploited throughout several States. Mr. McHenry recently returned from a short visit through the middle West where he found a fine reception and bagged a fine number of orders. He is preparing for another and flying tour, going further than heretofore and proposes that "Blu-J" stogies shall be known as well in the Rockies as they are in the east.



DESIGN OF THE BLU-J LABEL



Tampa Exceeds 1,000,000 per Day Mark

Customs Receipts Show Corresponding Gain—Factories Rushing Holiday Orders Forward

TAMPA, FLA., October 26th.

CIGAR shipments from this city show a constantly growing increase, and during the past week the shipments per day have far exceeded the million mark, with every prospect that there will be still greater gains before the holiday season is over. This activity is also reflected in the customs collections which have made a heavy gain because large quantities of tobacco have been removed from bond for consumption.

P. San Martin & Leon have secured the services of Charles Castillo as general sales manager. He is well known in the clear Havana trade and has been for a number of years connected with leading houses. For several years he was traveling representative with Ballard, Fernandez y Ca, on the Pacific Coast, and later he represented the La Noticia Cigar Co. in the same territory. The firm contemplates establishing offices in both New York and Chicago, and P. San Martin is now in the metropolis in company with Mr. Castillo, where they will meet Mr. Leon, who left Havana to go direct to New York City.

Garcia, Pando & Co., are increasing their force steadily, and have added nearly a hundred new hands within a fortnight. This factory never had brighter prospects than at present and they are hopeful of making it a banner year in production, barring hindrances caused by labor troubles.

F. R. Diaz, of V. Guerra Diaz & Co., is pursuing his Western trip with untiring energy, and the orders which are constantly reaching the factory are but an evidence of the cordial reception with which he is meeting.

Val. M. Antuono, a popular local manufacturer, has relinquished business for a period of rest and recuperation from the effects of a very active season's work. He is at Hot Springs, Ark., and will probably remain a month. The factory is running on a full complement of hands, and with orders on hand sufficient to keep them going until the end of the year.

Since getting into their new building Gonzales, Fisher & Co. have been making rapid progress. They have an abundance of holiday orders to get out and every effort will be made to ship goods promptly.

Berriman Bros. are establishing a new record in cigar production since taking possession of their new factory in Ybor City.

Last Monday was an enforced holiday, which some of the manufacturers much regretted, being hard pressed for goods in making prompt shipments, but the cigarmakers simply could not be kept at work while the Sells Bros. & Forepaugh circus was making a stand in this city. It was the first time that the city has ever been visited by a circus of this size.

Benigno Balbin, of Balbin Bros., has returned from a visit to Spain, where he spent the summer. He came home via Havana. He was in rather poor health when he left his home here, but now feels quite able to resume his activities.

W. I. O.



Key West Awaits Commissioner's Decision

Factories Working on Holiday Schedule. New Havana-American Branch Nearing Completion.

KEY WEST, FLA., October 25, 1911.

EXTRA heavy shipments of tobacco from Havana have marked the last two weeks in the cigar trade in Key West. Each steamer from Cuba is bringing from 150 to 250 bales which are consigned to the different manufacturers.

The holiday season is now on in full force and the factories are working under high pressure. There is not an idle cigarmaker in the city at the present time, that is if he is a good workman and is willing to work.

The manufacturers have been very much interested over the outcome of the meeting of the manufacturers with the Commissioner of Internal Revenue in Washington, which took place on the 17th of this month. Messrs. John Wardlow, president of the Ruy Lopez Co., and E. H. Gato, Jr., second vice president of the E. H. Gato Cigar Co., who attended the meeting as representatives of the Key West Cigar Manufacturers' Association, made their report to the Association yesterday.

The report in substance was similar to what has been made in other sections of the country. The gentlemen in question did not discuss the probable results of the action of the Commissioner to any great extent, but it is the general opinion of the manufacturers who have been interviewed on the subject, that the matter will be amicably adjusted between the manufacturers and the workmen.

The leading workmen of the city are saying nothing about the matter and are simply awaiting developments. As a matter of fact, as the ruling will not become effective until January 1, 1912, the cigarmakers are not paying it any particular attention at the present time and they are more interested in the municipal election, which will be held here in two weeks.

As regards the election, there is much interest manifested in it by both the manufacturers and the workmen. There are two factions and the lines are very tightly drawn. Partisanship is very strong and it is a fact that the question of election is the paramount question in this city at the present time.

The work on the new Havana-American factory is almost completed and the factory will be one of the best equipped in the country. Every precaution has been taken to safeguard the building against hurricanes and it is as strong as human ingenuity can make it.

The company will not move in until after the first of the year, although it could be made ready for occupancy in a few days. It is not desired at the present time to incur the delay incident to moving as they are very busy with holiday orders.

Secretary George Robinson, of the Key West Cigar Factory, who has been spending several weeks in New York, in the interests of his company, has returned. Mr. Robinson reports that the business of the company has increased wonderfully and they now have sufficient orders on hand to keep them rushed for many weeks to come. The demand for their brands is very gratifying to the company.

Percy Myers, of the Cortez Cigar Co., who has been spending several days in Key West, left for his home in Savannah last week. Manager Walter J. Lightbourn, of the Cortez factory, has returned from a short trip to Cuba, where he purchased a large quantity of tobacco. The business at this shop is better than it has ever been before and they are turning out an extra fine quality of goods.

At the Jose Lovera factory, the orders are coming in thick and fast and they are seating extra cigarmakers daily. It is reported at the factory that the demand for the fancy holiday packages is much greater this year than it has been in former years.

President Wardlow, of the Ruy Lopez Ca., reports that they are utilizing every available foot of space in their large shop at the present time and the output for this year is far ahead of any year in the history of the concern.

El Principe de Golfo factory is steadily forging to the front and President A. Aurelio Torres anticipates the best year since he started in the business. From a small beginning, this factory is now rated among the leaders and the demands for the "Trujillo" brands are growing every day.

N. B. RHOADS.

Fisher & Yglesia Move Back to Brooklyn

REALIZING that they could produce their cigars as advantageously in Brooklyn as they had in Tampa, Fisher and Yglesia recently moved their plant from Tampa to their old address, 120-122 Livingston street, Brooklyn.

This firm makes the clear Havana brand, "Danton," and have met with considerable success in placing their high grade product. They established a plant in Tampa, some six months ago, but found it inconvenient and expensive to run separate establishments in Brooklyn and Tampa. Therefore they return to their old headquarters. Their plant is now in running order and they are filling without delay a large number of orders for holiday goods which they have so far received.

Washington Tobacco Company in New Location

THE Washington Tobacco Co., which was disastrously stricken by fire on October 15th, during which a loss of over $150,000 on stock was sustained, and one fireman killed and several injured, was quick in procuring a new establishment and promptly resuming business and delivering goods.

Almost before the smouldering ruins were extinguished they had obtained new premises at Eighth and D streets, N. W., and were doing business before noon in the new quarters.

Milwaukee Leaf Importer Home From Cuba

AFTER a month's visit to Cuba, Harry C. Reichert, of the Reichert Leaf Tobacco Co., of Milwaukee, returned last week, having made purchases of some very desirable tobacco for their trade. Although there was a great scarcity he managed to secure a supply of old Vuelta Abajo, Remedios and Partidos.

Concerning the new crop in Cuba, Mr. Reichert said that as a whole it was not the most satisfactory grown, and, therefore, the finer tobacco in it will cost more money than has been paid in a long time.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, October 21, 1911.

ALTHOUGH more buyers have arrived here during the past fortnight, business has not yet assumed the proportions which might have been expected, and the only reason which explains this anomaly has to be found in the disturbing influences, which at present govern the policy of the United States Treasury in preventing the free handling of importations of Havana tobacco at New York, where every bale is taken to the public stores and excessive wrapper duties are assessed upon bales which passed for filler bales formerly.

The question of free smokers for the cigarmakers, without having to pay the internal revenue taxes, has also contributed to make the clear Havana cigar manufacturers go slow in their purchases, as it was feared that possibly a new strike at Tampa and Key West might be the consequence. Fortunately the Internal Revenue Commissioner, according to our reports received today, has decided to maintain the previous *status quo* and will not interfere in this matter until January 1, 1912, and by that time ways and means ought to be found to avoid any conflict between the manufacturers and cigarmakers.

The prevailing high prices naturally exercise some influence in preventing many buyers from stocking up heavily, but as the stocks on hand of good Vegas are greatly reduced there is no hope of seeing lower prices for Vuelta Abajo and Partido, until the extent and quality of the 1912 crop shall be known. The expectation of seeing lower prices for Remedios has also to be abandoned, if the purchases of a large packing and exporting firm can be taken as a criterion for the future. One partner of this house went to the United States, and it is surmised, when he ascertained the wants of their customers for the coming season, and knowing that their own escojidas would not be sufficient to supply the demand, he instructed his partner here to accumulate enough to meet the expected deficiency. In consequence some 1500 bales of 1st and 2nd Capaduras have been secured already, and more may be purchased, provided our holders are willing to part with their goods at almost net cost prices. This action has created a firmer feeling and some dealers and packers are asking advanced prices over the last purchases. They argue that the latter are not speculative, but might be regarded as firm taking by Northern manufacturers.

As far as the new crop is concerned, planting of the seedlings has commenced and is now in active progress, but the final result is as uncertain as ever, as there is still some danger of a cyclone and whether the weather conditions during the growing, cutting and drying season will be favorable or not. Some places continue to report drought, while others complain of too much rain, which prevents the Vegueros from plowing their fields. Generally speaking, however, the conditions are more favorable than otherwise, up to now.

Sales during the past fortnight amounted to 9,028 bales, or divided by origin were: Vuelta Abajo, 3,372; Partido, 2,106, and Remedios, 3,550 bales.

Buyers were: Americans, 6,636; exporters for Europe, 701; shippers to South America and Australia, 89, and our local cigar and cigarette manufacturers, 1,602 bales.

Exports of leaf tobacco from the Port of Havana from October 2nd to October 14th, 1911, were:

To all ports of the United States	9,697	bales
" Europe (Bremen and Hamburg)	281	"
" Montevideo	79	"
" Australia	10	"
Total:	10,067	bales

PRINCIPAL BUYERS OF LEAF TOBACCO AND CIGARS THAT COME AND GO.

Arrivals:—Walter C. Sutter, of Jacob Sutter & Sons, Fred Mayer, of John H. Meyer & Sons, Harry Chisholm, of Capitalista Cigar Factory, Chicago; Bernardo Gonzalez, of B. Gonzalez, Harry Reichart, of Reichart Leaf Tobacco Co., Henry E. Kern, of Kern Bros., Milwaukee; Joseph Mendelsohn, of Mendelsohn, Borneman & Co., New York; Harry Welcher, of Welcher Bros., Chicago and New York; Julian Llera, of Julian Llera, Sam. Frieder, of S. Frieder & Son, Allie Sylvester, buyer of the American Tobacco Co., B. Wasserman, of B. Wasserman Company, Alfredo Selgas, of Selgas & Co., H. Friedlander, of E. Ellinger & Co., Teodoro Perez, of Teodoro Perez Co., Max Schwarz, of Max Schwarz, New York; Mortimer Regensburg, of E. Regensburg & Sons, Rodrigo Santos, of Rodrigo Santos, Tampa; Agustin Solla, of Agustin Solla, St. Augustin; Robert Middlemas, of Walters & Co., London.

Returned:—Thomas T. Anderson, resident managing director of the Henry Clay and Bock & Co., Ltd., Joseph Perez, of Perez y Pando, Ramon Argüelles, of Romeo y Julieta factory, Juan Diaz Inguanzo, of El Rey del Mundo factory, Diego Montero, of Diego Montero, Oscar Böning, of Böning & Co., Havana.

Departures:—Bruno Diaz, F. Moonelis, Allie Sylvester, Richard Sichel, Max Herz, Max Schwarz, Sam Frieder, Harry Welcher, David Delmonte, Max Stern, for New York; Walter C. Sutter, Francisco Arias, for Chicago; B. Gonzalez, Harry Reichart, Henry E. Kern, for Milwaukee; Rodrigo Santos, Enrique Pendas, for Tampa; Agustin Solla, for San Augustine; Robert Middlemas, for London; Wm. J. Lightbourne, for Key West.

Cigars.

The official Customs House return for the second half of September of our exports of cigars from the Port of Havana are as follows:

	1910. Cigars.	1911. Cigars.		Cigars.
Sept. 16 to Sept. 30, 1911.	7,630,101	8,542,368	Decrease	912,267
Jan. 1 to Sept. 15, 1911..	127,875,454	112,633,775	Increase	15,241,679
Jan. 1 to Sept. 30, 1911..	135,505,555	121,176,143	Increase	14,329,412

The above figures show a decline during the second fortnight in September, but as there was a large increase during the first fifteen days of that month, the result for the month is still nearly 2,300,000 cigars and which is satisfactory progress.

Business in general is good and there is no lack of orders at present, as the demand from Great Britain, the United States and Germany is all that could be desired, while Canada, the South American Republics and Australia order likewise in fair proportions. Of course, our large factories are getting the bulk of orders, but nevertheless the smaller ones are getting their share for the time being, so they can exist temporarily. The outlook for the future will depend principally upon the coming crop for them, and this is the only thing which buoys them up.

There is nothing new about the *modus vivendi* with Spain. On the other hand our Chamber of Commerce has appealed to President José Miguel Gomez to take the necessary diplomatic steps to make a new Reciprocity Treaty with the United States, whereby we should get more favorable conditions for our sugar and cigar industry by offering some reductions in the duty on the importations of American goods, and which at present do not participate in such benefits. As usual this will be slow work and take a good deal of time before any results may be apparent.

H. Upmann & Co. are employing over 1000 hands in their large Carlos III factory and including their branch establishment, which speaks louder than anything for the amount of business which they are doing at present.

Partagas is likewise head over heels busy to attend to the accumulation of orders from all parts of the world.

Henry Clay and Bock & Co., Ltd., report no change in their continuous activity since last summer.

Sol cannot complain, as its customers appear perfectly satisfied and are constantly adding to the previous orders, so that Behrens & Co. had to utilize every available nook and corner of their factory to seat more cigarmakers.

Castañeda is doing well, as the calls are increasing from week to week.

La Diligencia is as busy as any of our factories at this season of the year.

La Flor de P. A. Estanillo has all the orders on hand that it can attend to for some months to come.

La Flor de José Otero is doing an excellent business for the United States and Canada and orders are duplicating on each new shipment, while the old customers of this factory are augmenting their calls.

Other busy factories are Romeo y Julieta, Hija de José Gener, Allones, Ltd., Por Larrañaga and C. E. Beck & Co.

Buying, Selling and Other Notes of Interest.

Menendez & Co. purchased 1500 bales of Remedios first and second Capaduras.

Sobrinos de A. Gonzales sold 1320 bales of all kinds of leaf during the last two weeks.

David H. Delmonte was one of our heavy buyers, as he has secured 1000 bales of very choice Vuelta Abajo and Remedios leaf and which he bought at the right prices.

Martinez & Co. disposed of over 1000 bales of their Escojidas.

E. H. Gato purchased 650 bales of fine Vegas for their celebrated Key West factory.

Juan Pino turned over 730 bales of Vuelta Abajo, Partido and Remedios.

Frank Dominguez is still in town and has bought already 600 bales for his firm of E. A. Calves & Co., of Philadelphia.

Suarez Hnos did some excellent business during the past fortnight, as they made some important sales from their well-known Vuelta Abajo Escojidas, but refused to name the quantity for publication.

Walter C. Sutter went away quite satisfied, as he considered his time well spent here in the interest of his firm of Jacob Sutter & Sons, of Chicago, as the latter are now enabled to offer some 500 bales additional fine Vegas to their customers.

Herrera Calmet & Co. sold 265 bales of Remedios.

Richard Sichel bought 415 bales of tobacco for B. Rosenbluth, of New York.

José Menendez was a seller of 526 bales of Vuelta Abajo and Partido.

Hija de José Gener was a purchaser of 500 bales of Vuelta Abajo.

B. Diaz & Co. disposed of 214 bales of Vuelta Abajo and Partido.

A. Villadmil secured 450 bales of Vuelta Abajo Colas for "La Moda" cigarette factory.

Muñiz Hnos & Co. closed out 200 bales of Vuelta Abajo.

Max Schwarz bought one of the finest Vegas which have come to our market this year, and which was the famous "Cayo la Rosa," consisting of nearly 300 bales.

Ernest Ellinger & Co. sold 200 bales of Vuelta Abajo to one of our local factories.

Max Herz made several good purchases for Herz Bros., of New York, amounting to 300 bales.

José F. Rocha turned over 200 bales of Vuelta Abajo and Partido.

Harry Reichart bought 300 bales of different classes of tobacco of a very high grade.

Menendez & Co. disposed of 200 bales of Partido to their customers.

Sam Frieder was a buyer of 300 bales of leaf.

A. M. Calzada & Co. sold 150 bales of Vuelta Abajo to local manufacturers.

J. F. Berndes & Co. bought 125 bales of leaf for export to Europe.

Our leaf dealers have at last awakened to the necessity of forming an association, or Board of Trade, to look after the protection of their interests and to decide questions in dispute by arbitration. They are hard at work drawing up by-laws, and further news is awaited with interest by all members of the trade.

Don Antonio Lopez y Gonzalez died in New York on October 14th, after a prolonged sickness, in the fifty-sixth year of his age. He was one of our well-known cigar manufacturers, who had worked his way up until he became the owner of "La Rosa de Santiago," a cigar factory which was sold to the Trust some years ago. At the time of his demise he was a large shareholder in "La Belinda" factory, a brand very favorably known in the American market, and which Don Valeriano Gutierrez represents in New York. The interment will take place in Havana on October 23d, as his body is now on the way by steamship "Mexico," accompanied by his son, Antonio Lopez é Ibaseta, and will doubtless be honored by a large concourse of friends, as he was well liked everywhere.

Don Calixto Lopez Albuerne died suddenly on October 21st, although he had been ailing somewhat on account of a fall. He appeared robust only a couple of days ago and his sudden demise was a shock to his many friends. The interment will take place on Sunday, October 22, and doubtless will be accompanied by a large number of friends. Don Calixto Lopez and his brother Manuel Lopez were the chief stockholders of the firm of Calixto Lopez & Co., and which operated the well and favorably known "Eden" factory and "Tves Coronas."

The principal shippers during the fortnight were Sylvester & Stern, Leslie Pantin, J. Bernheim & Son, M. Suarez & Co., Mark A. Pollack, Garcia & Co., H. Upmann & Co., Rodriguez, Menendez & Co., Ernest Ellinger & Co., Selgas & Co., Michaelsen & Prasse, José H. Cayro é Hijo and José de Armas.

Receipts of Tobacco From the Country.

For 3 weeks from Oct. 1 to Oct. 21.		Since Jan. 1, 1911.
8,757 bales	Vuelta Abajo	169,571 bales
580 "	Semi Vuelta	13,284 "
249 "	Partido	18,438 "
20,096 "	Remedios	96,185 "
398 "	Mayari	1,052 "
30,080 bales		298,530 bales

As through an error 7,215 bales had been credited to Mayari tobacco, instead of having been received from the Santa Clara province, and therefore belonged to Remedios, this quantity has now been added to the latter and deducted from the former grade.

ORETANIV.

Death of Calixto Lopez

Head of Old Havana Cigar House

CALIXTO LOPEZ, the head of the famous Eden firm of Havana, passed away in this city on Saturday, October 21st. Senor Lopez had reached his sixty-ninth year at the time of his demise, and fifty-two years of that life were spent in acquiring and protecting a reputation for integrity and honor which is second to none held by any individual in the cigar manufacturing business. With the passing away of this estimable gentleman the trade loses one of the most potent factors that has ever been connected with this industry.

Leaving his native land in Asturias, Spain, at the age of seventeen, he went to Cuba and shortly after arriving upon the island he embarked in the business which, through half a century of constant effort and application, he lifted upon a pedestal where it will now stand for many years, and as a lasting monument to him who has breathed his last.

After reaching Cuba, Senor Lopez and his brother entered into a partnership with F. C. Bances, and started the Eden factory. Mr. Bances sold out his interests within a short time, and Calixto Lopez secured control of the factory, which control he retained to the day of his death. Senor Lopez spent a great portion of his time on the tobacco plantations and was considered one of the ablest judges and most astute purchasers of tobacco leaf. He was sick for several years previous to his death and his business during that time has been conducted by his associates. Therefore his passing away will in no way interfere with the organization and the conduct of its business.

THE TOBACCO WORLD joins the many relatives and friends of the departed in their feeling of deep sorrow and regret.

Tobacco Consumption in Bohemia

CONSUL JOSEPH I. BRITTAIN, at Prague, advises that in 1910 the Austrian Government received from the sale of smoking tobacco $57,558,620, of which $56,474,600 represents the home consumption, and $1,084,020 the sale of Austrian tobacco products to foreign countries. The total receipts were $2,330,440 in excess of the receipts for the previous year.

Regarding the Austrian Provinces, the Kingdom of Bohemia takes the lead in tobacco consumption. Last year it spent $14,034,536 for cigars and cigarettes, an increase of $521,375 over the previous year. These receipts represent the total amount realized in all the tobacco shops licensed by the Government, but aside from this there were imported special manufactured brands amounting to $79,042. Last year the Government tobacco factories in Bohemia produced 414,000,000 cigars and 1,805,000,000 cigarettes, or 200,000,000 more cigarettes than in 1909. The amount received for the sale of cigars was $5,176,500 and for cigarettes $5,684,000, an increase of $609,000 over 1909. There was a decrease of four tons in the amount of snuff consumed in Bohemia.

Cigarette smoking is more common than in the United States, as it is not unusual for persons here to smoke upwards of 40 cigarettes a day. In Bohemia there are seven Government factories engaged in the manufacture of cigars, cigarettes, and smoking tobacco.

Death of Edward F. Driscoll

EDWARD F. DRISCOLL, an East Windsor Hill, Conn., tobacco man was struck and probably instantly killed by a street car, on October 18th. His skull was fractured, left leg broken at the ankle and the left arm broken at the elbow.

Mr. Driscoll was born in South Windsor in 1872, and after reaching his majority he engaged in raising and dealing in tobacco. Lately he had been a broker in leaf tobacco. He was not married, and is survived by a father and mother.

Activity and Improvement in Pittsburgh

Campaign on "Rigoletto" Cigars Gains Wide Distributions—What the Factories Are Doing

PITTSBURGH, October 27, 1911.

REAL improvement in every branch of the tobacco business in this city, from the stogie manufacturer to the retail store is evident to even the most casual observer. This change is welcome indeed, since Pittsburgh has been undergoing a siege of hard times for the past year, and every one has been complaining.

While business conditions with the tobacco men are far from normal, certainly they are much better than they were six months ago and the improvement is both consistent and steady. THE TOBACCO WORLD man has interviewed no less than twenty prominent factors in the local trade during the past week, and every one is speaking optimistically.

One of the notable features of the trade has been the widespread introduction of "Rigoletto" cigars, manufactured by E. A. Kline & Co., of Cleveland. Joseph Raubitscheck, representing the Kline factories, has placed the "Rigoletto" line with the T. C. Jenkins Wholesale Grocery House, who are acting as distributers in this territory. Within the last few weeks "Rigolettos" have been placed in most every prominent retail stand and restaurant in the city. The May Drug Stores have been conducting a special window display of "Rigolettos" with much success.

The national campaign of advertising which has been done on the "Rigoletto" cigars, both through the general mediums and the trade papers, has given a decided impetus to the sale of these cigars. They are selling freely and repeating, which is the best evidence that the "Rigoletto" is "making good."

Henry Weiss, representing the Antillas Tobacco Co., of New York, has placed "Gregorio Lopez" and other brands of this Porto Rican House with Bissinger Bros., who will distribute them in the Pittsburgh territory. Accompanied by Mr. Spaulding, Mr. Weiss has been in Pittsburgh during the past week, doing missionary work on behalf of Bissinger Bros., who are much pleased with the manner in which the goods have been placed.

Charles Boch, of R. & W. Jenkinson Co., is back "on the job" after a pleasant visit to the east, during which he took in two of the "World's Series" ball games at Philadelphia and New York.

S. B. Goldsmith spent a week in New York during the latter part of October.

A four-story addition is being erected to the stogie factory of the Enlow Cigar Co., 46 Miller street, this city. The addition will be completed within the next month and will give the factory much needed room for the enlargement of its capacity.

Under the direction of Robert Thompson, the cigar department of the W. J. Gilmore Drug Co., has been forging steadily ahead. Recently a new humidor has been installed, including a Sanifacient Humidifier, which regulates the moisture and temperature of the enclosure so as to preserve the cigars in perfect condition. Since taking on the "El Verso," made by the Deisel-Wemmer Co., of Lima, Ohio, sales have nearly doubled. Mr. Thompson has added a big line of imported goods, including the "Bock" line, "La Carolinas" and "Romeo y Julieta."

Leo J. Spuhler, president of the Spuhler Novelty Co., reports that the wholesale end of his business which was inaugurated about a year ago, has been growing very satisfactorily. This company handles a full line of novelties for cigar stores and dealers who have put in the Spuhler novelties have found that they have proved a very profitable side feature.

W. A. Flagg, president of the Duquesne Cigar Co., reports a notable improvement in the stogie business in the last three months. The factory is now working full-handed and is being hard pressed to make their deliveries.

Over in Allegheny, W. D. Sharpe Cigar Co. have been running the full time for some months. Their "Puro" line of stogies is making great headway wherever introduced.

The Penn Cigar Company, who were featuring the "Red Rabbit" stogies, are working their full force to meet their demand for this brand.

STOGIE.

Suit Over "Union Leader" Tobacco in Detroit

American Tobacco Co. Brings Action to Restrain Globe Tobacco Co.

DETROIT, MICH., October 23.

AN interesting proceeding, involving trade rights and trade-marks, was instituted by the American Tobacco Company on October 21st before Judge Alexis Angell in the local Federal Court. The American Tobacco Company, which was recently ordered dissolved, as a result of Government prosecution, seeks to restrain the Globe Tobacco Company, of this city, from marketing certain brands, known as "Labor Leader" and "Union World," which the American Tobacco Company claims are sold in packages so similar in appearance to its "Union Leader" brand as to deceive the average buyer.

It was alleged by the plaintiff company that it has expended many thousands of dollars advertising "Union Leader," while the Globe Company's product, it is averred, is little known. It is contended the latter's brands were put out in a form ostensibly to reap a portion of the patronage of the American's product.

The Globe Tobacco Company is one of the most firmly established of Detroit's tobacco manufactories. The company caters strongly to the union and labor patronage. The Globe Company was the first to use the union label with their product, a matter of some twenty-seven years ago.

Massachusetts Company May Sell

OFFICIALS of the Southbridge Cigar Co., at Southbridge, Mass., say it is possible that they may sell out. They own the block on Everett street where they manufacture the "4-7-5," "St. John" and other brands of cigars, and the following statement has been made:

"The company has several offers to sell, and it is possible that it may do so. The concern has been running two years and is the largest manufacturing company in Southbridge, and has declared one dividend of 2½ per cent. during the first year. Its finances are sound, and the stock is held principally by Southbridge people, and is valued at $50 per share. The company is incorporated for $10,000, but it was never all subscribed for."

Work has been temporarily suspended pending consideration of the offer. They have been employing from 10 to 15 hands.

Cigar Theft at Tacoma, Wash., Jobbing House

THE Dingman-Evans Cigar Co., at Tacoma, Wash., recently caused the arrest of Frank F. Rose, alias J. N. Leonard, aged 36, and who claimed he was an actor. The cigar firm admits his claim of being an actor, but they concluded he was a bad actor and had him arrested on the charge of obtaining 500 cigars from them by misrepresentation; and the police discovered that he sometimes assumed the name of Leonard.

Henry Zahn, a cigar manufacturer who had been in business at 335 Myrtle avenue, Brooklyn, N. Y., for thirty years, died on October 16th, of a complication of diseases. He was born in Bavaria, Germany, 58 years ago, and is survived by a widow, one daughter and four sons.

Cigar Trade in Frisco Takes a Spurt

Retailers and Jobbers Report Improvement—Movements of Men of Prominence

SAN FRANCISCO, CAL., October 20, 1911.

SAN FRANCISCO cigar men had a touch of Exposition times last week when President Taft was here to break ground for the Panama Pacific International Exposition. Retail cigar business took a decided jump at that time, as most of the down-town hotels were well filled with out-of-town people, and while the spurt has not kept up to the level of last week, yet it has left business in a better condition. The exercises last week marked the beginning of operations on the Fair sites and work will begin in earnest within a few weeks. Already many people have come to this city and more are coming in each week, and a general improvement of retail conditions is noticeable.

Manila goods are coming in regularly in large quantities and the market for this class of goods seems to be excellent. Stocks of Havana lines are being increased and wholesalers report a fine trade with the better class of cigars. Many of the wholesalers are now receiving holiday packages of the various prominent lines and are looking forward to an exceptionally good Christmas trade.

J. J. Hoffman, of the Hoffman-Moore Company, Mission street wholesalers, featuring "La Intregidad," is visiting the San Joaquin territory for a week. E. M. Wallace has left for the Eureka district on his regular fall trip.

Emil Judell, of H. L. Judell & Co., who has just returned from a very successful trip in Humboldt County, is on the road again in the San Joaquin Valley. Mr. and Mrs. Emil Judell plan to leave for the East within a short time, probably going as far as Tampa. H. L. Judell reports that the Watt goods continue scarce, and he is now awaiting large shipments. The "Elisardo" holiday packages are beginning to arrive, several sizes, including the 10-inch smoke, being put up in this manner. The company expects to remove to its new quarters in a few days.

Julius Reisenberg has been calling on his San Francisco jobbers, S. Bachman & Co., in the interests of the Rosenthal Brothers' "R. B." line.

Ed. Marshall is on the Coast doing missionary work on the "Rey Oma," the local distributors of which are Charles Mattheas & Co.

Fred Mier has sold his stand at the corner of Front and Pine streets to M. Davis, who has been the manager of the United Cigar store located at Davis and Market streets.

Eddy Ellenberg, one of the traveling men of H. Bercovich & Co., is in the Sacramento Valley pushing the "New Bachelor" and "Martinez."

Sam Dannenbaum and Monroe Falkenstein, of S. Bachman & Co., local jobbers, are making a trip through the Sacramento Valley, covering part of the territory of Charles Sichel, the regular representative in that district, who has been laid up in the hospital for some time. Mr. Sichel is now convalescent.

Charles Knubel, representing Salvador Rodriguez, the Allen Tobacco Company and the Khedival Company, is here after an extended trip in the East.

Mr. Bercovich, of H. Bercovich & Co., has left for Santa Cruz and Monterey, where he will spend some time with the trade working up the "New Bachelor" business.

E. C. Houlette, advertising man of Bondy & Lederer, is touring the Coast carrying on a vigorous advertising campaign. He came through the Northwest, and after spending some days in this city, went on to Los Angeles. Mr. Houlette speaks highly of Coast conditions, especially in comparison with conditions in the East, saying that the Coast is in a much healthier state commercially.

Arthur Meyer, Coast representative of Bustillo Bros. & Diaz, is making the Northwest trip and at the present time is in Seattle, after having covered the Salt Lake territory. Michalitschke Bros. & Co., California agents for this line, report that city business has increased remarkably during the last three weeks and that things are in excellent shape now. Two fine new sizes of the "Alexander Humboldt," called the Harriman and Staples, have just been received and have been sold with considerable success, necessitating re-orders by wire. "Humboldt" holiday packages are being received in large quantities and orders are now coming in for them.

R. E. Starr, manager of the San Francisco office of Boltz, Clymer & Co., expects to have a call from Mr. Boltz in a few days, at which time all of the traveling men of the local house will be in the city. Mr. Starr states that "El Palencias" are going extremely well, in fact that he has difficulty in supplying the trade with this line in the most important sizes. He has experienced a delay of three or four days in the matter of delivery on account of the strike on the Southern Pacific lines, though he believes that this condition will soon be remedied. He has made arrangements for weekly shipments of the new fancy sizes of "El Palencia." Walter J. Seiler, who recently sold his cigar stand at 464 Twelfth street, Oakland, Cal., to Norton Ash & Co., has succeeded Jack Milne as the Boltz, Clymer & Co. representative in Alameda County.

Broemmer & Dunlap have succeeded to the retail cigar business of Bailey & Bailey at 105 Powell street.

D. J. Clark has bought the Holmes Smoke Shop from "Tiny" Holmes, located at Sutter and Polk streets. Mr. Clark will make the "El Palencia" one of his leading brands.

Keyes & Gross have bought J. F. Heaney's cigar stand at 1057 Broadway, Oakland.

Good Trade at Los Angeles

Local Jobbers Making New Records—Brands Distributed

LOS ANGELES, CAL., October 24.

THE cigar and tobacco business in Los Angeles is more than holding its own. Several of the larger establishments in the city report business ahead of the corresponding period of last year. Country trade particularly is very brisk.

Kingsbaker-Klingenstein Co. last week made "Webster" displays. This week they are displaying "American" Havana cigars. Milo Adams and Mr. Leon Stowell are here doing some work for the above firm. Joe Sunderland, vice-president of this firm, has been ill, but is fast improving now. W. H. Connor, second vice-president, is on the Kite-Shape track this week and is sending in some good big orders. This firm are agents for the following brands: "Webster," "Americans," "Y-B" and "La Turina;" in 5c. cigars "Cinco," "Spana Cuba," "Feifer's Union Fines" and are exclusive agents for Southern California for the Surbrug line. The new house is in business since May 18, 1909, and have made a big success.

"Jose Villa" Wood has just returned to San Francisco, after making a successful campaign with the "Jose Villa" in Los Angeles.

The window display by Skinner & Knecht on the "El Telegrafo" is stopping the crowds. They also report a big demand on the "La Confession," manufactured by Benito Rovira Co. They now have an auto truck to handle their rapidly increasing business.

Haas-Baruch & Co., jobbers of "Lovera" clear Havana cigars, have found it necessary to send W. H. Barry and I. Wentworth to handle the rapidly increasing Arizona trade. Cameron Trau, manager, reports that he cannot get enough "San Felice" cigars manufactured by the Deisel-Wemmer Co., to supply the trade.

Bob Gans, of J. J. Gans Co., reports business in Bakersfield territory on "Tom Keene" and "Lawrence Barrett" very good.

Stetson-Barrett Co., handling the "El Arabe," manufactured by the Benito Rovira Co., are doing a "Class A," business.

Mickley & Anderson, on Spring street, have a very attractive window display on "El Gonzales," made by Hilbronner & Jacobs, Philadelphia.

I. Wentworth (Jose Lovera Co.), and W. H. Barry, of the Haas-Baruch Co., are on a 30-day trip to Arizona, where they will do the missionary work on the "Lovera" in that territory.

D. Levy Importing Co. and Abe M. Cohen are placing on the market "Daimar" gum, made in Germany; "Heller" peppermint, made in Vienna (Austria); French violet breath perfumes, made in Paris, France. The brands are meeting with encouraging success and Mr. Cohen expects to see them the largest selling brand on the Coast.

D. Frankel, of Frankel, Gerdts & Co., manufacturers of "La Natividad," has returned to this city after a two-and-a-half-months' trip to the East and to Cuba, where he was called by a vacancy occurring in the company's factory on the death of Louis Font. Mr. Frankel experienced such difficulty in finding a manager to succeed Mr. Font that the company's stripping factory has been discontinued and a contract has been made with Cazasanas & Co. to do the stripping for Frankel, Gerdts & Co. in the future. A new broker was engaged for the company, Mark A. Pollack, who will handle the business of this house in the Islands. Mr. Frankel went through the tobacco fields of several large plantations and reports that this year's crop will be a failure, both in the matter of quantity and, with much of the stock, in quality. Prices will be higher than ever, but Mr. Frankel says he thinks that the acreage of most of these large plantations will be greatly increased during the coming season. The San Francisco house of this company is turning out large quantities of "La Natividads," which are being sold with marked success by several of the traveling men. Carl Koening is working the Sacramento territory and A. A. Reardon is in Oregon.

H. S. ALLEN.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Lancaster Trade Shows Much Activity

New Factory Contemplated—Local Trade Visitors

LANCASTER, October 11th, 1911.

THE trade here has become much interested in the leaf tobacco market. Local trading has attracted much attention because there remains only a moderate proportion of the 1910 goods, and a number of the packers are not making offerings at all, feeling confident that there will be a still further advance.

The cigar trade is holding its own nicely and would be well satisfied if trade remained in its present activity for an indefinite period. They expect to see October show a wholesome increase and November, if present demand continues, should be an exceptional month in production. Orders for holiday goods are arriving in liberal numbers and volume and from the present until Christmas all factories should be working to their fullest capacity.

The deepest sympathy is expressed for T. H. Broidy, one of the star salesmen with the S. R. Moss Cigar Co., who some days ago met with the sad bereavement of losing his wife. Mrs. Broidy was in Paris expecting to spend the winter abroad. Mr. Broidy was at Indianapolis when a cable apprising him of her death was received, and he left at once for Lancaster, to make hasty preparations for leaving New York on the following Wednesday for Birmingham, England, where his wife's body will be interred. Mr. Broidy has a wide circle of acquaintances who deeply sympathize with him in his bereavement.

The S. R. Moss Cigar Co., is pressed to their fullest capacity to meet the demand for their product, and extensions are contemplated by opening another branch factory at Harrisburg. The main factory at Lancaster is open from 6 A. M. until 7 P. M. now, and these hours may even have to be increased. If sufficient hands can be secured in Harrisburg a large factory will soon be in operation there.

L. E. Ryder is continuing on his western trip and is being well received all along the line. Recently he was in Washington, and met many of his old customers. Spokane and Seattle are both good points for Mr. Ryder's line.

Dan Manheimer, the head of the Imperial Cigar Co., is also still on the road and is making a record trip if it. C. Walt Kendig, who travels for this house, has returned from a trip through New York and the New England States.

B. F. Newswanger, an old cigar manufacturer of this city, but who during the past year or more had been devoting most of his attention to another line, is again entering the cigar business more actively.

Alfred W. Penner, representing A. Cohn & Co., of New York, was circulating among his friends here last week. Mr. Penner is quite a favorite and is recognized far and wide for his hearty handshakes.

J. Kosminsky, of Reading, Pa., representing S. Rossin & Sons, New York, was also a visitor here a few days ago.

Well Known Elmira, N. Y., House Incorporated

THE well known label house of F. M. Howell & Co., of Elmira, N. Y., was incorporated a few days ago with a capital of $250,000. The incorporators were: F. M. Howell, J. Brand and C. E. Howell.

The old firm of F. M. Howell & Co., has long been engaged in the manufacture of cigar boxes and an extensive business in cigar labels. Their sample books can be found in the offices of nearly every well organized cigar factory in the United States, and they have been the creators of many new and striking designs in the lithographic art.

York Has Holiday Rush

Factories Working Overtime to Meet the Demand—Windsor Factory Destroyed by Fire

YORK, PA., October 30, 1911.

THE cigar factories of this section are beginning to hum with business now and, with many a holiday rush is on. In the rural districts, particularly, it is not uncommon now to see factories well lighted during the evenings and cigarmakers busily at work. The output for October is expected to show some increase and November promises to be an exceptional month. Cigar box manufacturers verify the statement of cigar manufacturers that the business is on the increase, and every effort will be made to do all the business possible during the remaining two months of the year. It is still hoped that the total of the year's transactions will be a little better than last year, although it can be expected that it will be exceeded by large amounts.

There are a few base ball fans in York who traveled to Philadelphia last week to witness the "World's Series" played there. Yorkers, as a rule, favor the Athletics, and were somewhat disappointed when they lost to the Giants in New York.

The cigar factory of C. C. Gable, at Windsor, was destroyed by fire on the 17th, at about 2 o'clock in the morning. The loss is placed at $5000. There was insurance for $2000 on the stock and $1000 on the building. Mr. Gable was in Philadelphia at the time the fire occurred. The origin has not been ascertained. About 80,000 cigars were destroyed, of which 30,000 were all stamped and ready for shipment. He has been in business for ten years.

A robbery was attempted at the Merchants' Cigar Box Factory at Dallastown, last week, but all the burglar got was a quantity of muslin. A resident of the borough noticed a light in the building and also heard the burglar-alarm. He drove alongside of the building and called to those inside, when two shots were fired at him and he departed in haste to Yoe, about half a mile away, and managed by telephone to arouse several of the directors of the box company, but when they reached the factory the burglars had made their escape. Not even the loss of the muslin was discovered until the following day.

A fine progress is being made by the C. H. Plitt Cigar Co., who commenced the manufacture of cigars in York early this year. They acquired the "20th Century" brand from another manufacturer and are making a substantial hit with it. They have also succeeded in introducing several new brands.

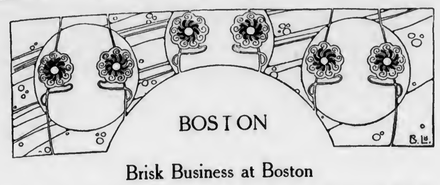
A particularly strong demand for the "Round Up" and "Barrister" cigars is reaching the factory of Celestino Costello & Co., and they are becoming pressed to fill orders promptly for these popular five and ten-cent goods.

C. S. Gable has been compelled to work overtime at several of his branch factories. His sales are good on all grades manufactured by him and 1911 promises to be a banner year for this manufacturer.

A. Kohler & Co., at Yoe, now have a salesman on the road in drumming up trade on their line.

Some very attractive orders have recently been booked by J. C. Heckert & Co., of Dallastown, and they contemplate enlarging their facilities.

Mary E. King, proprietress of a cigar store at Brockton, Mass., was sued by a customer who had an artificial leg, and who broke through a boardwalk leading to the store and sustained injuries. Damages to the amount of $980 were awarded the plaintiff. The jurymen were told by the court that they might take into consideration the fact that the defendant, knowing her customer's infirmity, should have exercised greater care.



Brisk Business at Boston

Many New Concerns Forming—Doings With the Local Trade

BOSTON, October 26, 1911.

GENERAL conditions of trade in Boston and vicinity are quite satisfactory at this time. November 7th is the State election, and feverish rallies are being held at the last hour, as it were, at which campaign managers distribute cigars with a lavish hand. Wholesalers are optimistic over the outlook, not for any rush, but for a good, steady demand, which in the long pull forms the volume of business. Prominent retailers express themselves as pleased with local conditions and can see nothing but prosperity ahead.

Heyneman Bros., 33 Milk street, are having a firm demand for their popular "Priscilla" cigar, of which they have a fine window display.

George Alces, representing El Victor Cigar Company, Tampa, was visiting Boston this week.

The Sotten-Dillon Company have reduced prices one cent per pound, straight, on all plug tobacco manufactured by them and offered in Boston market.

B. Lett & Co., 88 Broad street, the sole distributors throughout New England for Sanchez y Haya, Tampa, clear Havana cigars, attest a pleasing demand for their product.

The Vita Drug Company has been incorporated at New Britain, Conn., with $10,000 capital.

Another new corporation is the Collender Pharmacy, at Waterbury, Conn. Capital $10,000.

It is expected that the new quarters of A. B. Smith & Co., makers of "3-20-8" cigars, will be ready for occupancy early in January next.

There is a local shortage on "Egyptienne Straights" (cigarettes) many jobbers finding it difficult to fill orders.

The Transfer Pharmacy, Inc., has been incorporated at 11 Burroughs Place, Boston, by Edward Collins. Capital stock $7,000.

There is a rumor circulating that E. Bauer, the Butler-Butler exponent, has resigned.

Quite a lot of attention is being given locally to the question of "free smokers," about which there has recently been much agitation. The matter is expected to be satisfactorily adjusted at an early date.

Thorn & Co., Inc., is a new local corporation, selling cigars, drugs, etc. Capital stock $5,000. Elbert K. Sherman, president.

Court Refuses Burley Receivership

WHEN the suit recently brought by J. G. Grover, I. W. Thacker and J. F. Ford, Scott County tobacco growers, asking that receivers for the conduct of the 1906, 1907 and 1908 Burley pools involving several millions, be appointed and an accounting be required of the Burley Tobacco Society and the Burley Tobacco Company which control ninety per cent. of the white Burley tobacco produced in Kentucky, Indiana and Ohio, came up in the Circuit Court at Lexington, Ky., the petition was dismissed on moton of the plaintiffs.

Sensational allegations had been made in the petition when the suit was first brought, and the cause for asking for dismissal of the matter was not stated.



H. F. KOHLER, NASHVILLE, PA.

York County Cigar Man for Public Office

AT the recent primary election, H. F. Kohler, a well known cigar manufacturer at Nashville, York County, Pa., won the nomination for Register of Wills on the Democratic ticket by an overwhelming majority. He has many friends in the tobacco trade whom he feels confident he can depend upon for support at the general election.

As a cigar manufacturer, Mr. Kohler won distinction by engaging among the earliest in the manufacture of high-grade goods, and has consistently continued to devote his attention to that class of cigars, and now his product is sold very extensively in the leading distributing centres.

New Kentucky Tobacco Company Formed

THE Kentucky Farmers' Tobacco Company was recently formed at Hickman, Ky., with a capital of $250,000, of which $108,000 has already been subscribed for by residents of Hickman and western Tennessee.

The company was incorporated last July, and although its factory at Hickman has not been completed, it has orders on hand which will keep it busy until long into the winter. The plant will be ready for active operations within a very short time, and it is proposed to market a natural leaf product in various grades.

The officers and directors of the company are C. P. Shumate, cashier of the Peoples Bank, at Hickman; F. S. Moore and A. M. Tyler, attorneys of Hickman, and B. G. Hale assistant cashier of the Peoples Bank, at Hickman.

Newman & Gash, Chicago leaf tobacco dealers, have secured a new building at 315 and 317 W. Randolph street, for a term of years. They will remove their headquarters to the new address at an early date. At present they are at 175 North Franklin street.

DETROIT DOINGS

DETROIT, October 23.

NO doubt those outsiders who read "Detroit Doings" in the TOBACCO WORLD, have decided that your correspondent is a great optimist on the subject of Detroit's cigar industry. Well, he is all right, all right, and anyone as familiar with what is going on in the Michigan metropolis, as he is, could not help being optimistic. The fact is, things are great here. Beside the rapid gains in cigar manufacturing, the gains have been very marked in shipbuilding, furniture manufacturing, stove manufacturing, sodium products, steel and concrete productions and in almost every line of manufacture, of which Detroit boasts, and in some lines almost phenomenal. Although some of our detractors, and we have many, alas (jealousy), have prophesied the decline of our automobile industry, the pricking of the bubble—so to speak, the factories here are busier than ever this fall and I believe the output of pleasure cars and truck and delivery autos will reach a figure which will astonish even us. In the erection of new buildings, our city has done more in the last six months than ever before in its history and the population has just jumped in one year from the United States Census figures of 463,000 to 547,000. How does all this look to you, Mr. Stranger? Better get in on this while the getting is good. Come and locate here.

The latest good news is that the twenty-year fight between the municipality and the Detroit United Railway is over and we are to have eight tickets for a quarter on all lines and universal transfers. This is, in a great measure, due to the almost constant study of the situation by Mayor W. B. Thompson, who got into the controversy years ago, away back when the late lamented Hazen S. Pingree was Mayor of Detroit.

Among the recent visitors to our city was A. J. McBlair, of Marcelino Perez's "Tuval" factory, manufacturers also of the celebrated "Count Pontchartrain" cigar.

Other cigar men were Leo F. Weiss, the popular representative of the American West Indies Company; Gus Neuwahl, the cigar broker, of York, Pa.; and R. F. Peyton, cigar broker, of Chicago.

Among leaf men were Sam Sternfeld, of F. Miranda & Co.; Henry Fisher, of A. Cohn & Co.; J. J. Friedman (alias "Big Friedman"), of Wedeles Bros., Chicago; Harry Nathan, of E. Spingarn & Co., and Emil Auerbach, of the Sunnybrook Tobacco Co., growers of the 20 miles further South kind of Florida tobacco.

A hotel cigar stand which is attracting much attention and splendid patronage is that at the Oxford Hotel, at Larned and Woodward streets. The stand is presided over by the Misses Edna Bleoo and Nettie Smith, two of the best salesladies that it has ever been my good fortune to observe. They make every customer feel perfectly at home and a desire to come again, by their constant alertness and always pleasing manner. Mine host has surely a great duo behind the Oxford cigar case. Their principal sellers are "El Mincero" in Havana goods and "San Felice" in 5c. goods.

The trade will be interested to learn of the resignation of Frank H. Forrest, from the selling force of Lilienfeld Bros. & Co., for whom for the past five years he has exploited the "La Azora" cigar. Mr. Forrest has made a connection with the Compeer Cigar Co., of Indianapolis, manufacturers of the "Plansista" cigar and he will represent his new firm in the northwestern states.

Willus Andruss, of the Surbrug Co., is here with two extra men and is making a vigorous campaign with the "Milo" cigarettes. If everybody does not smoke "Milo," it is no fault of Willus, as he is very persuasive.

Abe Heavenrich, of L. Schmid & Co., who has been laid up for ten days, due to a crushed finger, is on his territory in the State of Ohio.

Oscar Rosenberger, president of the San Telmo Cigar Manufacturing Co., is in New York City and Philadelphia, as the case may be, while the World's Series base ball games are on. The creator of "Pastora" cigars is some base ball fan.

S. F. H.

Iowa Has a Tobacco Patch

AN experiment was undertaken in Iowa this year in raising tobacco. This is a repetition of a similar undertaking last year, but on a slightly larger scale and the owner of the land is now convinced that Iowa soil is well adapted to tobacco culture and will engage in the industry on a still larger scale next year.

The crop was raised near McGregor, Ia., by E. Pullen, who came from Boscobel, Wis., which is in the tobacco belt of that State, and where he was engaged in tobacco raising. He used the same land this year as last and now has his crop drying in the shed. The yield will produce him about $250 to $300 per acre, whereas, he could not obtain more than about $30 to the acre in raising corn.

Arrest of Cigar Man at Albany, N. Y.

Samuel Alexander, of New York, who has been conducting a wholesale and retail cigar business in Albany, N. Y., was arrested last week for alleged violations of the Internal Revenue law, on a complaint made by George J. Antz, a revenue agent. He was held for trial under bail of $1000.

Tobacco Association Elected Officers

A MEETING of the Board of Directors of the Kentucky and Tennessee Tobacco Protective Association was held some days ago at Clarksville, Tenn., when the following officers were elected: F. G. Ewing, Robertson County, general manager; J. M. Couts, assistant manager for the Eastern district Springfield, Tenn.; John Keys, Calloway County, Kentucky, assistant manager for Western division; Capt. W. J. Stone, Eddyville, Ky., president; J. B. Jackson, Logan County, Kentucky, vice-president; G. B. Bingham, Trigg County, Kentucky, secretary; D. C. McGregor, Montgomery County, Tennessee, treasurer; John Scales, Clarksville, Tenn., auditor; W. W. Redford, Howell Ky., general inspector; A. B. Killebrew, salesman at Clarksville; E. M. Farmer at Paducah; Ben L. More at Springfield; D. T. Foust, standing member of the Finance Committee; R. B. Carter, supervisor of prizing.

The Albany Cigar Box Company, at Albany, N. Y., was recently incorporated. Capital, $5000. The directorate is composed of the following gentlemen: John J. Cregan, Mortimer S. Cole and Clifford C. Davenport, all of Albany.

The Editor's Letter-Box

WILKES-BARRE, PA., Oct. 18, 1911.

Editor TOBACCO WORLD,
Dear Sir:
Please advise us of the manufacturers of cigarette paper tubes, for making cigarettes, also machines for making cigarettes.

Yours truly,
WILKES-BARRE CIGAR CO.

Answer:
For cigarettes, papers and tubes, apply to A. B. Newman & Co., 288 E. Houston St.; L. Kehlman, 202 Center St., New York.
For cigarette machinery address:—Miller, DuBrul & Peters Manufacturing Co., Cincinnati, Ohio; Ludington Cigarette Machinery Co., Waterbury, Conn.

NEW YORK, Oct. 20, 1911.

Editor TOBACCO WORLD,
Dear Sir:
Would you please give us the address of the Carrier Air Conditioning Co.? Thanking you, we are,

Yours truly,
LOUIS G. SMITH,
Per
G. W. Rich.

Answer: Carrier Air Conditioning Co. 490 Broadway, Buffalo, N. Y. Branches: 39 Cortland St., New York; 129 N. Canal St., Chicago.

PERKASIE, PA., Oct. 16, 1911.

To Editor of TOBACCO WORLD,
Dear Sir:
Please let me know of one or a few concerns going on bonds on behalf of cigar manufacturers—I mean surety companies. I am about to open a small factory on or about the 1st of November.

Yours truly,
CALVIN SCHULER.

Answer:
Apply to "The National Surety Company," Betz Building, Philadelphia.

Patents of Interest to Tobacconists

Device for shaping and holding cigar bunches, Alexander Gordon, Detroit, Mich.
Compound for treating tobacco, George Berey, Monroe, Wis.
Cigarette pack and holder therefor, Edouard Broussaud, Angouleme, France.
Cigar packer, Napoleon Du Brul, Cincinnati, Ohio.
Cigar box support, Douglas Jennings, Bennettsville, S. C.
Match dispensing device, Hugh Macdonald, Ann Arbor, Mich.
Tobacco smoking pipe, Walter G. Watts, J. L. Brusse and F. E. Tiedemann, Denver, Col.
Tobacco box, Karl Albert, Wathlingen, near Celle, Germany.
Tobacco pipe, John Allen, Chippewa, Wis.
Tobacco cutting machine, Arthur H. Anstey, Utica, N. Y.
Cigar tip cutter, Leo A. Baum, New York, N. Y.
Pipe stem and mouthpiece, George Osten, Denver, Col.
Tobacco and like packing machine, Hermanus M. Smitt, Utrecht, Netherlands.
Match safe, Frank B. Colmyer, East Bloomfield, N. Y.
Match receptacle, Robert L. Darden, Juliette, Ga.
Cartridge for tobacco pipes and device for inserting the same, Paul A. Drucklieb, Stapleton, N. Y.
Tobacco stripper, William F. Ganzer, Oshkosh, Wis.
Novelty match safe, George C. Openshaw, Birmingham, Ala.
Pocket match safe, John H. Royer, Dakota, Ill.
Apparatus for making cigars, Johannes Stephan, Witzenhausen, Germany.
Cigar and pencil vending machine, Joe B. Baker, Lawton, Okla.
Cigar tube, cigarette tube, or the like, Herton D. Davis, St. Ninans, Carshalton, England.
Match box, Bernard Lichtig and P. P. Adolph, New York, N. Y.
Machine for producing spiral mouthpieces for cigarettes, Leonard Lindelof, Heisingfors, Russia.
Cigar package, William S. Luckett, Philadelphia, Pa.
Tobacco pipe, Joseph de Meza, London, England.
Packing machine, Benjamin W. Tucker, Newark, N. J.
Pipe, Jacob D. Burger, Chicago, Ill.
Pipe rest, George W. Morter, Winnipeg, Manitoba, Canada.
Removing nicotine from tobacco, Johannes Sartig, Nikolassee, near Berlin, Germany.
Smoking tube, Edward T. Scanlan, Washington, D. C.
Manufacturing tobacco paper from pure tobacco stems and product resulting therefrom, Felice Giordano, Genoa, Italy.
Tobacco pipe stem, Joseph A. Hebert, Savanna, Ill.

A New Electric Cigar Lighter

MANY interesting characteristics are displayed by the heating element used in the Helion cigar lighter now being put on the market. It has many hundred times the resistance of platinum or of nickel chronium alloys. Consequently a large amount of energy can be concentrated into a small space. A few inches will produce the same results when placed on the electric circuit as many feet of fine platinum wire.



It is capable of withstanding the enormous temperature of 1700 degrees Centigrade without change in its physical, chemical or electrical characteristics. All danger of short circuiting, due to its becoming plastic or losing its shape is eliminated.

When connected to the proper voltage this material will maintain its temperature and hold its character practically indefinitely. On account of the small amount of material it comes up to temperature very quickly. This material burns in the open air and requires no insulation of any kind.

Cigar ashes or any other foreign substance may come into contact with it without having any effect upon it whatever. Also it is not affected by moisture or by draughts of cold air.



Among the interesting experiments connected with it was one of burning it for a long period under water, where it performed exactly as when burned in the air and showed no deterioration due to submerging.

In addition to showing great strength and its capacity to withstand such an extreme high temperature, it possesses the good quality of being extremely cheap.

A fifty-cent heater is guaranteed to last six months in any cigar store.

Both types are made for either alternating or direct current circuits, and for the voltage classifications—100 to 110 and 110 to 120.

Permanent Exhibition of Mitchelson Coins

THE late Jos. C. Mitchelson, a pioneer of the shade-grown tobacco industry in the Connecticut Valley, and who was widely known as a numismatist, and a foremost authority on coin values, was possessed of a collection valued at $100,000, which is to be permanently on exhibition at the new State Library at Hartford.

Mr. Mitchelson's collection of United States coins and Presidential medals issued by the assay office is said to be the most complete in the country. He was continually searching for and finding new treasures and his collection at last became so valuable that it has for some time been deposited in the vaults of a Hartford bank.

Mr. Mitchelson, who was fifty-six years of age, was apparently in robust health when stricken with heart disease. His father, Ariel Mitchelson, was the real pioneer of the tobacco industry at Tariffville, Conn., but Joseph C. Mitchelson was the first to outbid the Government for the services of an expert and take the scientific growing of tobacco. All his crops were raised under cheesecloth and he adopted and perfected the now approved method of nipping off poor and immature leaves so as to get a perfect uniformity.

The Sherman Smith Cigar Co., Minneapolis, Minn., has been incorporated with a capital of $20,000. The incorporators are Georgia Smith, Sherman Smith and C. J. Zachow, all of Minneapolis.

LEAF TOBACCO MARKET

More Active Trading in New York---Philadelphia Offering Light, Prices Firm---Stronger Market in Ohio---Connecticut Favored With Good Weather---Driving Resumed in Wisconsin---Southern Markets Show Activity

NEW YORK.

NEW YORK CITY.

AMONG a few packing houses of this city an active trading in domestic leaf is reported, but the consensus is that the market generally is experiencing a dullness, with a demand for only such goods as are needed for immediate use. Wisconsin binders and Pennsylvania of the 1910 crops has been most in demand, but offerings have not been heavy and the prices are advancing rapidly. Pennsylvania (1910) is being held at as much as 20 cents, and manufacturers are buying only from a hand to mouth way if their needs demand it. It is generally admitted that both these types of leaf are becoming scarcer and prices must naturally be affected.

Sumatra is meeting with a fairly steady demand, although less pronounced than it had been. The total of purchases of this year's offerings amount to about 30,000 bales, a perceptible shortage of the average year's requirements. It must also be taken into consideration, that last year's purchases were below the average, from which it can be easily seen that there can be no great surplus by the end of the year.

The Havana market has been particularly quiet for this season of the year. The few transactions consummated were purely of a routine nature.

PENNSYLVANIA.

PHILADELPHIA.

DESPITE the comparatively small offerings of domestic cigar leaf, the prices on all types continue firm. Prevailing inquiries are largely for Connecticut binders and 1910 Pennsylvania leaf, of which there were practically no offerings. There was some demand for Little Dutch and Zimmer Spanish, but for immediate use only. In a jobbing way the leaf dealers have had a considerable volume of business, but it should have been much larger at this season of the year.

Sumatra tobacco was moving at a moderate rate, manufacturers taking goods only in such quantities as would meet present requirements.

Havana tobaccos remain firm in price, moderate in offerings and purchases are along the most conservative lines.

LANCASTER.

Buyers are still hunting for old tobacco in the Lancaster market, but their findings are rather limited as to quantity because the market has already been stripped of the major portion of the goods they are looking for with the exception of some 1909. The 1910 goods are becoming scarcer each week, and intending purchasers have to do some hunting to find any. The prices now being asked are also a barrier against quick sales.

Quite a large proportion of the 1910 goods have already found their way to manufacturers' hands, and the 1909 are now coming in for a greater share of attention.

The new crop is developing some pole-burn, and very little of it has yet been contracted for by packers. Growers are demanding from 11 to 12 cents, while offers are around the 10-cent mark.

There seems to be a general decision by packers that they will not venture into the new crops for some time to come. The usual excitement which is so often noticed at this season of the year has not yet developed. Preliminary examinations have been made by large packing and manufacturing concerns, but no action has been taken to send buyers into the field for operations.

OHIO.

DAYTON.

THE market on 1909 Zimmer Spanish B's is inclined to be stronger than it was a month ago. Quite a number of sales of fifty to one hundred cases have been made during the past month. A sale of three hundred cases of 1909 Zimmer Spanish B's was made by one of the larger packers last week.

The natural sweat 1910 Gebhardts have been selling very rapidly and the holdings of these goods have about all been bought from the local packers.

It is reported that the table assorting and re-sweating of the 1910 Zimmer Spanish is progressing very satisfactorily with all the packers. The only complaint heard among the packers is that they do not have more of these goods. With a very few exceptions the packers will have less Zimmer Spanish to offer of the 1910 crop than they have had for a great many years.

Types of the 1911, from the different sections, have been brought to the packing houses during the past week. Other than to show the crop will be very much leafier than an average Ohio crop it is not possible to form an opinion of the crop generally from these types, as they vary materially and in most instances are not entirely cured.

MIAMISBURG.

The remarkable growth of this year's crops will produce a big yield to the growers, the aggregate of which may exceed the general average of production.

The buying movement has been quiet for both old and new goods, and the leaf is still largely in first hands.

WISCONSIN.

EDGERTON.

DRIVING has been resumed in the tobacco districts, but the purchases represent mainly the cheaper grades of leaf. Contracts covering several hundred acres are said to have been made. Occasionally a crop of fairly good leaf is picked up, but such instances are few.

There has been a growing movement of old goods and the total shipments show a considerable increase in the aggregate.

During the past week the weather has been most favorable to the curing crops which were harvested a little late and it is making fine progress. The crops harvested earlier in the season are now past the danger point.

NEW ENGLAND.

SUFFIELD, CONN.

THE tobacco growers profited materially by the damp weather of last week and the cooler weather which followed. The rainy season enabled them to take their crops down from the poles and it now looks possible that deliveries may begin earlier than was expected. Those growers who harvested by the priming method nearly all took down their second picking which had cured sufficiently, and that will give them an opportunity of making earlier delivery than if the old-fashioned process had been followed.

Buyers are still picking up as many crops as possible, but they are doing it in a quiet way, and much reticence is observed in the matter of price.

WINDSOR LOCKS, CONN.

The proposed disintegration of the American Tobacco Company has stirred up a considerable talk of prices which growers are now receiving in comparison with prices they obtained years ago. Their argument is that it costs more per acre to raise tobacco than it did formerly. Labor is higher, fertilization costs more, and yet the risks of the crop are upon their shoulders until the crops are finally delivered to the warehouses. The one fact which they do not dwell much upon is that the production in these times is better than it formerly was, and that while cost of labor, etc., is higher than a few years ago it does not compare with the war times, when the grower says he received as much as 35 to 40 cents for his tobacco.

It has been a season of most unfortunate losses to some of the farmers by reason of the frosts and hail, a fact which is regretted quite as deeply by the packers as the growers.

VIRGINIA.

LYNCHBURG.

ON the local market nearly all the primings have been sold, and about 20,000 of the offerings the past week were new tobaccos.

Most of the tobacco was of the nondescript type and prices obtained seemed to be highly satisfactory, and indicating that when the regular crops begin to be offered prices will be good.

The weather has been fine for late tobacco and nearly all will be fully matured and make much better tobacco than was expected.

SOUTH BOSTON.

Breaks of leaf tobacco have been much heavier the past week, the sales aggregating 750,000 pounds and prices were well maintained, with the average a shade over 11 cents for all grades which included a large percentage of nondescript tobacco, many farmers being in the habit of selling the most inferior part of their crops first.

While there was a considerable shortage in the area cultivated this year in this section, it looks as if there will be no diminution in the number of pounds, as the crop is weighing out remarkably well.

Farmers seem anxious to sell early, and breaks are expected to increase in volume the next few weeks.

SOUTH CAROLINA.

COLUMBIA.

THE tobacco crop of 1911 in South Carolina is short 6,955,062 pounds over the crop of 1910, showing a decrease of tobacco production in this State of about 35 per cent., according to the report issued by the Agricultural Department.

The crop of this year is practically completely marketed and the figures, which include all up to the close of September, may be taken as representative of the year.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

No Responsibility assumed for errors or duplications.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

EL KAMO:—23,157. For cigars, cigarettes and cheroots. October 12, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

QUIVERA:—23,158. For cigars, cigarettes and cheroots. October 12, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

COMMISSION:—23,159. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 12, 1911. Bernard Friedman, S. Bethlehem, Pa.

GEORGE C. WATSON:—23,160. For cigars. October 12, 1911. Casserly Cigar Co., Philadelphia.

CHERRY DIAMOND:—23,161. For cigars, cigarettes and stogies. October 12, 1911. Allen Sterner, Lock Haven, Pa.

DON SILO:—23,162. For cigars, cigarettes, cheroots, chewing and smoking tobacco. October 12, 1911. American Lithographic Co., New York.

EL PREZ:—23,163. For cigars, cigarettes, cheroots, chewing and smoking tobacco. October 12, 1911.

EL VEZ:—23,164. For cigars, cigarettes, cheroots, chewing and smoking tobacco. October 12, 1911. American Lithographic Co., New York.

HAZEL SCRAP:—23,165. For chewing and smoking tobacco. October 13, 1911. Ehrbar & Serrer, Cleveland, O.

KLUB CHICASKYCH MEDVEDU:—23,166. For cigars. October 14, 1911. James Turek, Chicago, Ill.

W. & M.:—23,167. For cigars. October 14, 1911. Wilson & Mitchell, Providence, R. I.

WILSON:—23,168. For cigars. October 14, 1911. Wilson & Mitchell, Providence, R. I.

M. C. C.:—23,169. For cigars. October 16, 1911. Maine Cigar Co., Waterville, Me.

BUFFALO BEST:—23,170. For cigars, cigarettes, and smoking tobacco. October 16, 1911. F. M. Howell & Co., Elmira, N. Y.

ENGLISH CASTLES:—23,171. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 16, 1911. Oscar Schein, New York.

LA FLOR DE MARSHALL:—23,172. For cigars. October 16, 1911. Tampa-Cuba Cigar Co., Tampa, Fla.

SAM SIRICE:—23,173. For cigars and stogies. October 16, 1911. S. S. Rice, Los Angeles, Cal.

LA SERENA:—23,174. For cigars, cigarettes, and smoking tobacco. October 16, 1911. Havana-American Co., New York.

TACUSCO:—23,175. For cigars. October 16, 1911. Tampa-Cuba Co., Tampa, Fla.

CHERRY TWIG:—23,176. For cigars. October 17, 1911. J. N. Thomas, Argus, Pa.

ROYAL WAIDLOW:—23,177. For cigars. October 17, 1911. J. N. Thomas, Argus, Pa.

LOS NAVAS:—23,178. For cigars, cigarettes, cheroots, chewing and smoking tobacco. October 17, 1911. American Lithographic Co., N. Y.

BEN SAID:—23,179. For cigars, cigarettes, cheroots, chewing and smoking tobacco. October 17, 1911. American Lithographic Co., N. Y.

EL PROCO:—23,180. For cigars, cigarettes, cheroots, chewing and smoking tobacco. October 17, 1911. American Lithographic Co., N. Y.

ANCILLA:—23,181. For cigars, cigarettes, cheroots, chewing and smoking tobacco. October 17, 1911. American Lithographic Co., N. Y.

LA ZUBIA:—23,182. For cigars, cigarettes, cheroots, chewing and smoking tobacco. October 17, 1911. American Lithographic Co., N. Y.

EL AFORO:—23,183. For cigars, cigarettes, cheroots, chewing and smoking tobacco. October 17, 1911. American Lithographic Co., N. Y.

(B. S.) BE SOCIAL:—23,184. For cigars, cigarettes, cheroots, chewing and smoking tobacco. October 17, 1911. E. C. Brelsford, Wilkes-Barre, Pa.

BAND WAGON:—23,185. For cigars, cigarettes, and smoking tobacco. October 17, 1911. Moehle Litho. Co., Brooklyn, N. Y.

MAGNET:—23,186. For cigars. October 17, 1911. John Landry, Ogdensburg, N. Y.

BLEND:—23,187. For cigars. October 17, 1911. John Landry, Ogdensburg, N. Y.

HENNE'S TWOFER:—23,188. For cigars. October 17, 1911. Chas. W. Henne, Strausstown, Pa.

BONITA FILIPINA:—23,189. For cigars. October 18, 1911. Carlos, Fernandez & Co., N. Y.

YOUNG Q:—23,190. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. D. J. Borun & Bro., Milwaukee, Wis.

OLD FRIEND JINGLE'S:—23,191. For cigars. October 18, 1911. Martha Washington Cigar Co., N. Y.

FEATHER DUSTER:—23,192. For cigars. October 18, 1911. Martha Washington Cigar Co., New York.

JUSTICE HARLAN:—23,193. For cigars. October 18, 1911. University Cigar Co., Chicago, Ill.

JOHN MARSHALL HARLAN:—23,194. For cigars. October 18, 1911. University Cigar Co., Chicago, Ill.

GARCELLA:—23,195. For cigars, cigarettes, and smoking tobacco. October 18, 1911. Moehle Litho. Co., Brooklyn, N. Y.

STEADY LIGHT:—23,196. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 19, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

RIGHT KIND:—23,197. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 19, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

DECIDED:—23,198. For cigars. October 19, 1911. E. C. Brelsford, Wilkes-Barre, Pa.

LONG CABLE:—23,199. For cigars. October 19, 1911. A. Lipschutz, Philadelphia.

JOSE GRANDE:—23,200. For cigars, cigarettes, cheroots, and smoking tobacco. October 20, 1911. American Lithographic Co., N. Y.

TWO WHISTLERS:—23,201. For cigars. October 20, 1911. Merchants Cigar Box Co., Dallastown, Pa.

LA COLONIAL CIGAR CO.:—23,202. For cigars. October 20, 1911. La Colonial Cigar Co., Brunswick, Ga.

LERMONT:—23,203. For cigars, cigarettes, and smoking tobacco. October 23, 1911. Louis Halpern Cigar Mfg. Co., Philadelphia.

MAGO:—23,204. For cigars and cigarettes. October 23, 1911. Moeller & Kolb, Chicago.

LA DIVINO:—23,205. For cigars, cigarettes and smoking tobacco. October 23, 1911. Havana-American Co., New York.

READY CASH:—23,206. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 23, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

W. D. C.:—23,207. For cigars. October 23, 1911. Baltimore Cigar Co., Washington, D. C.

AUMENT'S SMOKES:—23,208. For cigars. October 23, 1911. G. E. Aument, Camden, N. J.

AUMENT'S SPECIAL:—23,209. For cigars. October 23, 1911. G. E. Aument, Camden, N. J.

M. & M.:—23,210. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 23, 1911. Meldrum Bros., Detroit, Mich.

GENERAL POLSKI:—23,211. October 23, 1911. For cigars. Oscar Agranove, Buffalo, N. Y.

GENERAL OF GALICIA:—23,212. October 23, 1911. For cigars. Oscar Agranove, Buffalo, N. Y.

STAR LIBERTY:—23,213. For cigars. October 23, 1911. Oscar Agranove, Buffalo, N. Y.

COLONIAL JOYS:—23,214. For cigars. October 24, 1911. Louis C. Wagner & Co., N. Y.

SILVER TRIM:—23,215. For cigars. October 24, 1911. Louis C. Wagner & Co., N. Y.

SPECIAL PRIVILEGE:—23,216. For cigars. October 24, 1911. Louis C. Wagner & Co., N. Y.

4-30-4:—23,217. For cigars, cigarettes, snuff, chewing and smoking tobacco. H. L. Rathfon, Lancaster, Pa.

FACTORY SECONDS:—23,218. For cigars. October 24, 1911. John P. Snader, Akron, Pa.

PEDRO WARNCKE:—23,219. For cigars. October 24, 1911. P. Warncke, Rochester, N. Y.

FATS:—23,220. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 25, 1911. Frat Tobacco Co.

AGREEMENT:—23,221. For cigars. October 25, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

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CUBITA:—23,222. For cigars. October 25, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.
ENVIRO:—23,223. For cigars.. October 25, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.
STAGE CRAFT:—23,224. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 25, 1911. Wm. Steiner, Sons & Co., New York.
BOONE LICK TRAIL:—23,225. For cigars. October 25, 1911. W. F. Hinesley, Lexington, Mo.
PITTSBURGH PROMOTES PROGRESS:—23,226. For cigars. October 26, 1911. Duquesne Cigar Co., Pittsburgh, Pa.

CANCELLATIONS.
EDWARD M. SHEPARD:—22,845. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. August 2, 1911. Seeman Bros., New York. Cancelled October 17, 1911.
T & B:—23,058. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. September 20, 1911. Meldrum Bros., Detroit, Mich. Cancelled October 23, 1911.

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OUR OWN HAVANA SCRAPS & CUTTINGS

TRUJILLO & COMPANY KEY WEST FLA. FACTORY NO III

OUR HIGH GRADE CIGARS SPEAK FOR THEMSELVES AND DO NOT NEED ANY PRAISE

Trujillo & Company

T & Co T & Co

SOME TERRITORIES STILL OPEN

OUR 5¢ CIGARS ARE UNEXCELLED

OUR PRODUCTION 40% MORE THIS YEAR THAN LAST THREE COMBINED

FOR SALE 45¢ Per lb. F.O.B. KEY WEST

FERNANDEZ, LOPEZ Y CA.

Manufacturers of Strictly Clear Havana Cigars

Ramon Fernandez, Pres.

J. J. Fernandez, Sec'y & Treas.



Manuel Lopez, Vice Pres.

Jose Lopez, Ass't Sec'y

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Factory: Key West, Fla.

MAIN OFFICE: BOX 293, TAMPA, FLA.

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MAIN OFFICE: BOX 293, TAMPA, FLA.

INTENTIONAL 2ND EXPOSURE

Quality Paramount

CELEBRATED

H. UPMANN CIGARS

H. UPMANN HABANA

Strictly Independent Manufacturers

CHAS. LANDAU

Sole Agent for United States and Canada

82 Wall Street - New York

Board of Trade Bldg., Montreal, Canada

The World's Standard Cigar

FLOR DE TABACOS DE PARTAGAS Y Cª HABANA

The Real Independent Factory in Havana

Cifuentes, Fernandez y Ca.

Calle De La Industria, 172-174

HABANA, CUBA

General Agent for United States and Canada

ROBERT E. LANE

115 BROADWAY, NEW YORK

TO THE DISCRIMINATING BUYER:

If Not!--Why Not?

RUY LOPEZ TRADE MARK KEY WEST CIGARS

That's All!

RUY LOPEZ CA.

MAKERS OF

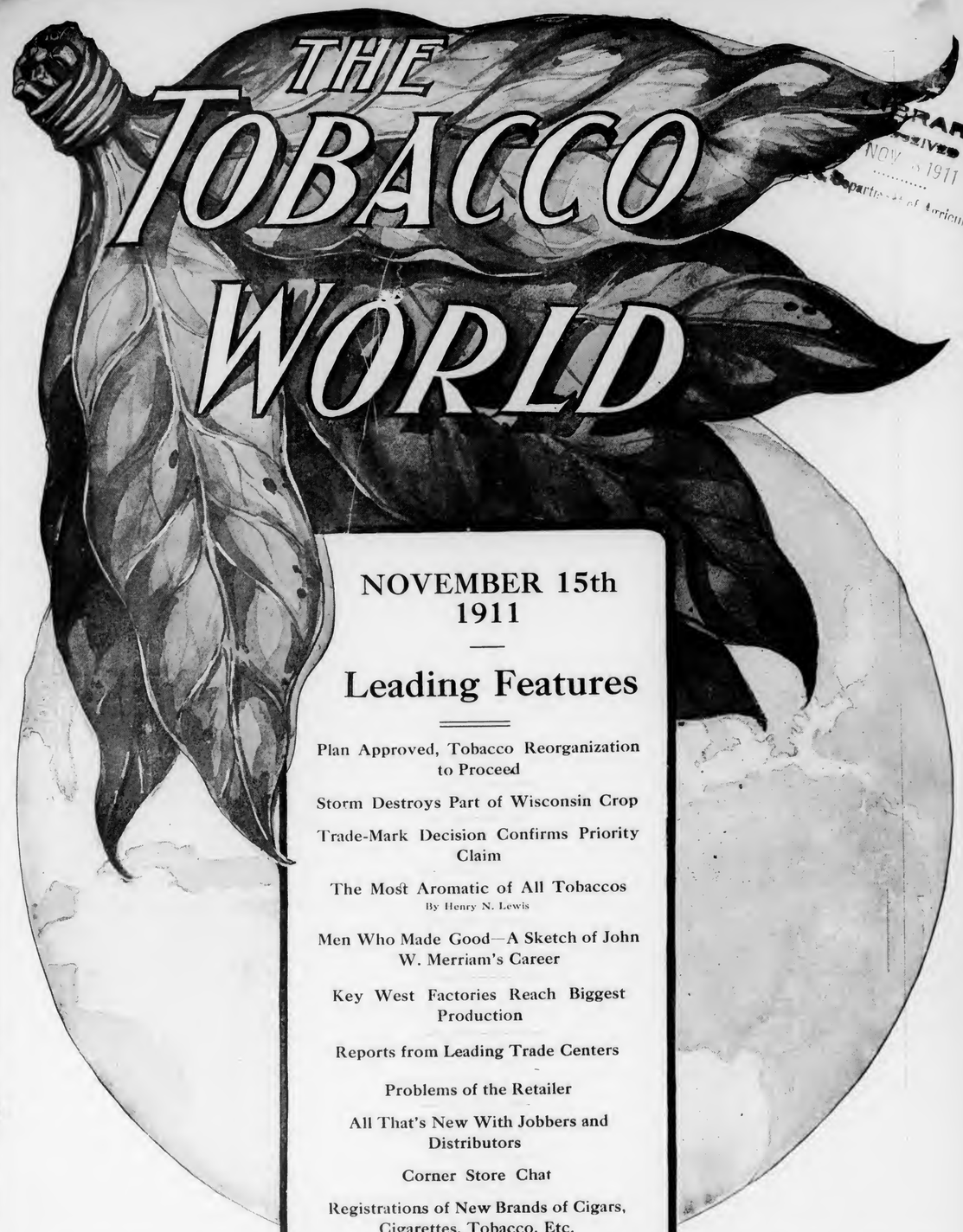
Only Clear Havana Cigars

New York Office: 86-88 Fulton Street

THE LEADING 5c. CIGAR



Straiton & Storm Co., New York



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NOVEMBER 15th
1911

Leading Features

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Trade-Mark Decision Confirms Priority Claim

The Most Aromatic of All Tobaccos
By Henry N. Lewis

Men Who Made Good—A Sketch of John W. Merriam's Career

Key West Factories Reach Biggest Production

Reports from Leading Trade Centers

Problems of the Retailer

All That's New With Jobbers and Distributors

Corner Store Chat

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXI No. 22

PUBLICATION OFFICES: { 102 South 12th St., Philadelphia
41 Union Square, New York





For One Hundred Years the Old Reliable

Nothing as good for Pipe or Cigarette.
Sells for 5 Cents

Frishmuth Bro. & Co., Inc., Philadelphia

FIVE CENTS

FLOR DE JEITLES

A Three-Inch Ash

A Ten-Cent Aroma

IN THE RACE

Record—Over a Million a Month
You Can Back It for a Winner

Jeitles & Blumenthal, Ltd.
Philadelphia
Makers of Cigars of Merit

THE CIGAR THAT MADE PHILADELPHIA FAMOUS!

Jobbers and Dealers have been attracted to

Juan F. Portuondo

CIGARS

by their quality-tobacco, workmanship, package, for more than forty years; They are still pleasing the consumers and benefitting the trade because

"THEY HAVE NO EQUAL"

Established 1869
Incorporated 1893

Juan F. Portuondo Cigar Mfg. Co.

1110-12-14-16 Sansom Street, PHILADELPHIA

The Signature is on every box

MR. JOBBER

If You Do Not, You Ought to Know

that we have built our reputation on quality

That

ALVAGAR

and annexed brands of clear Porto Rican Cigars of

Alvarez & Garcia

are repeating wherever placed.

What better reason would you want?

Porto Rico, Caguas and San Lorenzo

New York at 128 Water Street

PASTORA

"THE MASTERPIECE OF ALL BROADLEAF WRAPPED HAVANA CIGARS"

Made by

SAN TELMO CIGAR MFG. CO.

DETROIT

"QUALITY CREATORS"

Established 1857

M. STACHELBERG & CO.

Havana Cigar Makers

Tampa

For Gentlemen of Good Taste



San Felice
CIGARS

The Deisel-Wemmer Company
LIMA, O.

CENTRAL UNION



No other brand of Tobacco has grown so quickly in public favor

Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.





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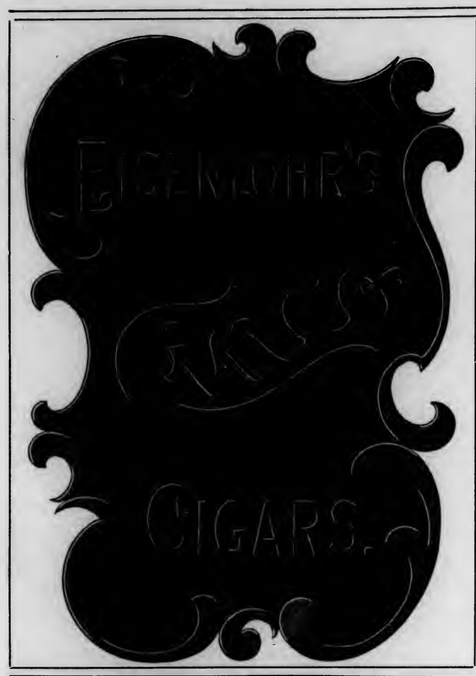
Reasons: Quality, Price, Union Label, Friendly Dealers' Aid

Look for the woman's face and the Union Label on each package.

PRICE, 5c.

United States Tobacco Co.
RICHMOND, VA.

INTENTIONAL 2ND EXPOSURE



Highest Grade of All Havana Cigars



Made in Thirteen Sizes of the Most Popular Shapes

For prices and other particulars address

I. M. HERNANDEZ, Maker, **1714 Columbia Ave., Philadelphia**

An instant winner of constant customers



CRESSMAN'S COUNSELLOR 5¢ CIGAR

Allen R. Cressman's Sons
Makers
Philadelphia

The first cigar nationally advertised

The first cigar that is put before the smokers of the whole nation with intelligent, plain-talking advertising is The Rigoletto Cigar. You have seen only the beginning of the campaign. We shall continue talking about the making of The Rigoletto and the tobacco that goes in it until every smoker is convinced that he ought to try it.

We believe that The Rigoletto is the first cigar that would stand national advertising. In other words, it is the first cigar at 10 cents that appeals to a large enough percentage of smokers to make the advertising profitable.

The Rigoletto Cigar

makes good in almost every case. Nearly every smoker who tried it is pleased. That is because it has far better tobacco in it than he is used to at the price. Our saving in tariff and manufacturing enables us to put the finest tobacco grown into The Rigoletto and still sell it to retail for 10 cents.

Our advertising pays because it induces smokers to try The Rigoletto and their trying not only makes Rigoletto customers for you but business for us.

If you are not getting your share of the big trade on Rigoletto Cigars, get in touch with your jobber at once or write to us and we will see that you are supplied.

E. A. KLINE & CO., Cleveland, O.

If you *must* work to build a substantial and profitable business, why not use the best material?

ROIG'S CIGARS

will repay every effort made in their behalf. They are the oldest and best quality cigars. To build right, you must begin right. Begin right now with ROIG'S CIGARS.

ANTONIO ROIG & LANGSDORF
PHILADELPHIA, PA.

HERE IS THE WINNING PACKAGE



EL BORITA

Dealers who have sold EL BORITA 5 Cent Cigars know that they *draw trade and hold it.* Are you a wise dealer. If so, order EL BORITAS and watch your business grow. . . .

Made of the best Domestic Leaf by Skillfull Hands in Clean Factories. Banded and Put up in Attractive Boxes. Tastes and Looks like a Cigar Twice the Price.

OTHER LEADING BRANDS

LAVOCA 10 to 50c. **LA TONIA** 10c.

John Steigerwald & Company
Main Office, Twentieth & Tioga Sts., Philadelphia



BAYUK BROTHERS



FIVE CENT CIGAR

PHILADELPHIA



Register Your Brands with the **Tobacco World Bureau**

Cigar and Tobacco Manufacturers, Lithographers, in fact every person in touch with the Tobacco Trade, know that the World Registration Bureau registers more brands each month than all other bureaus combined.

Our records and facilities for handling this business are admittedly the best. Send along your registrations.

TERMS: $1.00 each for Registrations. 25c. each for Searches which do not result in registration.

TOBACCO WORLD REGISTRATION BUREAU

102 South Twelfth Street, ∴ ∴ ∴ Philadelphia



10c. CIGAR 10c. CIGAR

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Dallastown, Pa.

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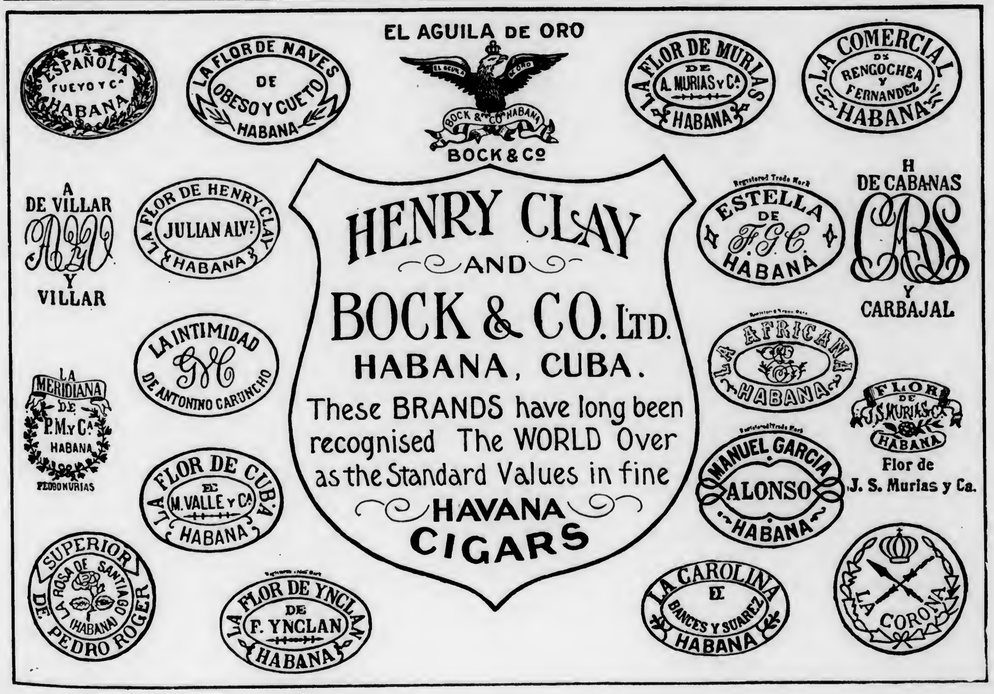


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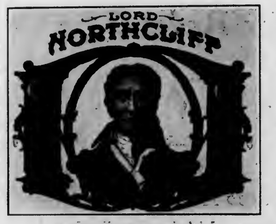


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The Tobacco Manufacturer,

The Cigar and Tobacco Jobber or Broker,

The Leaf Tobacco Dealer, and

The Cigar Box Manufacturer,

or Any One in Any Way identified with the Cigar and Tobacco Trade.

Summary of Contents:

The Lists Comprise

Cigar Manufacturers (with factory numbers), Tobacco Manufacturers, and Leaf Tobacco Dealers of Pennsylvania.

The Wholesale Dealers and Jobbers of the United States (including Wholesale Cigar and Tobacco, Grocery, Drug, Liquor and Confectionery Houses,) together with the names of the **Buyers** of cigars and tobacco with wholesale grocery houses.

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PHILIP MORRIS English Mixture

PHILIP MORRIS Cut Plug

Most all better smokeries have both—when they can keep it. Ground and brains can produce Tobacco only so good—that retails for $2.00 per lb. in 25c, 50c and $1.00 tins.

We suggest that you let us quote you. Your regular jobber will do the rest. Write

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Are the Cigars of the following Registered Brands

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S. B. Seed and Havana . . . . . 5c.
KATHLEEN O'NEIL . . . . . 5c.
VUELTA SPRIGS, The Mellow Cigar, 5c.

These brands sell on merit and constantly repeat. Try them and judge for yourself why this factory never shuts down

STAUFFER BROS. MFG. CO.
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Silent Salesman TRADE MARK Cigar Case.



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KEEPS CIGARS IN PERFECT ORDER

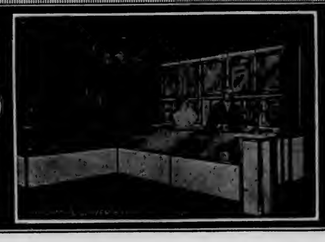
It's an all-glass case and solid as a rock—The joints are cemented and cushioned with felt (a patented process). It's equipped with moisteners—In a class by itself—We make display Cases of same construction with glass shelves. We make tobacco fixtures too—

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"ANSWER and POSTER"

Five Cent Cigars



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World Famous Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
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LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

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T&O COMPANY MAKERS

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MADE BY HAND---MADE BY MEN

"A Top Notcher"

THEOBALD & OPPENHEIMER CO.

"THE DAYLIGHT FACTORY"

PHILADELPHIA

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The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

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THEY HAVE THE "LUSTER THAT LASTS"

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Steiner Building 257-265 W. 17th Street

NEW YORK

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, NOVEMBER 15, 1911. No. 22.

PLAN APPROVED, TOBACCO REORGANIZATION TO PROCEED

Circuit Court Decides to Accept American Tobacco Company's Effort to Comply With the Law—No Appeal of Outside Interests Will be Allowed—Independents Dissappointed and Dissatisfied

(Special Dispatch to The Tobacco World.)

NEW YORK, Nov. 14, 1911.

REJECTING all but several of the minor objections raised by Attorney General Wickersham, the United States Circuit Court for the Eastern District of New York, composed of Judges Lacombe, Coxe, Noyes and Ward, approved of the plan for reorganization, which was filed several weeks ago by legal representatives of the American Tobacco Company, in accordance with the decree which was issued by the Supreme Court of the United States.

Work of reorganization can now proceed along the lines indicated, just as soon as the Supreme Court approves of the Circuit Court's dictum.

The Circuit Court in its decision upholds the contentions of those who argued for the American Tobacco Company, at the public hearing, and endorses the method of reorganization as set forth by the company's representatives in the plans which were filed. While denying the request made by the Attorney General, for a probational operation period of five years, the court stipulates in their decision that none of the stockholders in the original company can acquire additional stock in any of the reorganized companies during the next three years. The court furthermore allows the privilege of an injunction during the period of three years.

The government in its answer to the proposed plan demanded as the most important condition that the right should be reserved to apply to the court at any time within five years after the adoption of the plan for further relief upon a showing that the plan, as a matter of fact, and not as the result of new overt acts in violation of the law, had not brought about a new condition honestly in harmony with the law.

"It is not apparent that this court has the power so to do," was Judge Lacombe's ruling on the question, and the Attorney General's other drastic suggestion that the stock of the United Cigar Stores Company be sold and distributed to parties other than the twenty-nine individual defendants or other of the common stockholders of the American Tobacco Company was also refused on the ground that the court had no power to grant such request.

In regard to the government's provision that the twenty-nine individual defendants be enjoined for a term of five years from acquiring directly or indirectly additional stocks in any of the new companies, the court suggested that three years would appear to be a desirable change to secure a more rapid distribution of present holdings. Inasmuch as this injunction would apply to the stock of the British-American Tobacco Company now held by the combination, and which will have to be sold in the open market, the court had this to say:

"It may not be a wise policy to make it easy for foreigners to take over the control of the British-American Tobacco Company, with its large and growing business in foreign countries, notably in South Africa and the Far East, now in American

(Continued on next page)

Severe Storm Destroys Part of Wisconsin Tobacco Crop

Growing Interests Suffer Heavily—Many Buildings Blown Down—Losses Prove Staggering

(*Special Dispatch to The Tobacco World.*)

JANESVILLE, WIS., Nov. 12.

TOBACCO interests in southern Wisconsin suffered heavily in the tornado which swept throughout Rock County on Saturday, November 11, carrying death and desolation in its wake.

The storm had its inception in the vicinity of Brodhead, in Green County, about 25 miles west of this city. It held its path due eastward through the heart of the banner tobacco section of the southern part of the State, wrecking all farm buildings in its path and destroying some of the best leaf which has been grown in the State in recent years, which, before the storm, was hanging in the large tobacco barns.

On the western limits of Janesville the storm verged to the northward, and in a somewhat northeasterly course headed straight for Milton and Milton Junction, two smaller towns of the county, which are also in the centre of rich tobacco land.

It is estimated, according to the latest reports received here, that the amount of 1911 leaf destroyed represented in acreage would amount to fully 250 acres. Much of these crops has been contracted for at prices ranging from eight to twelve cents per pound. In almost every case the crop is totally destroyed, or else so badly damaged that it will be worth only the price paid for rags.

Perhaps forty or fifty large tobacco barns, which represented the culmination of thirty to forty years of growth of the tobacco industry in this section, were demolished. The estimated loss in this property so valuable to the tobacco industry here is now placed around $50,000.

This will materially lessen the output of the leaf in this section, as growers will be slow to rebuild barns which it has taken years to erect in the state in which they were previous to the storm. Stock barns and houses will be the first buildings to replace and the tobacco sheds will be the last which it will be thought necessary to replace.

Many Janesville dealers were heavy losers in the terrible cyclone. Much of the crop in the vicinity of Brodhead, Hanover and Orfordville had been contracted for and great anxiety is expressed on all sides as to the crops which were destroyed.

In many instances huge barns, holding from seven to twelve acres of the crop, were completely blown away, and only a slight wreckage was left to mark the place where the sheds stood.

GEO. L. MAGEE.

Independent Tobacco Men Will Appeal For Intervention

NEW YORK, Nov. 14, 1911.

THE Independent Tobacco Interests, represented by Felix H. Levy, will make a formal motion in the United States Circuit Court tomorrow to be permitted to intervene in the case of the American Tobacco Company, and to become parties to the suit in which the decree of the Circuit Court has not yet been entered, although the Judges have filed opinions upholding the re-organization plan.

Notice of the motion was served today on counsel for the various parties, including District Attorney Wise, representing the Government.

The purpose is to lay the groundwork for an appeal to the Supreme Court on the entire question of the reorganization of the American Tobacco Company. The independents asked to be made parties while the hearings were in progress, which was denied, but they regarded this as an informal request, differing in its legal status from the formal motion to be made tomorrow.

hands. That is what would probably happen if the twenty-nine defendants be prohibited from increasing their holdings of that stock. We do not undertake to determine this question of public policy, which is one for the consideration of the executive branch of the government. It is sufficient to say that a further exception of the shares of that company from the operation of this paragraph would not, in our opinion, make the plan repugnant to the law."

Although the decision of the court was unanimous and Judge Lacombe wrote the opinion, Judges Noyes and Coxe rendered separate opinions elucidating their views on the matter. Judge Ward remained silent.

Independents' Plans Rejected.

The alternative plans suggested from independent sources were disposed of by Judge Lacombe, as follows:

"No time need be given to a consideration of any of these, since there is no suggestion that the defendants will adopt them. It would be sheer waste of time therefore to consider any plan radically different from the one now before us. We find this plan would not create the condition defined in the opinion of the Supreme Court, or if such modifications as we may require as a condition of giving our approval are not accepted by defendants, we must obey the mandate of that court; must seize the property and sell it at public auction in appropriate and convenient lots, applying the proceeds of the sale to the payment of the debts (including the mortgages), or of such dividend thereon as the proceeds allow, turning over the surplus, if any, to the owners of the equity."

The objection made from many quarters against continued stock ownership by the defendants could not have been considered, Judge Lacombe said, because the Supreme Court in the Northern Securities case and in the Standard Oil had found no reason to disapprove of a disintegration that continued this condition of affairs.

Position of the United Stores.

After taking up one after another of the suggestions made by Attorney General Wickersham, Judge Lacombe, referring to his demand concerning the stock of the United Cigar Stores Company held by the defendants, said in part:

"We have no power to grant any such request. The anti-trust act carefully enumerates the penalties for a violation of its provisions—fines, imprisonment, injunction against continuing to transact interstate business, treble damages to all persons injured by an unlawful combination, seizure and forfeiture of property in course of interstate transportation. These are certainly ample to enforce obedience.

"Nowhere, however, is there any authority for the proposition that this court may seize the property of private persons who may have offended against that statute and sell it under conditions which would preclude the holder of the title or the owner of the equity from bidding at the sale so as to compel the purchaser to pay a reasonable price for it, or from buying it himself if no one else will pay full value for it. That is confiscation."

In answer to Attorney General Wickersham's demand that the plan might be brought back into court within five years for revision, Judge Lacombe said:

"It is not apparent that this court has the power so to do. Had it not been for the mandate of the Supreme Court it might be questioned whether a Circuit Court of the United States had any jurisdiction to re-create a new group of corporations out of the elements into which a pre-existing group of corporations had been split or to formulate a plan or method according to which individuals, natural or corporate, were to be invited to invest money and embark in business. All such questions are, of course, resolved for us by the decision of the court of last resort.

"But neither in its mandate nor in its opinion is there any warrant for the conclusion that this court is to prescribe the temporary terms of a *modus vivendi*, with power to reassemble five years hence—ourselves or our survivors and successors—and modify those terms, while in the interim by purchase shall have exchanged hands irrevocably."

Judge Coxe's opinion on the plan was rather brief. He pointed out that the appointment of a receiver for a corporation solvent and prosperous was the only alternative to the plan, and remarked that such calamity should be avoided, except as a last resort.

Judge Noyes' Opinion.

Judge Noyes described the difficulties encountered in the preparation of the plan, and said that it had to be handled as a practical matter in a practical way. The plan as a whole he said, with the injunctive measures proposed, met the principal evils pointed out in the decision of the Supreme Court, and brought about a condition fairly in harmony with the law. Judge Noyes made the following conclusion from the case:

"The extent to which it has been necessary to tear apart this combination and force it into new forms, with the attendant burdens, ought to demonstrate that the federal anti-trust statute is a drastic statute which accomplishes effective results; which so long as it stands on the statute books, must be obeyed, and which cannot be disobeyed without incurring far reaching penalties. And, on the other hand, the successful reconstruction of this organization should teach that the effect of enforcing this statute against at industrial combinations is not to destroy, but to reconstruct; not to demolish, but to re-create in accordance with the conditions which the Congress has declared shall exist among the people of the United States."

The government has the right of appeal to the Supreme Court, according to Attorney General Wickersham, who expressed himself to that effect while attending the hearing on the plan.

One of counsel for the American Tobacco Co. said last night:

"There is absolutely nothing that we would care to say from our side. We have always believed in the justness and equity of the plan as submitted. We felt sure that our position was absolutely tenable, and we felt perfectly safe in leaving our case within the jurisdiction of the court where it properly belonged. The Supreme Court laid down rules under which the disintegration should take place, and we have conformed with them. Of course, we cannot feel less than gratified that the Circuit Court here, with whom the matter rested, has passed favorably upon our plan."

Independents to Make a Fight.

Independent tobacco interests did not receive the decision with favor, and it was said last night that they would make an effort to bring the matter before the Supreme Court. Felix H. Levy, who with Louis D. Brandeis, of Boston, represents a number of organizations of independent tobacco men, said:

"The disposition which the Circuit Court has made in this matter is unsatisfactory, and I shall advise the interests which I represent to take such steps as may be necessary to procure a review by the United States Supreme Court."

Trade Mark Decision Confirms Priority Claims

Patent Examiner Decides That Registration in Patent Office Can Be Superseded---Tobacco World's Contention Affirmed

(*Special Dispatch to the Tobacco World.*)

WASHINGTON, D. C., November 11th.

A TEST case, which defines clearly the right of priority in the use of trade marks and trade brands for cigars, has just been decided by the United States Patent Office in the case of Leschke & Pletcher vs. James A. Clark.

The decision rendered by H. E. Stauffer, Examiner of Interferences in the Patent Office, confirms the oft-expressed opinion of the TOBACCO WORLD Registration Bureau that priority of use of a brand, although not entered in the United States Patent Office, will supersede the claims of any subsequent registration of the same brand by another party under the patent laws. In other words, a granting of trade mark rights by the United States Patent Office offers no more protection and, in many cases less, than registration in a bureau such as the TOBACCO WORLD conducts.

The Patent Office not being able to specialize on cigar and tobacco brands, and having records admittedly incomplete, frequently grants registrations which can be challenged by prior users of the same brand.

The case in question arose from a dispute on the brand "Rosedale," which James A. Clark, cigar and tobacco manufacturer of Maryland, registered in the United States Patent Office January 16, 1906. When Leschke & Pletcher, cigar manufacturers of Hartford, Conn., applied for registration of this brand April 16, 1910, after having used it without registration for more than twenty-five years, it was found that Clark had entered this brand before them. Immediately the question arose as to the validity of Clark's registration.

Testimony taken by Examiner Stauffer from both Mr. Pletcher and Mr. Leschke amply established the fact that this firm had been using "Rosedale" many years before Clark registered it. The decision as announced by Mr. Stauffer reads as follows:

"The testimony appears to be clear and definite and conclusively shows use by the applicants for at least twenty-five years last past. Inasmuch as Clark is only entitled to a date as of January 16, 1906, the date of his registration, it is clear that the junior party is entitled to registration.

"Priority of adoption and use of the mark in issue is awarded to Leschke & Pletcher, the junior party, and it is adjudged that this party is entitled to register the mark for which application has been made, notwithstanding the registration of James A. Clark, the senior party."

No appeal will be made by C. T. Belt, attorney for Clark, and the decision stands as final.

(Continued from page 12)

Wickersham Studying the Decrees

WASHINGTON, Nov. 13.—Copies of the decrees of the United States Circuit Court in the American Tobacco Company case have been received at the Department of Justice. Attorney General Wickersham declined to say anything until he had had opportunity to study the decrees as compared with the original proposals of the Department of Justice.

Further course in regard to the case is entirely in the hands of Mr. Wickersham. It is held that parties to the suit have a right to an appeal. It does not follow that the independent concerns that endeavored to interplead have any such right.

Lawyers at the Department of Justice were uncertain as to just what the procedure of the Circuit Court would be as to satisfying the Supreme Court that its mandates had been complied with. It is expected that the lower court will make a report to the Supreme Court setting forth the facts and the decrees that were approved and their probable effect in carrying out the purpose to forbid the trust. The presentation of such a report to the Court may offer the opportunity for the Court itself to suggest to the Attorney General further procedure which should secure precisely the action to break up the combination and render it permanently incapable of operating a monopoly.

California Protests to Wickersham

LOS ANGELES, CAL., Nov. 1.

THE TOBACCO WORLD.

Gentlemen: The following letter has been sent to Attorney-General Wickersham:

I wish to draw your attention to the action of the American Tobacco Company through their Coast representative in their efforts to coerce the wholesale tobacco dealers in Los Angeles, also to crush out and drive out of this market a brand of smoking tobacco manufactured by a small manufacturer.

For some months past there has been selling in this market a smoking tobacco called "Pure Gold." This tobacco is in direct competition with the American Tobacco Company's "Durham" brand of smoking tobacco. The increasing sales of "Pure Gold" tobacco have been constantly drawn to the attention of Herman Heyneman, of San Francisco, Coast agent for the American Tobacco Company and affiliated companies by his Los Angeles representative. One week ago this Los Angeles representative was called to San Francisco to devise means by which the sale of "Pure Gold" tobacco would be discontinued by the Los Angeles jobbers, at first Herman Heyneman decided to send large quantities of smoking tobaccos manufactured by the American Tobacco Company to Los Angeles to be sold at or below cost, as this would deprive the jobbers of all profits on the best selling brands of smoking tobaccos and thus compel the jobbers to discontinue selling "Pure Gold" tobacco, in order to secure a profit on the American Tobacco Company's brands of smoking tobacco, which comprises about 90 per cent. of the tobacco sold in the Los Angeles market.

This plan was abandoned and in lieu of same Herman Heyneman shipped a carload of "Durham" tobacco to his agent at Los Angeles to sell to the retail trade below the jobbers' cost. This car of "Durham" tobacco arrived in Los Angeles on October 30th and Heyneman's agent is now selling same direct to the retail trade in thirty-six dozen lots for $16, with twenty packages of five-cent "Durham" free with each thirty-six dozen. As thirty-six dozen of "Durham" tobacco costs the jobber $16.20, the retailer is buying the tobacco in thirty-six dozen lots for twenty cents less than cost and he also receives twenty packages of five-cent "Durham" free.

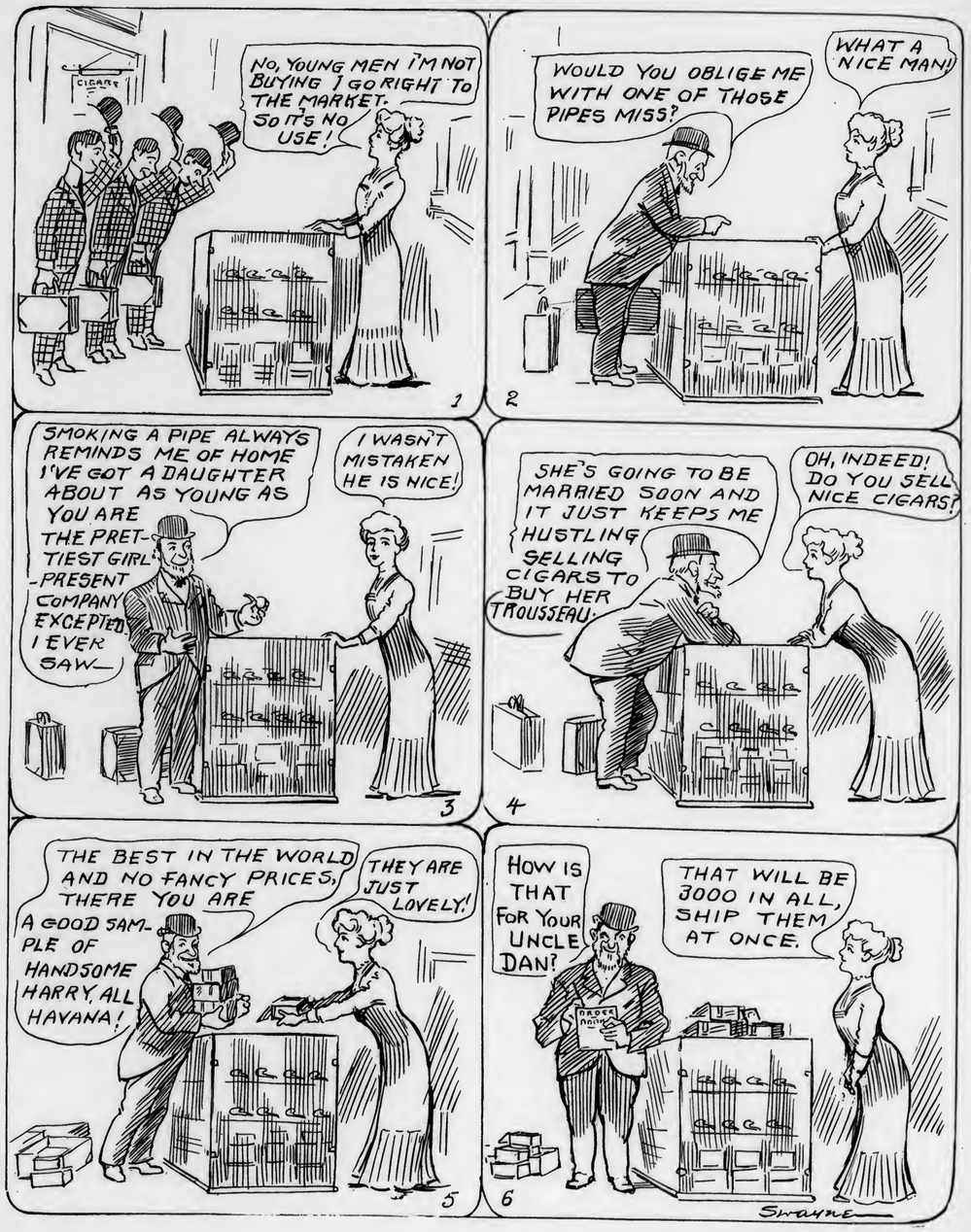
The jobber is given to understand that as soon as he discontinues selling "Pure Gold" tobacco, Heyneman will stop selling the retail trade direct below the jobbers' cost. In this manner the American Tobacco Company intend to drive the manufacturer of "Pure Gold" tobacco out of the Southern California market and force the jobber to only handle tobacco manufactured and controlled by the American Tobacco Company.

The following is the list of Los Angeles jobbers affected:

George W. Walker,
Haas-Baruch & Co.,
M. A. Newmark & Co.,
Klauber-Wangenheim & Co.,
Channel Commercial Co.
United Wholesale Grocery Co.,
R. L. Craig & Co.,

DIPOMATIC DAN---Wins the Fair Sex

Drawn for "The Tobacco World" by Swayne



THE MOST AROMATIC OF ALL TOBACCOS

Methods of Cultivating Perique Tobacco Employed by Old Growers

By HENRY N. LEWIS

Continued From Last Issue

THE French carotte was formed by removing the stems from the leaves, which were cured in the ordinary way, and swathing them upon each other in the form of a cylinder eighteen inches long and nine inches in circumference. This cylinder was then tightly wrapped with packet thread till the leaves adhered in a compact mass, and was dipped in a solution of new rum and sugar to give it flavor; a device still used by Perique makers of easy conscience to doctor poor Perique. Two styles of wrapping were used, the "filer a la Hollandoise," in which the rope was knotted at every turn, and the "filer a la Francoise," a continuous spiral, similar to the method now employed by the Acadians. Still an earlier shape in which tobacco was marketed resembling the Perique carotte was the roll, commonly known as the "nigger head," described in Carver's History of the Tobacco Plant, London, 1779, as made in America in this manner:

"Being possessed of a tobacco wheel, which is a very simple machine, they spin the leaves after they are properly cured into a twist of any size they think fit, and having folded it into rolls of twenty pounds weight each they lay it by for use. In this state it will keep for several years and may be continually improving, as it every hour grows milder."

This rope was cut in convenient lengths, as is shown by old English prints and shop bills of the time of George I. These two sorts of tobacco have no likeness to Perique, however, beyond their outward appearance.

From the time the seed is sown in the propagating beds early in January till the transplanted plants turn a mottled yellow late in June, or early in July, the cultivation of Perique tobacco is practically the same as for other kinds. But the soil in Perique-growing districts is different from other tobacco soils, growing a tobacco of silkier texture and of finer flavor than any other. That which lies around the settlement at Grande Pointe, in a flat bed some three feet lower than the mean height of the river, lying three miles north of the Mississippi (the river takes a wide turn to the east here), noted for producing the finest quality of Perique, has been classified by the Bureau of Soils, United States Department of Agriculture, as the Yazoo loam. It is a rich alluvial soil, composed of alluvium and sediment deposited principally by the Mississippi at high water, when the current was relatively swift. Gathered from many rich prairie States by the river and its tributaries, it is exceedingly fertile and peculiarly adapted for the staples of Louisiana cotton, sugar cane and tobacco, as well as for corn, alfalfa and many other crops. The Yazoo loam is light brown in color, shading more into gray, close to the stream. It is very friable and easily worked, holding a large content of fine sand and silt, with a limited quantity of coarse sand and clay. Examined under the microscope, it is found to contain, in large quantities, quartz, both muscovite and phlegopite, mica, feldspar, both the potash and lime soda feldspars, hornblends, rutile and tourmaline.

The seed which produced the first Perique tobacco grown at Grande Pointe was imported from Havana by John Watkins, and was planted about the year 1801 by two brothers, Maximillien and Zenon Roussel. Octave Roussel, the son of Maximillien, told me—Octave is in his eighty-third year, and remembers as a boy of ten seeing Pierre Chenet—that the next planting of seed on his plantation would be the 108th generation in direct descent from the first seed planted by his father. You can see, then, that this Perique is no ordinary weed, but an aristocratic plant with a large line of blue-blooded forebears. It is probable that the first seed sown by Pierre Chenet was a native seed, which after several plantings in the Yazoo loam raised a tobacco identical with that grown from Havana seed.

The seed, mixed with ashes, is planted in heavily-manured beds of finely pulverized soil, drained at intervals of three feet by channels. When the plants appear they are covered with leaves or dry bracken to protect them from the frosts of February, and when the leaves are two inches long the plants are reset in small packed hollows at intervals of three feet, in continuous beds four feet apart. There is no attempt at cross alignment, the cultivation being carried out in one direction.

The transplanting takes place the last week in February, after a rain, if possible, or in dry seasons the plants must be watered for a few days. The soil around the plant is slightly worked up after watering. When the leaves have grown to the width of the hand a dressing of cotton seed meal is thrown about them and covered thinly with soil. About the middle of May the plants are pruned, leaving from twelve to eighteen leaves on the stalk, which is later "topped" of its blossoms and shortly afterward freed from "suckers," of which in Louisiana there will be three in succession to each leaf.

Up to the time the tobacco is ready to top, a vigilant crusade is kept up against the "bud worm," a small green pest with white stripes, less than an inch long, which checks the development of the sprouting leaves by riddling them with tiny holes. Early in July, if the plants have survived the heavy rains and hot sun of June, which often scalds them or causes "brown rust," under the stimulant of the heavy dews, they have drawn into their veins their full quota of sweet resinous gums and oils, and are ready to be cut.

It is now, after reopening, that this heir-apparent to the throne of Nicotiana Tabacum is taken from the democratic freedom of its early schooling to enter upon the superior and exclusive training which makes its title of king no empty one. Unlike other tobaccos, Perique ends its career in the fields in the hottest part of the day.

The plants are cut three inches above ground—about the lowest whorl of leaves which has served as a protection from mud-spattering rains, by a clean blow with a hatchet, care being taken not to split the stalks, and are taken at once to the shed. Contrary to the usage with air-cured tobacco, Perique is not permitted to "sweat" before being stripped. To enter one of these ancient weather-beaten tobacco sheds is like uncovering some musty room full of the appliances used by Spanish inquisitors. The long row of huge archaic presses suggests unpleasant practices. The "vise" for packing tobacco in barrels under pressure looks like a garrotte. And the "verveaux" for winding carottes savors of the rack.

(To be continued.)

Charles Cores, president of the Cores-Martinez Company, cigar manufacturers, of Philadelphia, is making a two weeks' swing through the Middle West.

John H. Boltz, of Boltz-Clymer Co., Philadelphia and Tampa, has returned to Philadelphia after an extended tour through the far West, in the interest of "El Palencia" cigars.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

IN the American cigar and tobacco trades the word originality is usually defined as John W. Merriam.

Born about fifty years ago, in DeKalb County, Illinois, Mr. Merriam carries in his veins the best strains of puritanical blood from his father and the gentle, more sentimental, characteristics of the cavalier inherited from his mother, who was a Virginian. This combination has always provided the most sterling type of American citizen and business man, and the subject of this sketch is no exception.

When a young chap "Jack" Merriam, as he was known to his intimates, entered into the tobacco business. He became a salesman for P. J. Sorg & Co., and traveled the Northwest for this firm, making his headquarters in Chicago. For three years, from 1882, Mr. Merriam was in the cigar and tobacco brokerage business in Chicago, handling the cigars made by George Bence and plug tobacco made by George S. Schwartz & Co.

In 1885 he went with the firm of M. Stachelberg, and then commenced a career which made his name and personality familiar in every cigar establishment of prominence throughout the United States from coast to coast.



JOHN W. MERRIAM
Cigar Manufacturer
"At the Sign of the Bull Dog."

After fourteen years service with the fine old Stachelberg house, Mr. Merriam decided that the time had arrived to embark for himself, and on St. Patrick's Day, 1899, he founded the firm of John W. Merriam & Co. and opened the factory "At the Sign of the Bulldog" at 141 Maiden lane, New York, where the flag still waves.

The Merriam output is confined to clear Havana cigars, and includes such leading brands as "Baron DeKalb," named in honor of the county in which he was born; "Henry Irving," the tragedian, whose work Mr. Merriam always admired so much, and the "Segar De Luxe" brand, all of which have a large following.

Mr. Merriam is an all-round man, fond of healthy sport, essentially a clubman, because he is a splendid mixer and interested in the clean things of life. He is a member of the New York Athletic Club, the Friars' Club, the B. P. O. Elks Club No. 1, New York; The Bull Dog Club of America, The Bull Dog Breeders' Association, Chicago Athletic Club, Chicago Press Club, the Blooming Grove Hunting and Fishing Club, Illinois Society of New York, and the Bibliophile Club of New York.

For a number of years Mr. Merriam has been particularly interested in the breeding and owning of fine bull dogs, and it was due to this hobby that he adopted the unique name and brand for his factory and the goods which he produces.

He is a keen believer in the doctrine of hard work, and his associates and employees all vouch for this.

With such an active, energetic personality it would be impossible for him to set in his office and direct his road forces the year round, so Mr. Merriam still travels from four to six months in the year to see his old friends as he expresses it, and occasionally to make a new one.

His is a busy, healthy life, and if perchance you do not know him, and should meet him, count the minutes in his company well spent. They will prove both instructive and entertaining!

Good Report from Regensburg Factories

JEROME REGENSBURG, of E. Regensburg & Sons, arrived from Tampa several days ago and will spend three or four weeks at the firm's New York headquarters. He devotes most of his efforts towards a personal supervision of the firm's huge plant in Tampa and spends the greater portion of the year in the Florida cigar city.

Mr. Regensburg reports that things are running very smoothly in Tampa, all difficulties with the men having been satisfactorily settled, and there being no further danger of labor troubles in the near future. This has been a very busy season for the "American" Company, and all of the hustling members of the well-known firm have been taxed to the utmost in their efforts to cope with the tremendous demand for their product.

Mortimer Regensburg returned from Tampa and Havana about ten days ago, and he expressed himself as highly pleased with the firm's leaf holdings.

Geo. McMullen, who has conducted a cigar factory in Ithaca, Mich., for a number of years, has purchased the equipment of the Havana Cigar Co., of that place, and will extend his operations. He has built up quite a large sale on the "Brick Pavement" brand, made by him for some time, and will now also market the "Dr. Scott," "Goth," "Kismet" and other brands formerly made by the Havana Cigar Co.

Short Crop of Turkish Tobacco This Year

SHORTAGE in this year's crop of Turkish tobacco is explained in part by a special report just received from British Consul Samson, who is stationed at Adrianople. He says:

"At the close of the last season an arrangement was arrived at between growers to limit the area under cultivation. The arrangement provided that a reduction of 40 per cent. should be made on all areas exceeding 2½ acres in extent, and that no single cultivated area should exceed 7½ acres. Scarcity of labor and unfavorable weather during the planting out season have, however, rendered it impossible for growers to cultivate even in the reduced area proposed.

"Further, the temperature throughout the whole growing season has been uncertain, and the crop has consequently suffered both in quality and quantity. It is at present estimated at 40 per cent. less in quantity than that of last year, and it is considered that 90 per cent. will be composed of 'Sirapastal' or inferior quality, 40 per cent. of which may be calculated as the 'refuse,' or lowest quality, as against 10 per cent. of this quality last year. The scarcity of labor in the Xanthi district is attributed to the fact that the men of the mountain districts of Kirjali and Daridere who have in previous years left the cultivation of their own hill-grown tobacco to their women and children in order to work in the Xanthi district, are now cultivating their own tobacco in consequence of the greatly increased price which it is fetching."

"Tobacco has been planted this year," says the British Acting Consul at Smyrna, "to an unprecedented extent, but the spring frosts and summer droughts have caused a 4½ to 5 million okes crop, instead of 11-12 million okes.

Galena, Ill., Has Prosperous Factory

The Standard Cigar Co., at Galena, Ill., is one of the most substantial industrial institutions in that city, and the largest cigar factory in the vicinity. More than forty people are regularly on the pay roll, and it is stated that this force would be increased if more competent cigarmakers could be procured.

Strong Sumatra Market

DETAILED reports from Amsterdam would indicate that the inscriptions of the past year have been the most successful for a number of years past from the growers' standpoint, although the cigar manufacturers, not only in the United States, but the world at large, had to pay the fanciest prices for Sumatra wrapper.

A brief comparison of the sales and prices of 1910 and 1911 will give some idea of the situation which American consumers of Sumatra leaf have had to face at the recent inscriptions. For instance, the Deli-Maatschappy sold during the entire series last year 46,900 bales at an average price of 92 cents (Dutch money). Their incomplete sales from the last report for the year 1911 showed 46,683 bales at an average price of 154 cents (Dutch). The Senembah reports sales of 17,100 bales thus far at 147 cents (Dutch) as against total sales of last year 14,032 bales at 75 cents. It will thus be seen that despite the abundance of the present year's crop the prices have averaged from 60 to 100 per cent. more than they did last year, and as a result, of course, the firms who grow Sumatra tobacco have made good money and substantial dividends are assured.

The Deli-Batavia, which concern sent its stockholders away dividendless in 1910, announced on October 1st an interim dividend of 30 per cent. for 1911 with a good chance for another one equally as large. No wonder the Dutch market is booming on tobacco shares and that the prices of them have advanced 20 per cent. within a recent period.

Meanwhile, the wise purchasers of last year who covered themselves in Sumatra wrappers and acted upon the suggestion of the leading American importers, are chuckling in their sleeves.

The office of J. Heidenheimer, cigar and tobacco broker, in the Ostermann Building at Strand and Twenty-second streets, Galveston, Texas, was badly damaged by a fire recently. The fire originated in an adjoining portion of the building. His greatest loss was caused by water and smoke.

Types of Smokers in Foreign Lands



Baltic Sailor and His Pipe



Holland Boys Smoking Cigars



English Sailor with His Bulldog Pipe



MR. GEO. B. LORING, the last Commissioner of Agriculture in Connecticut, in 1883, once said: "It is curious how agriculture and commercial conditions will sometimes change men's views." He cited a national agitation against the use of tobacco years ago by George Trask, who was not only as eminent as Neal Dow was in the cause of temperance, but he worked just as hard against tobacco. Said Dr. Loring:

"There was no part of the country where Trask's anti-tobacco crusade took firmer hold than in the valley of the Connecticut River, from Hartford as far north as Battlesboro, Vt. If public opinion had been as strong all over the United States the tobacco trade would have become extinct.

"One day there came into the valley an agricultural chemist, I think he was in the employ of the Government, to visit friends who lived in Suffield, Conn. He made some experiments with the soil at Suffield, and then told the farmer that the soil would luxuriantly produce certain kinds of tobacco, and one or two farmers who had not been affected by the anti-tobacco campaign ventured to try the experiment. They raised wonderful crops of tobacco, and it was found that it was especially suitable for wrappers of cigars.

"The next year still other farmers took up tobacco raising, and in the course of a few years the whole Connecticut Valley was becoming, comparatively speaking, one of the greatest tobacco-producing centres of the world."

* * *

If you live in Omaha you will have to be careful about where you hang your cigar sign and see that it does not obstruct even the edge of the sidewalk.

Recently it cost Mortiz Meyer, proprietor of a cigar store at 1314 Farnan street, $25 in fines and costs in a police court for failing to remove his electric sign which extended on the edge of the sidewalk.

He was fined under an anti-sign ordinance of that city and appealed the case. He was subsequently found guilty of obstructing the walk. He proposes to appeal this case, too.

Of course, Mr. Meyer was not the only shopkeeper of Omaha who was prosecuted, but it is well for other dealers to be on the lookout and take their showcases off the walk and to see that their signs do not protrude beyond a given line if they want to save themselves a fine.

* * *

If you want to incite a riot just start a newspaper premium scheme, as was done in Denver not long ago, when a cigar dealer conceived the idea of giving the choice of any local newspaper with every ten cent purchase. It was really a clever bit of enterprise, for which he deserves credit, but local newsboys, who did not agree with the dealer in his newspaper premium scheme, soon created a small riot and, claiming that it interfered with their business, they smeared the show windows of his store with paste.

Out in St. Louis the people are making a big noise about motormen chewing tobacco, and yet it is noticeable that no one ever offers them a cigar; they only propose to take away his quid and without *proquo*.

In olden times when ox teams were in vogue the man who motored it copiously lubricated his linguistic organs and flavored his flow of language with tobacco. This is true today of the man who is motoring mules, and the man who motors the trolley car has a bigger job than either of them. His linguistic work has to be done silently, but it is indispensable and the reflective quid provides a soothing sedative against irritations.

Without attempting to defend the chewing habit as either polite or pretty, it must be admitted it is sometimes dignified by usage. There is an eminent divine who notoriously never takes his pulpit without first, secretly, tucking a tidbit into his jaw, which, of course, is neither here nor there an argument, but is an example that shows that even in the saving of souls tobacco is not an inconsistent salivary stimulus.

It is a well known fact that firemen chew tobacco even while in the very act of saving lives. Locomotive engineers, who must gaze intently on the shining rails at midnight, find much comfort in their chew. For at least thirty minutes every night and morning the average city resident finds the motorman one of his best friends. He is not only a human homo, but a human necessity.

Being only human as yet the motorman is no more to be broken of his chewing habit, provided he chews with reasonable discretion, than is the grasshopper, and we would therefore say: "Chew, chew, chew with care, when chewing in the presence of a passenjair."

* * *

Hart Blumenthal, of Jeitles & Blumenthal, Ltd., who is an ardent book lover and the owner of a fine private library, recently came upon the following interesting passage in a worm-eaten volume by an old Spaniard named Benzoni, who spent fourteen years in America getting facts for his history of the New World:

AN EARLY DESCRIPTION OF THE FRAGRANT WEED WRITTEN FIFTEEN YEARS BEFORE SIR WALTER RALEIGH INTRODUCED TOBACCO INTO ENGLAND.

In this Newe Worlde there are some bushes, not very large, like reeds, which produce a leaf held in great esteem by the INDIANS, and very much prized by the AFRICAN slaves. When these leaves are in season, they pick them, tie them in bundles, and suspend them near their fireplace till they are very dry. When they wish to use them, they take a leaf, and putting one of the others into it, they roll them around tight together. Then they set fire to one end, and putting the other end into their mouth, they draw their breath up through it, wherefore the smoke goes into the mouth and the head; and they retain it as long as they can, for they find a pleasure in it; and so much do they fill themselves with this cruel smoke that often they lose their reason and fall down stupified. But some are content to imbibe only enough to make them giddy. It is a pesteriferous, wicked, and diabolical poison of the devil.

THE ONLOOKER.

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EDITORIAL

To Control Tobacco Business—Not to Throttle It

At least, the litigation which the Government began more than four years ago to break up the American Tobacco Company as a monopoly in restraint of trade, has come to a point where all can begin to see possible results.

Whether the approved plan of re-organization will bring about conditions entirely satisfactory to the independent interests is doubtful; indeed, no plan short of receivership would satisfy some of the most radical assailants of the big combination. The plan as approved by the United States Circuit Court, however, will unquestionably lead to more equitable conditions, check some of the most glaring abuses and lead to a more open market.

The decision will aim to control business and not to throttle it.

Judge Coxe hit the nail on the head when he said that the consideration which had the greatest weight with him was the fact that no one had proposed a better plan, the only alternative proposal being the appointment of a receiver. And he agreed with Attorney General Wickersham that such a calamity should be avoided, except as a last resort. "I am by no means convinced," he said, "that it would not produce the very evil which action was instituted to destroy. A receiver can dispose of the property in his hands only by judicial sale to the highest bidder who will take the title sanctioned by a decree of a court creating the receivership. In the present case, the men best equipped to take this bid are the very men who now control the corporation. It is possible that the property might come under their control with a title which would render them immune from further prosecution."

The work of organizing the fourteen companies into which the combination has been split is a task which will require the deepest thought and utmost tact. Until these companies are set on their own feet, and put at work conducting their own business, it would be better to refrain from premature criticism.

The disintegration and re-organization of this mammoth corporation will stand as a monument to the American Courts. Certain it is that no board of judges ever faced a more perplexing and disagreeable proposition than that which the Supreme Court of the United States harnessed on the judges of the Second District of New York, when they rendered their now famous decision.

With patience, thoroughness and intelligence, the learned judges of the court, whose ability none would gainsay, listened to the great stream of arguments advanced by the most skilled counsel of both the company and the independent interests, who were concerned in the ultimate conclusion affecting the American Tobacco Company. And with all this mass of data and briefs before them, the court has approved the plan for the disposition of the defendant corporation, which should serve as a model in future legislation, and indicate to the commercial interests at large just what the breadth and scope of the Sherman law really is.

The work has been done.

As stated before, the vast majority of the independents are thoroughly dissatisfied with the results obtained. This is but human, but the *ipse dixit* of the court has been passed, and like all good Americans, we accept the result.

Trade-Mark Decision on Priority

The latest decision of the United States Patent Office in regard to the validity of priority of use superseding any registration under the Patent laws established more firmly the protection which the TOBACCO WORLD Registration Bureau affords its patrons.

This bureau has frequently contended that it can give as much protection to its clients, if not more, and certainly at considerably less expense than the United States Patent Office. No matter who registers a title, whether it be in the TOBACCO WORLD Bureau or in the Patent Office, if it is challenged by a user of the same brand who can establish priority and continuity of use, the registration is invalid.

Moreover, the United States Patent Office, covering as it does such a multitude of matters, cannot compile records as exhaustive and complete as the TOBACCO WORLD Bureau, which specializes on the tobacco, cigar and cigarette brands, and is in more intimate touch with the industries it represents.

In the case just decided the appellant established the fact that he had been using the "Rosedale" brand twenty-five years before the other party registered it at Washington. Under the circumstances the Patent Examiner could not do otherwise than allow the original user of the brand to register it and supersede any claims on the later registration.

Had the parties entered the brand for registration in the TOBACCO WORLD Bureau, they would have saved themselves not only a lot of trouble, but much expense, and would have had just as potent protection.



From The Tobacco World Bureau, 910 Hartford Building, New York.

Melachrino Gets Choicé Tobaccos In Egypt

THE sales managers of M. Melachrino & Co. are in high glee over the reports from their purchasing representatives in the Orient. Mr. Melachrino himself has been in Cairo since last July, and under his leadership the tobacco buyers for this firm have acquired large quantities of the high types of tobacco which are used in the Melachrino products.

Every square foot of available space in the large seven-story building occupied by M. Melachrino & Co. on Forty-seventh street is used to the best advantage in coping with the ever increasing demand for the popular brands put forth by this house. The ground floor is given over to general offices and show room, the other six floors are used for manufacturing, packing, storing, etc.

The American branch takes care of the business in the United States, Mexico, Porto Rico and Panama. Customers in other parts of the world are served direct from the manufacturing factory in Egypt.

If there is one department of which M. Melachrino & Co. are exceptionally proud, aside from their complete cigarette making plant, it is their up-to-the-minute staff of rapid-fire sales boosters. The thirty-six men that comprise this force never fail to "bring home the bacon." "Melachrino" is their religion, and they worship at the shrine twenty-four hours a day, three hundred and sixty-five days in the year." They think Melachrino, they dream Melachrino, and what is most important they sell Melachrinos.

Rube Ellis, L. B. McKitterick and W. H. Munson are in charge of this battalion of business-getters. Rube Ellis is everything but what his Christian name implies, and if McKitterick and Munson were born in the country they certainly don't demonstrate their pastoral breeding by the way they go after business.

Harry Noble, from "Way down in Alabama," has charge of the New York City sales force, and he is giving a "Noble" account of himself.

This year has been the busiest in the history of the house, and they expect to eclipse all former records for production and sales by a large percentage.

H. Anton Bock, head of the well known firm bearing his name, is on his way to Havana, where he will spend a fortnight at the various leaf centers. Mr. Bock states that the season has been an exceptionally busy one with his firm. They have added a number of distributors in various important territories, and the fine products continue to hold the good will of the large circle of high grade smokers who have been partial to them for many years. Mr. Bock expects to add considerably to his holdings of Havana leaf, which are already fairly extensive.

New York Jobbing House Has Reverses

THE old established wholesale and retail cigar, wine and liquor house of Michaelis & Lindeman, 459 Broadway, has become financially involved, and upon a petition recently filed against the firm, alleging that the house was insolvent and had admitted its inability to pay its indebtedness, Judge Holt appointed Henry L. Van Praag receiver. Bond was fixed at $10,000, and the receiver is authorized to continue the business thirty days.

The business is an old one, which was established more than forty years ago, and in 1904 it was incorporated with a capital stock of $140,000. The liabilities are placed at $40,000 and assets $35,000. The principal officers of the company are Harry R. Mooney, president, and Leon A. Van Praag, treasurer.

Death of C. C. Hamilton

AFTER an illness of several months, Colson C. Hamilton, senior member of C. C. Hamilton & Co., passed away on Saturday, November 4th, at his home in Brooklyn. Mr. Hamilton had reached the age of seventy-six, and was one of the best known tobacco inspectors in the country.

The funeral was attended by various Masonic organizations of which Mr. Hamilton had been a member. The deceased had been connected with the warehouse and inspection branches of the tobacco business for very many years, and he was a member of the firm of F. C. Linde & Co., which subsequently became F. C. Linde, Hamilton & Co. Some years ago he retired from the firm of Linde-Hamilton & Co. and started the firm of C. C. Hamilton & Co.

On Friday night, November 3rd, the large store operated by A. Shulte at the corner of Forty-second street and Fifth avenue was partly destroyed by fire. The damage to stock and fixtures was considerable. The management of the Shulte chain lost no time, however, in re-equipping and re-stocking the store, and they opened for business within four days after the fire, which is a record time.

By coincidence the store of the United Cigar Stores Co., on the corner of Forty-second street and Sixth avenue, was the scene of a conflagration on the morning following the fire at the Shulte store. The latter fire also cleaned out this big store, but undaunted the United people repaired the damage and are again open for business.

J. B. Wertheim, of E. M. Schwartz & Co., has started on a four weeks' trip through the Middle West.

Late New York Notes

The American West Indies Sales Company on November 9th removed from their former offices at 147 Water street to fine and commodious quarters at No. 6 Church street.

D. Ritter, who recently retired from the Cincinnati leaf house of Henry Meyer & Co., has joined Emanuel Hoffman & Son. Mr. Ritter will continue to make his home in the West, where he has a wide circle of acquaintances.

"We are oversold until the first of the year." This statement was made by President Werner, of T. J. Dunn & Co. Victor Thorsch, Western representative for Dunn & Co., made a flying trip to New York during the past ten days.

Among the visitors in the city during the past two weeks were M. Knoops and A. Goldschmidt, prominent tobacco merchants of Amsterdam, Holland. They have extensive connections in this country and were royally entertained by their many friends in the business during their stay in New York. Messrs. Knoops and Goldschmidt sailed for Holland last Tuesday.

Among the prominent trade visitors in this city during the past week was Harry B. Roberts, the well known manufacturer of Tampa, Florida. Mr. Roberts spent several days in the city with his local representatives, and he is very much pleased with the business which his firm has secured this year in the Eastern territory. He returned to Tampa on November 7th.

Vice-President Eugene L. Kohlberg, of M. Mendel & Co., has just returned from an extensive trip through the South, where he secured some very large holiday orders for his firm. Mr. Kohlberg reports that all of their representatives are securing ever-increasing distribution for the popular goods put out by this house. The extensive advertising campaign which Mendel & Co. have been conducting has brought results far beyond the fondest expectations of the house.

M. L. Kauffman, of "Smokecraft" fame, manages to squeeze about four days' work into every twenty-four hours, and he says that if business keeps on increasing the way it has in the past few months he is going to be compelled to put a whole week's work into every day.

Hardly a day passes when Mr. Kauffman, who is an expert at the ad craft, does not discover a new sales-boosting plan to aid the distributors of "Smokecraft" cigars. During the past few years the "Smokecraft" people have put out some of the classiest advertising matter that has been distributed by any cigar house.

The new Hotel Taft, in New Haven, Conn., one of the finest hostleries in New England, will throw open its doors to the public within the next few days. The Taft is a fire-proof structure of the most modern architecture, and represents an investment of a million and a half dollars. There will be several fine cigar stands in the building. A full line of high grade imported goods will be displayed. A very beautiful brand, called the "Taft," which was designed especially for the hotel by Acker, Merrall & Condit, will be featured. Mr. Coe, manager of the A. M. & C. cigar department, states that, in his opinion, the stands at the new Taft are very representative of how a high grade retail business in connection with a hotel should be equipped.

Prochaska to Lead the Salesmen

Lively Discussion at Big Meeting of New Association in New York

THE Independent Salesmen's Association of America met at Terrace Garden, on Friday evening, November 3rd, and the session proved to be the liveliest in the history of that young organization. Ira H. Morris, who had proven himself so effective a chairman, was compelled to resign from that office on account of the fact that his business occupies too much of his time. He suggested the nomination of Harry Prochaska as his successor. The suggestion was adopted, and Mr. Prochaska was unanimously elected president. One of the first things that the new president did, was to introduce the following resolution:

"At a regular meeting of the Independent Salesmen's Association, held November 3rd, 1911, it was resolved that the Association strongly express its disapproval of the reorganization plan submitted by the American Co., in compliance with the order of the Supreme Court of the United States."

This resolution brought forth a lively discussion, in which Asa Lemlein, manager of the New York office of the E. H. Gato Cigar Co., took a very prominent part. He expressed himself as strongly opposed to any measure or by-laws which would so far lessen the usefulness of the new organization, as to confining their whole efforts toward the combating of one competitor, be that competitor a monopoly or an individual. Mr. Lemlein pointed out that the organization could better attain a large sphere of usefulness by adopting the principles of fraternity, and mutual helpfulness, which mark the success of similar organizations, than by directing all of their courage and efforts against one corporation.

While Mr. Lemlein's remarks were very much to the point, it appears that many of those in the gathering were still too much inflamed by the recently announced decision of the Court, and Mr. Lemlein's sober suggestion did not receive the recognition which it deserved.

There were many prominent salesmen and retailers present, among whom were such well known men as: Gus Stubevnoll, representing the "Webster" brand; S. Friedman, representing Regensburg & Son; Joe Dublon, representing the Jos. Lovera Co.; Fred Kraus; G. S. Brown, Jr.; Asa Lemlein, representing the E. H. Gato Cigar Co.; Harry Prochaska; William Frisch; Ike Ochs, now a Harlem retailer; M. Sullivan; M. L. Kalfton; A. Baer; H. W. Noble, representing M. Melachrino & Co.; Murray Buxbaum, president of the Retail Tobacconists' Association, who made a short address at the closing, prevailing upon the salesmen to co-operate with the retailers in helping their respective organizations; S. Weil; S. M. Chase; S. S. Powell; Jesse G. Powell; Al. Scholze; Balbino Balbin, son of Gabriel Balbin, and salesman for Greater New York for the "Elisardo" brand; J. O. Howell, representing Salomon Bros. & Stern; Oscar Veit, a veteran cigar salesman, and the following Melachrino cigarette salesmen: F. H. Cantwell, Joe Greenfield, Mart. Ferguson and John H. Croke.

The other speakers who addressed the meeting were: Henry H. Hunter, attorney for the Retail Tobacconists' Association; Oscar Veit, and Attorney Ferguson.

The by-laws were read and various motions accepted for the furtherance of the organization's best interests.

Herman Sartorius Studying Cuban Cigar Industry

HERMAN SARTORIUS, son of Otto Sartorius, of the widely-known Havana leaf house of Sartorius & Co., New York, about a month ago entered into active duties at the celebrated Havana factory of H. Upmann & Co., where he will complete his study of Spanish, as well as to perfect his knowledge of leaf tobacco, and master the workings of a strictly high class cigar factory.

all that's new with JOBBERS and DISTRIBUTORS

Minneapolis Cigar Man Retires from Jobbing Trade

IN order to devote his entire time and energy to the development of a retail business, Sherman Smith of Minneapolis, who is widely known in the Northwest, has retired from the jobbing business.

Mr. Smith has been identified with the retail trade of Minneapolis for twenty-five years, and during the past seventeen years he has been in business on his own account. He now has six stores and stands, which are keeping him busy every minute, and for that reason he is giving up the jobbing trade in cigars which he commenced some seven years ago.

He has been featuring the product of the Jose Lovera Co., of Tampa, and E. M. Schwarz & Co., New York, in the jobbing and retail trade. He will continue to handle them at his stores, but the general distribution of the goods so far as Minneapolis is concerned has been placed with Winston-Harper-Fisher Co. and E. B. Crabtree, who will handle respectively the "Lovera" product of the Jose Lovera Co. and the line of E. M. Schwarz & Co. goods.

Iowa Jobbers to Market "Pure Food" Cigars

QUITE an innovation is being introduced at Sioux City, Iowa, by the C. Shenkberg Co., who have placed an exceptionally large order for a single brand of cigars through J. C. Moore, the cigar buyer for the Shenkberg Co., and which are being put up under the name of the "Pure Food Smoker."

The cigars are manufactured by the Lebanon Cigar Mfg. Co., at Lebanon, Pa., to whom the brand suggested itself during the recent "pure food" agitation and they at once set out to build a cigar that would admirably meet requirements of the "pure food" act. It has proven a most pleasing smoke, fragrant and appetizing, and in a short time has acquired almost a national reputation. They are packed in twentieth boxes, two bundles to the box, each bundle wrapped in white duck.

The C. Shenkberg Co. has been made exclusive distributors of the "Pure Food Smoker" in the Sioux City territory.

Waukegan, Ill., Jobber Injured by Holdup Man

T. MEYER, proprietor of a wholesale cigar and tobacco store at 705 Market street, Waukegan, Ill., a few days ago, had a narrow escape from serious injury at the hands of an Italian slugger, who attempted to club Mr. Meyer into insensibility by the use of a black jack, but the timely arrival of two men customers probably saved his life.

After recovering from the severe shock Mr. Meyer stated that the Italian had come into the store and asked for a special brand of tobacco, which he was informed they did not have in stock, and that he then wanted to see the various brands which they did have, and as Mr. Meyer turned to get several samples of goods he thought the man wanted, he was mercilessly assaulted, and might have been killed by the desperate thug had not his friends arrived.

"Tom Keene" Cigars Placed In Alaska

TOM KEENE" and "Lawrence Barrett," leaders in the nickel and seed and Havana cigars made by the widely known firm of Bondy & Lederer, New York, have been successfully placed on sale in Alaska. Horace Gladstone, representing the factory in the Northwest, recently returned from an extended trip to towns in Alaska and planted his product very firmly wherever he went. The greater part of the summer was spent in Alaska, and yet only the southwestern and southeastern portions of that country were fully covered. Mr. Gladstone feels that the securing of good-sized orders for immediate shipment was but a small part of the accomplishment, and that the ground for a large future business is firmly established.

Frisco Smokers Like "Havana Ribbon" Cigars

The "Havana Ribbon" cigars are making the biggest kind of a hit in San Francisco, where the distributing agency for the goods was taken several months ago by Ehrman Bros. & Co. 'Frisco, as is well known, has always been a good center for fine seed and Havana and clear Havana cigars, but it never was such a strong market for nickel goods as one might expect to find. In speaking of the "Havana Ribbon" account, Mr. Bauer Hess, a leading member of the Ehrman staff, and who recently visited Philadelphia to see the Bayuk Bros. factory, said: "From the first appearance of 'Havana Ribbon' cigars I had great faith in them, but their remarkable sale has simply exceeded my most sanguine expectations, and I do not think it has ever been done before on a five cent cigar."

Theobald & Oppenheimer Goods in Denver

There has perhaps never before been so much activity in the goods of the Theobald & Oppenheimer Co., of Philadelphia, in any city as there is at present in Denver, Col. The Metropolitan Cigar Co. of that city was recently made the distributing agents of the several brands made by this firm, and they are specially featuring the "Wm. Penn," "Little Wm. Penn" and "Quatility" brands. A large standing order has been placed with the factory for regular shipments, and the demand is becoming so strong for the goods that the swiftest transportation facilities possibly obtainable have been employed to deliver goods quickly.

Distributing "La Famosa" Cigars in Chicago

The "La Famosa" five cent cigar, made by E. Kleiner & Co., and distributed in Chicago by Thorwart & Roehling, is repeating finely, and local dealers are beginning to benefit by the timely advertising matter which is distributed with these goods. It is a high-class product which local consumers are now beginning to more fully appreciate. In prominent stands and popular cafes, etc., the "La Famosa" is in evidence.

Jobbing Trade Notes

The Seattle branch of M. A. Gunst & Co. are specializing strongly at present on the "El Regardo" brand of clear Havana cigars made by Gonzalez & Sanchez Co.

C. H. Meinhard & Co., St. Louis, are now distributing holiday packages of the "Van Dyck" Havana cigars. They carry this line in eighteen sizes and the factory at Tampa is being kept busy in supplying the demand.

"La Saramita" cigars from the factory of Shields-Wertheim Co., Cleveland, Ohio, have been arriving in large quantities at Portland, Ore., where they are being distributed by the Campbell-Lakin Segar Co.

Turner's Cigar Store at Spartansburg, S. C., has been organized with a capital of $5000 to do a wholesale and retail cigar and tobacco business.

Joseph Jellenick, cigar manufacturer of Aberdeen, Cal., died at his home last week of pneumonia after a short illness. He was thirty-five years of age and is survived by a wife and three children.

The Oppenheimer Cigar Co., which is one of the best known cigar jobbing houses at Atlanta, Ga., reports an exceptionally fine business on "Webster" clear Havana cigars from the factory of Y. Pendas & Alvarez, and the "Van Dyck," made by the Esberg-Gunst Co., at Tampa.

Mason-Ehrman & Co., wholesale cigar distributors at Portland, Ore., and who are among the best known houses in the Northwest, are now completing a two-story brick warehouse at Eugene, Ore., adjoining Southern Pacific tracks on West Fourth street.

Ivers & Alshuler, cigar distributors at Seattle, Wash., are making a winning drive on the "Ganbro" cigars, made by Gans Bros., New York. This house recently inaugurated an automobile contest, which has been such a successful scheme that it will be continued until April 15th.

A change of managers was recently made in the Seattle, Wash., branch of Mason, Ehrman Co. by placing Joe Dwyer in charge to succeed Eddie Collins. Mr. Dwyer was formerly connected with the house, but later engaged in the cigar and billiard business at Tacoma, Wash.

Toledo Cigar Department Head Back at Post

After a sojourn of several weeks in Florida, Walter James, head of the cigar department of the big jobbing house of Berdan & Co., at Toledo, returned to his desk last week much benefited by his outing. Mr. James ascertained that during October the house had done the largest business of any one month in the history of the house.

They are now mailing and sending out broadcast 20,000 copies of a brochure recently compiled, and which lists all the lines carried by them. It is called a Christmas catalogue.

TOO LATE FOR CLASSIFICATION.

SUPERINTENDENT, employed at present in large cigar factory in Philadelphia, desires to make a change; up-to-date in every respect. Very best references. Address Box 92, Tobacco World. 11-15-c.

Satisfactory Conditions In Richmond

Business With Jobbers Shows Increase—Retailers Also Participate

RICHMOND, VA., NOV. 14, 1911.

RICHMOND shows manifest evidences of prosperity not only in manufacturing lines, but in retail and jobbing as well. Extensive building operations in the industrial and commercial districts suggest marked progress and development. In tobacco trade circles there is manifest interest in the ultimate reorganization of the American Tobacco Company.

"Whatever the outcome may be," said P. L. Reed, of the Larus & Bro. Co., "we will continue to get our share of trade. We are too old and firmly established to lose it. During the years of trust competition we continued growing in spite of oppressive trust tactics. They didn't hurt us. Whether our sales would have been greater or less without their organized opposition, I can't tell. We may possibly find diversified or scattered competition, in the event of the dissolution of the trust, more serious than the organized opposition that we have been up against in the past. After all, it is a fight for brands and not for prices."

A call on Chas. Straus, of the Straus Cigar Company, 917 E. Main street, developed the information that, owing to unusually good cotton crops in Virginia, North and South Carolina and elsewhere, the jobbing trade is in a happy state. Mr. Straus is a successful distributor and carries an excellent line of cigars and tobacco. One point he emphasized was the increased demand for Porto Rican goods, a demand he finds at times almost embarrassing.

The Straus Cigar Company also have a leading retail stand and show in the cases such lines as "Los Reyes de Espana," of Calixto Lopez y Ca.; "Tedema," "Henry IV," "Solace" and similar brands. His leading Porto Rican is the "Savarona." In both retail and wholesale field he features as his leading five cent cigar the well known "Otto the Great," manufactured by Kraus & Co., Baltimore.

S. F. H.

The new Spokane branch jobbing house of Schwabacher Bros. & Co., Seattle, is doing nicely. The volume of business not only shows a constant gain, but many new accounts are coming to the establishment each day. H. E. Swift has been made the manager of the Spokane branch.



THE "CHARLES DENBY" AUTO SERVICE

Window Display and Advertising Car used in exploiting the "Charles Denby" Cigar in Minnesota, North and South Dakota by the National Candy Co., Distributors at Minneapolis. E. C. Walters is Dept. Manager

PROBLEMS of the RETAILER

The Value of Competition

COMPETITION is a powerful stimulus toward greater exertion, and that it arouses ingenuity is certain. When a dealer has every thing his own way, there is little incentive to greater enterprise, unless he be an exceptional character. This is particularly true in the smaller towns, where there may be but one cigar store, but it also applies to many dealers located in larger places. He grows careless about keeping up his stock, for he often wrongly believes that if he fails to have what is called for his customers will take what he has. Perhaps they will, but they will certainly not be so particular about coming back to him again in fear that he may not have what they want and likely will try elsewhere. Dealers who follow such a policy are giving mail order houses the very chance which they are looking for. All people are not content to take "any old thing" all the time.

What he should do is to find out what his patrons want and then endeavor to satisfy them by providing a fine and trustworthy line of goods, which will attract attention and make the townspeople talk about his enterprise. Unless this is done a smart fellow may see his opportunity and grasp it; then there will be another store in town that has reached bankruptcy.

Possibly the opening of a competing store will arouse the first man; he will go to the markets, get posted about what is the newest and best in his line; then come back, furnish up his stock, possibly put in a new front, and perchance advertise. Then the other man will also become more enterprising and, being fully posted through his trade journals, he begins to do things and the public gets the benefit of it.

Naturally no dealer of any standing tries to do business without a live trade journal, and such a helper is a mine of information that will yield heavily when it comes to taking an account of how returns have been increased by following the suggestions found therein. Perhaps it is only the money saved by reading the market reports; the doings in his neighboring cities or towns; or the discovery that certain goods have increased in price; or that a special deal is on for certain goods which his jobber may not have informed him about; or a multiple of other things which he would not have become wise to without a live trade paper.

The man who does not take a trade journal is not in a position to meet his competitors, and usually he wonders how his fellow merchant is doing all this business. And thus it is that competition stimulates business.

Keep the Show Windows Clear

THE season of the year is now at hand when it is often troublesome to keep the show windows clear and the goods displayed visible through the window. The warmer stores are more susceptible to this trouble, which is caused by the atmosphere on the outside of the glass being colder than that on the inside. This causes condensation, and to overcome it, it will be necessary to keep the inside of the glass as cool as possible by letting fresh air circulate freely.

In former days it was customary to keep door transoms slightly open, but a more modern method is to bore several holes through the casing of the window. The number and size of the holes depending upon the size of the window. A still better plan would be to have a ventilator properly inserted in the window.

The Right and Wrong Way of Window Trims

PASSING through some of the larger towns (not cities) of Pennsylvania recently I was impressed with the apparent carelessness shown in the trimming of their store windows. In one thriving town, where there was custom to draw, a store had enough stock in it to make a very creditable showing, but the window was full of children's toys, picture books, etc., while the few boxes of cigars remaining in the window showed plainly that they had been long exposed to the light, had lost their color and were wholly unsalable at the regular retail price of the goods.

This may seem exaggerated, but it is not. In fact it was worse than is here presented. Would you be attracted by such a window if you desired to make a purchase of any article? I certainly would not, and the people of the town seemed to feel as I did, for I observed that they looked in and passed on. No doubt the dealer wonders why there are fewer people coming to his store, and unless he quickly changes his methods he will soon not have any one coming to him, except the corner lounger, whose trade has little value to any one.

What is a show window for? It certainly should not be used as a receptacle for a pile of junk, when if properly used it is one of the greatest business getters known to the retail merchant, and he is unwise who does not spend plenty of thoughtful care upon its arrangement.

Window trimming must be given consideration as a most important feature of the business so that the most possible may be made out of it. Windows are silent but effective salesmen, if properly used; if neglected, they will have the opposite effect, and may actually drive purchasers away.

Your window may be small, old-fashioned and not on a prominent street. All the more reason why you should make the most possible out of the disadvantageous circumstances. A fact too often overlooked is that carelessness and neglect put up a strong argument against you, and the smallest window will talk very loudly on the wrong side.

A window display properly made is well worth all the time and trouble given it. Even people who do not read advertisements look at window displays, and think about them, too, if there is anything there to make him think. It is up to the dealer to give him food for thought. If you have never done much in the trimming line it may seem a hopeless task to you, but you will be surprised to find how persistent attempts lead to practical results. As you keep at it ideas begin to shape themselves in your mind, and you will be surprised with your own progress in the work.

Short Talks With The Clerks

DO you like responsibility? If you don't, you don't like getting on in the world. To dislike responsibility is perhaps the greatest known hindrance to advancement. You will never get "charge" while you feel and act that way. The writer has met many clerks in his experience who feared the least bit of responsibility, and it looks as though it would be a case of having to stay behind the counter always.

It is not uninteresting to be back of the counter. Nor is it uncheerful work. It should be considered as only one stage, and if that stage be filled satisfactorily you should in time grow too big for it. Then responsibility comes, which you should grab and give it such a hearty welcome by throwing every energy into it, that there will be more coming.

San Francisco Trade Shows Gains

Volume of Business Exceeds Last Year—Heavy Purchases for Holidays—Edward Wolf Co. Opens New Store—Changes in Local Trade

SAN FRANCISCO, Nov. 6, 1911.

THE Coast cigar business on the whole is steadily improving. Of course, there are many dealers, both wholesale and retail, who feel that they are not getting as much business as they should, but there are few who do not find their sales considerably greater than at the same time last year, and considering the amount of competition and the number of new brands which have been introduced here in the last few years, there is good reason for general satisfaction. The old-established lines are more than holding their own, and the energy exerted in placing new goods on the market has met with very gratifying results. Collections in the city are a little slow, but this complaint is of long standing and can hardly be remedied, while dealers in most parts of the country are meeting their bills more promptly than usual. In fact there seems to be plenty of money through the country, and an active outside business is predicted for the winter months.

Holiday buying is now well under way. Offerings of special holiday packages seem to be a little larger than last year, and judging by the number of orders already booked it is believed that they will be well cleaned out. There is also an active jobbing movement in pipes and smokers' articles for the holidays.

The new retail department of the Edward Wolf Company, at Front and California streets, is now in operation. The goods handled are limited to those for which the company has the distribuitng agency, including twenty sizes of "El Infinitos," twenty sizes of "Don Antonio" and "El Werth" cigars, "Nestor Gianaclis" cigarettes and several other lines. The retail department is starting off in good shape and is counted on to add materially to the profit of the business. The Edward Wolf Company has just received a large shipment of "La Insular" Manila cigars, for which it has the United States agency. The sale of this line, both here and in other parts of the country, has been steadily increasing for the past year, and all arrivals are promptly disposed of.

Morris Levy, of the American West Indies Trading Company, who has been visiting his agents in San Francisco, left for Los Angeles the first of the month, accompanied by Ted Cohen, who handles the Porto Rican lines on the road in this territory.

Emil Judell, junior partner of H. L. Judell & Co., of this city, has been spending a few days in Chicago. He will go from there to Tampa, where he will spend about two weeks visiting the factories.

Arthur Bachman, president of S. Bachman & Co., left last week for a three weeks' trip East.

M. Reinhart, secretary and treasurer of the Edward Wolf Company, has just returned from a tour of Europe.

Ehrman Bros. & Co. report that they have enjoyed a large sale of "Optimo" cigars during the month of October. H. Bowerman, of that company, is at present in New York. M. A. Bumoni, their representative in the Northwest, has left to cover his territory before the holidays.

A novel advertising scheme has been used by the Bercovitch Company, of 30 Front street, which proved a success, in calling the attention of the public to their brands. When "The Gentleman From Mississippi" was being played at the Alcazar Theatre, in one of the scenes an exact duplicate of their Powell and Market streets retail store was used in the stage setting. The store at that time contained an elaborate display of "Louis Martinez" and "New Bachelor" cigars.

John H. Boltz, of Boltz, Clymer & Co., recently left San Francisco for Philadelphia and Tampa. This is the first visit in a year and a half that Mr. Boltz has made to the Pacific Coast branch of his company, and he expresses great satisfaction with the steadily increasing sales of the "El Palencia" and "El Merito" brands.

James B. Waterman, Coast representative of the Boltz, Clymer & Co. factories, returned from his Northern trip in order to join Mr. Boltz and accompany him to Los Angeles.

H. Rinaldo & Co., agents for Celestino Vega & Co.'s "La Venga" are preparing to abandon their quarters at 626 Montgomery street, where they have been located for several years, having secured a store at 334-336 Market street. The new store is centrally located in the wholesale district, being within a couple of blocks of the other leading cigar jobbing houses. This house has for years conducted a retail store in connection with its wholesale business and intends to continue the practice. The change is expected to result in great benefit to both departments, as the old location has been rather distant from the main cigar district.

L. A. Sawyer, Pacific Coast representative of "Las Dos Naciones" Mexican cigar, announces that two new sizes have been added to this brand, and according to present indications they will prove very popular in this territory. As usual, the Mexican goods are selling very well for the holidays, their regular packing being such as to make them popular for this class of trade.

William Bercovich of the Bercovich Company, has just left for a call on the trade in Los Angeles and San Diego. Eddie Allenberg, of the same company, who is looking after the trade in San Francisco and Oakland, reports a steadily increasing business in the "New Bachelor" lines.

J. W. Houston, a cigar dealer of Klamath Falls, Orc., is visiting San Francisco this week.

Factory Notes

Harry Carlson has opened a cigar factory at Erie, Ill.

A new cigar factory is about to be located at Cadillac, Mich., by McRoy Frederick Clark, at present of Flint, Mich.

A new union cigar factory is being opened at Macon, Ga., by W. E. Eckenrod and Matt Gerlach, both of whom were formerly residents of Chattanooga.

An overheated stove is supposed to have caused a fire at the cigar factory of H. W. Buchholtz, 211 Fulton street, Peoria, Ill. Damage to the extent of $50 was done.

A new cigar factory is being opened at Bronson, Mich., by John Cahill. He had been employed in prominent factories in Chicago and elsewhere.

B. C. Kuehlman, of Sheboygan, Wis., and John Kuehlman, of Sault Ste. Marie, Canada, are about to open a cigar factory at Alyoma, Wis.

Benj. D. Chern, who opened a cigar factory at Cheyenne, Wyo., about a year ago, has procured larger quarters in the Deming Building, where increased facilities are available.

A. J. Eskridge, who moved to Peoria, Ill., from Lewiston, has commenced manufacturing operations and his first goods are on the market. He is specializing on a brand called "The Enterprise," and which is reported a ready seller.

Lincoln Cass has opened a cigar factory at Charlotte, Mich. Mr. Cass had for four years operated a factory at Lake Odessa and for eight years he had also been operating a factory in Grand Rapids, but was compelled to retire from the cigar business for a time because of ill health.

R. E. Weaver, a manufacturer of Traverse City, Mich., has procured a new building at 322 South Union street, and will increase his manufacturing facilities. The force of cigarmakers will be increased and a salesman has been engaged to look after the outside trade.

N. Foreman, formerly a foreman at the Joseph G. Pauley cigar factory at Elgin, Ill., has opened a new cigar factory in the Tyrrell Building, in Chicago street, Elgin. He proposes to start in a moderate way, employing at first only a small force of workmen.

The La Celada Cigar Company at Americus, Ga., is meeting with considerable success in the marketing of their "Georgia Belle" cigars in that section. The factory is operated on the union scale and their product is meeting with a steady and growing demand.

Emil Frank, a Los Angeles jobber, who handles the "Gato" line in the South, came up last week on a visit to S. Bachman & Co., who handle the same goods in San Francisco.

Baillie & Baillie, who recently bought out Norden & Schmulian's stand on Powell street, have sold the business to Broemmer & Dunlap.

Marc Brummer, representing E. Regensburg & Sons, left last week for Los Angeles.

Sol Rosener, vice-president of the José Lovera Company, arrived in San Francisco a few days ago after a visit to the north Coast cities. Accompanied by Major Burrows, the resident representative of the "Lovera" lines, Mr. Rosener is calling on his wholesale distributors.

D. Frankel, of Frankel, Gerdts & Co., has been calling on the Sacramento trade for the last few days.



First District Output in October

THE First District of Pennsylvania shows an increase in its cigar production during the month of October over the previous year of about 11,000,000. This is somewhat different to what was the general feeling during that month, and while it was generally admitted that trade was showing some improvement, there was scarcely a manufacturer who would have predicted anything like this handsome gain.

The figures of the tobacco trade for October and its comparison with the previous year, are as follows:

	1910.	1911.	Increase.
Cigars	66,946,900	77,351,780	10,404,880
Little cigars	20,245,000	30,055,350	9,810,350
Cigarettes	7,252,700	8,521,040	1,268,340
Snuff (lbs.)	438,795	none	
Tobacco (lbs.)	84,005	86,634	2,629

The cigar production during October is the highest that has been produced in that month in many years. The production of little cigars is remarkable, and the output came principally from Philadelphia manufacturers, as very few are made in the country sections of the district.

Harvey E. Narrigan Now a Benedict

HARVEY E. NARRIGAN, oldest son of Harvey D. Narrigan, of H. D. Narrigan & Co., one of this city's best known jobbing houses, has joined the ranks of the benedicts. He was quietly married on Wednesday last to Miss Nellie Sharp, an estimable young lady from Delaware.

Shortly after the brief ceremonies were quietly solemnized, the young couple left upon a honeymoon trip through Niagara Falls, N. Y., Canada, and then a detour to the bride's home in Delaware. They will make their home at Narberth, a fashionable suburb near this city.

"Jose Vila" Distributors in Philadelphia

HN. GOLDSMITH & CO., cigar distributors, at 639 Arch street, have taken the account of Berriman Bros., manufacturers of the "Jose Vila" clear Havana cigars, at Tampa. The "Jose Vila" is now on sale at some of the more prominent stores and leading cafes, but the sale will be spread to all the progressive stores in the city, if the selling staff of the house, which is under the personal direction of Harry N. Goldsmith, can accomplish it. The "Jose Vila" is a high-grade cigar which appeals to particular smokers.

T. & O. Co., Heavily Oversold

JOHN T. DEE, of the Theobald & Oppenheimer Co., returned on Sunday week last from a flying trip through the West, where he held important conferences with their distributors, and let it be said that his order book was filling up rapidly, when he found it necessary to return to office headquarters here to look after important details which come to his department.

President Kolb of the company has for weeks been exerting every energy to keep abreast of orders, but he was finally deluged, and admits that although all their suburban factories are in operation until 9 o'clock P. M., they cannot yet meet the growing demand.

During the writer's visit at the factory here a letter was received requesting shipments of 140,000 per week to one distributing house, of the T. & O. products. They are at a loss to know just how they can supply the goods, although a strenuous effort will be made to do so to the distributor's satisfaction.

Three of the T. & O. salesmen were recently confined to hospitals at one time. Of these one was at Denver, one at Richmond, Va., and the third—Mr. E. S. Reynolds—was in New York State. He has recovered and is again on the road.

Holiday Package of "Condax" Cigarettes

E. B. BOWEN, Philadelphia representative of E. A. Condax & Co., manufacturers high-grade cigarettes, New York, is showing the trade here a new holiday package of "Condax" cigarettes which contains a number of sizes and styles of their goods, including plain, cork, straw and gold tips, etc., and in a variety of sizes. It is called the "Condax Variety Box," and Mr. Bowen had good success with the line among the better stores in this city.

The Simplex Pipe Cleaner and Ash Remover, retailing at 5 cents, and made to fit any pipe, is now on sale at retail stores throughout the city. This little device is made by the Simplex Specialty Co., whose headquarters are in the Tremont Building, Boston, Mass., and are represented in this city by E. B. Bowen, well known broker, at 230 Arch street.

Geo. M. Booker, president of the Booker Tobacco Co., Lynchburg, Va., stopped off at Philadelphia last week, to call on J. Harvey McHenry, who represents the factory in this section of the country. The Booker product is having a very fair sale in this vicinity.

Vanaman Installed "Free Merchandise System"

WHAT is called a "Free Merchandise System" and originated in Chicago, has just been installed by M. C. Vanaman at his N. Juniper street store. The system means that you may get the amount of your purchase free in goods of like nature, and on any purchase not exceeding 95 cents. In order to carry out the system there has been devised a dial arrangement which is numbered from 5c. to 95c. An arrow revolving within the dial is operated by the cash register drawer as the amount of the purchase is rung up. If the arrow points to the amount of your purchase you will be given the same amount of goods as bought free. From this it derives its name of "Free Merchandising System."

In speaking to Mr. Vanaman a few days since he said that as far as he could see it was a better trade builder than coupons or anything else, and to back up his belief he has authorized considerable newspaper advertising of the system in order to acquaint the consumer with it. A number of placards referring to the new system are posted about the store. Among them is the following: "Coupons are a back number, the Page System gives it to you quick."

"Havana Ribbon" Factory Much Oversold

OVERSOLD in their product by many thousands, the several factories of Bayuk Bros., are kept in operation until as late in the evening as cigarmakers are willing to remain and even then it seems impossible to keep up with the demand for their goods.

The Casey-Swasey Co., at Fort Worth, Texas, recently sent word that "Havana Ribbon" sales were exceeding all expectations and requested the hurry up shipments of goods in addition to their regular or standing orders.

The H. P. Lau Co., at Lincoln, Neb., wrote the house that the good records the "Havana Ribbon" cigars were making was highly gratifying to them and they expected to surpass all previous business on a nickel proposition.

J. C. Revercomb, southern representative with this factory, who was confined to a hospital and operated upon for appendicitis, has recovered sufficiently to resume his work, and already orders are beginning to come in from his territory.

Bert Thompson is now in Illinois, and judging from the number of orders he is sending in the "Havana Ribbon" cigars are certainly making rapid gains in that territory.

Making More "Blu-J" Noise

THE noise which is being made about town on "Blu-J" stogies is getting louder and louder every day. Just last week there were several new noises started by stationing fine window displays in the show windows of several retail stores located in good sections of the city. Coates Coleman, at Fifteenth street and S. Penn Square, has a very attractive display, and the sale of the "Blu-J" at this store is exceeding the sales of all other brands of stogies combined. The Tuck Cigar Company, at No. 12 Market street, is also exhibiting a fine show of "Blu-J" in their Market street window.

At A. Runge & Co.'s stores on Delaware avenue, the "Runge Big Havana" stogies have a large call. The goods are made specially for Runge & Co., by the "Blu-J" Tobacco Co.

One of the old standards of the cigar trade of this city is the "George Fox" cigar, made by Gumpert Bros., one of the city's oldest cigar factories. The goods are now being featured by several stores in the central part of the city. J. G. Atherholt, at 111 S. Broad Street, is attracting much attention with this line.



MISS LILLIAN WEINBERG

The Engagement of Max Lipschutz, son of B. Lipschutz, head of the "44" Cigar Co., to Miss Weinberg, was announced in New York on November 5. The Wedding will take place next January

"44" Company Has Busy Times

THE "44" Cigar Co. recently made a purchase of 900 cases of Pennsylvania tobacco from a large packer of broadleaf and who has a reputation of handling only high-class leaf. Mr. Lipschutz, the head of the "44" Company, spent several days in making a most critical examination of the goods before the transaction was finally consummated.

Business at the "44" factory is very good at present, and goods are being dispatched to distributors as fast as they can be gotten ready for shipment.

Theocaridio Cigarettes in Philadelphia

THE first window display, marking his entry into the Philadelphia market, was made by D. Theocaridis, Egyptian cigarette manufacturer, at the store of Yahn & McDonnel, Fifteenth and Chestnut streets, this week. The display was arranged by F. R. Cross, head decorator, who came direct from New York to install it. A full window facing Fifteenth street was beautifully adorned with signs and cartons effectively setting forth the superiority of the "Theocaridis" cigarettes. Yahn & McDonnell are enthusiastic over the new line and look for big business on it.

Hilbronner & Jacobs have been fortunate in securing another floor to add to their manufacturing department at Eleventh and Christian streets. The present space is fully utilized, and more room was urgently needed to produce a larger quantity of goods for their growing trade. Locally their "El Gonzalez" brand is gaining in sales quite steadily, and today is on sale in a large number of retail stores.

Jeitles & Blumenthal, Ltd., have placed on the local market their "Flor De Jeitles" brand, which is packed in tin cans and very attractively labeled. They are already on show at some of the leading retail stands. It is of a standard Jeitles quality and well gotten up, which will undoubtedly lead to a good demand for the goods.

Quaker City Items

J. L. Hanly, well known cigar broker of Kansas City, was a visitor in this city last week, and was entertained at the factory of A. S. Valentine & Son.

F. D. Ware, of the Vaughan-Ware Tobacco Co., Richmond, Va., was a visitor in this city last week, while on a flying trip through the Middle Atlantic States.

O. L. Myers, a "44" salesman, who has been on the Pacific Coast for some weeks, continues to send in good accounts from that territory, and has enlisted the interest of some of the largest distributors in handling "44" cigars.

M. R. Hoffman, of the Hoffman Leaf Tobacco Co., Marietta, Pa., was among the trade visitors last week. Mr. Hoffman is known as one of the largest packers in Pennsylvania.

A. N. Jones, leaf packer at Janesville, Wis., was showing samples of some 1906 Wisconsin to the local trade. He was well received here and placed some goods.

A. Oppenheimer, of the Sulzberger-Oppenheimer Co., has been confined to his home for some days, but has now improved so much that he is able to visit the office each day.

M. A. Funk, sales manager of the "44" Cigar Co., of this city, left last week on a trip through the New England States, and will visit distributors of "44" cigars. Sales of the brand in that territory are increasing rapidly.

An attractive window display of the "Fatima" cigarette was on view at Cutler's cigar store, 208 Arch street, in which was employed some of the fancy "Fatima" cartons lithographed in the colors of the package.

Sig. C. Mayer, of Sig. C. Mayer & Co., is still on his trip through the South, but is making every effort possible to complete his undertaking and hurry back to the factory to see it make a record breaking close of an exceptionally big year's business.

W. S. Luckett, of Luckett, Luchs & Lipscomb, is now at his home in this city, having been brought from a hospital in New York State, where he was operated upon for appendicitis with which he was suddenly stricken. He is improving nicely, and it is believed he will soon be strong enough to visit factory headquarters.

A. S. Valentine & Son are experiencing the heaviest demand for holiday packages in the history of the house. This added to their regular trade through some of the largest distributing houses in the country is keeping their factories humming with activity, and they will no doubt find that 1911 was the largest year's business they ever had.

Robert Klee is offering the upper floors of his Eighth and Arch streets building for rent, and when called upon by a WORLD representative, Mr. Klee's representative stated that their manufacturing facilities had become entirely inadequate, and it had become necessary to seek larger quarters elsewhere. The retail store will be retained.



THE "LA FAMOSA" GUARANTEE

A Certificate Like This is Contained in Every Box of "La Famosa", Made by E. Kleiner & Co., New York

"La Famosa" Cigars in Philadelphia

W. H. O'KEEFE, 34 S. Fifth street, one of the best known cigarists in the financial district, has long been a distributor of the "La Famosa" cigars, made by E. Kleiner & Co., of New York. This cigar is among the highest-priced nickel line in his array of some two hundred brands which he has in stock, and is given a prominent place this week in a well-arranged window display. It is offered as a truly high quality cigar and has many patrons who have shown a preference for the "La Famosa" for a long time.

At the N. Juniper street store of M. C. Vanaman, "La Famosa" cigars have been a feature for a considerable time. The "La Famosa" packages make a strikingly attractive display with the pure white trimmings and subdued labels. Mr. Vanaman says when it comes to quality no brand of nickel cigars has anything on the "La Famosa."

There is very good prospect of a fine fall business at the factory of I. M. Hernandez. This is one of the few factories of this city which specializes on clear Havana goods, and several of his brands have a good call at prominent retail establishments. His "Islesworth" and "El Fenix" are clear Havana brands, which have been successfully on the market for some time. The "El Purito" is made up in several sizes, ranging in price at retail from 5 cents upward.

L. Balistocky, manufacturer, at 504 N. Eighth street, contemplates removal to a larger factory shortly after the first of the coming year. Mr. Balistocky has a good trade about town, and it is growing steadily. Every available space in his present factory is filled, and the business has simply outgrown the facilities of the premises now occupied.

John F. Brimmer, of the Lancaster leaf packing firm of John F. Brimmer & Son, was circulating in the tobacco trade here last week, and incidentally sold about 2000 cases of Pennsylvania leaf tobacco. Mr. Brimmer was the holder of about 7000 cases of 1910 Pennsylvania tobacco at the close of the season last year, and of that vast amount he has already sold large quantities, and is also receiving inquiries concerning it with almost every mail he says.

Opened less than a month ago, the new store of W. G. Potter, at 257 South Eleventh street, is finding a good patronage, which Mr. Potter says is far beyond his expectations. He is featuring particularly T. H. Hart & Company's "Five of Harts" as a leader in nickel cigars. Of course, all the popular brands are being carried in stock and no one is allowed to go away without being satisfied with his own particular likes. In the line of tobacco the product of the Falk Tobacco Co. is having the principal call.



Key West Factories Reach Biggest Productions

High Wartermark of Clear Havana Industry Finds all Hands Busy to Meet Demand

KEY WEST, FLA., November 10.

KEY WEST may well be said to have reached the high watermark in the manufacture of clear Havana cigars at this time. A canvass of the several factories of the city, and discussion with all of the leading manufacturers makes an estimate of 15,000,000 per month, decidedly conservative. Many of the manufacturers are of the opinion that there is a greater output, while all agree that the figures will not be less.

Every factory, whether large or small, is working with full capacity, and additional men have been seated every week. In many instances, extra space has been provided and tables placed there in order to increase the number of cigarmakers.

Every ship that comes from Cuba bears large quantities of tobacco, larger by far than at any other time in the history of the trade, and this tobacco is taken from the bonded warehouse almost as soon as it arrives.

The "Mallory" and "P. & O." steamers, leaving in every direction, have large consignments of finished cigars, destined to all parts of the United States. There is not a manufacturer in the city who has not increased his output, and it is stated by conservative men who are thoroughly acquainted with the business that this will be the banner year in the history of the manufacture of clear Havana cigars in Key West.

As an evidence of the extensive output, the Cortez Cigar Co. reports that they are turning out 15,000 "Boston Grands" every day for the last two weeks, and that orders are piling in by every mail. This is in addition to the other sizes made by the company.

While the box factory is new, it is rushed to its fullest capacity to supply boxes ordered by the Key West manufacturers. In addition to the boxes manufactured here, large shipments from the north are being received on every steamer.

Although it is to be expected that the business at this time of the year would be better than at any other time on account of the increased demand for holiday goods, there is a material increase in the orders over corresponding periods of former years.

An interesting wedding took place here last night when Miss Clara G. Fleitas, daughter of Francisco Fleitas, president of the Key West Cigar Manufacturers' Association, was married to Dr. N. C. Pintado, a prominent young physician of Key West. The wedding was quiet, only the relatives and a few intimate friends of the family being present. The bride and groom will make their home in Key West.

Mrs. R. Fernandez returned from Chicago last Thursday and left later for Havana, returning to Key West on Tuesday of this week. She will leave again to-morrow morning for Chicago, where she will meet Mr. Fernandez, who is president of the R. Fernandez Havana Cigar Co.

Newton Curry, cashier of the Cortez Cigar Co., has started work on a handsome concrete residence, which when completed will be one of the finest homes in Florida. Mrs. Lightbourn, wife of manager Walter J. Lightbourn of the company, returned home last Sunday after having spent the summer in the mountains of Virginia and in the north. This factory shipped last week, 130 cases, which amounted to about 500,000 cigars, and this is being done every week.

Jose Lovera, of the Jose Lovera Co., is expected to arrive in Key West in a few days. This factory is rushed with orders and they are making big shipments every steamer.

The E. H. Gato Cigar Co. is now manufacturing over 2,000,000 cigars a month, and they are having a hard job to keep their orders filled. They are working men in every available space and are thinking of providing more room in which to seat the men.

At the Martinez-Havana factory, everybody is in a rush to keep up with the orders. Heavy shipments are being sent out by every ship and orders are piling up. President Luis Martinez was suddenly called to Cuba on Sunday on a very sad mission. His sister, Mrs. Vicento Perez, was very low, and Mr. Martinez hastened to her bedside. He arrived just before she died, and will remain until after the funeral.

At the Ruy Lopez Ca., President Wardlow stated that they were never so busy in the history of the firm as at present. They are working a full force of men and are turning out more cigars than at any other time. A concrete wall is being built around the lot in front of the factory, and the enclosed space will be beautified.

N. B. RHOADS.

Adolphus Peper Died in Asylum

ADOLPHUS PEPER, who inherited $300,000 from the estate of Christian Peper, well known tobacco man of St. Louis, died several days ago at St. Vincent's Asylum in St. Louis County. He had been declared of unsound mind by the St. Louis Probate Court, following an attack on his brother-in-law, Col. Nicholas Bell.

Peper had been rather eccentric for some time before his commitment to the asylum. It had upon several occasions gotten him into trouble. He owned several automobiles, which he always operated himself.

Redlands, Cal., Has Fine Tobacco Specimen

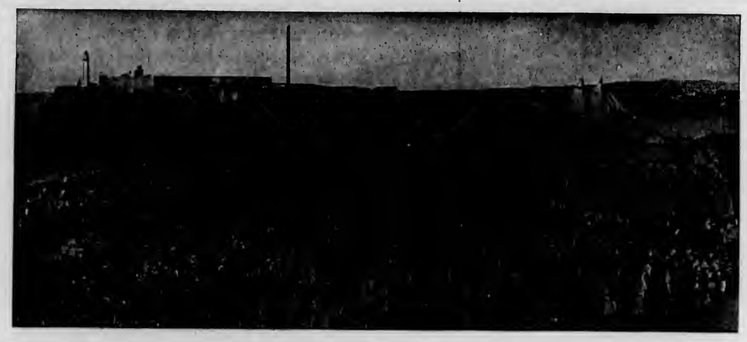
S. C. WEISS, a cigar manufacturer at Redlands, Cal., recently exhibited to the Board of Trade of that town a fine specimen of tobacco plant grown by him from Cuban-Florida seed. The stalk was ten feet high, and the growth was very fine.

He planted four varieties, and where the plants were sheltered they grew exceptionally well and fine, and Mr. Weiss contemplates to go more or less extensively into tobacco cultivation at Redlands, where, he declares, the soil and climate are suitable.

Correction

Through a typographical slip in our last issue the statement was made that the Canadian representative of "Castaneda" cigars was David Echemendia, who looks after the United States business for Cardenas & Co. The Canadian agent is Charles Landau, of Montreal, Canada. Both of these gentlemen are, incidentally, representatives of the "Purest Ray Serene."

Isaac Levy, a member of the Ashland Cigar and Tobacco Co., at Ashland, Wis., who are manufacturers and jobbers, died there a few days ago from apoplexy. He was a pioneer of Ashland and established the first cigar factory in that place.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, November 6, 1911.

OUR market during the past fortnight has been dull, owing to the absence of American buyers, and it is hard to understand why this should be so, or to get at the true inwardness of this state of affairs. There is still good tobacco to be found, and surely for the discriminating and shrewd buyers this would appear to be just the period when to come here and make selections, as some of our holders would be more apt to make concessions at present than later on, when a rush of Americans might put prices up again and the selection of good tobaccos may be more troublesome.

Conditions of a political nature may influence the general trade of the United States, as the avowed purpose of the Democratic party to reduce the existing tariff and to attack the Trusts indiscriminately, are measures to unsettle business and stop all speculative ventures for the future. It has also become an accepted fact that a Presidential election year means a retrenchment in most commodities, although tobacco and spirits form an exception as a rule. There is no fear that smoking will lose its charm upon mankind, on the contrary, in its various forms our goddess Nicotine seems to conquer new subjects from year to year, so the only question for Cuba to consider is whether, perhaps, owing to the decreased purchasing power of the masses of the people, the latter could be weaned from consuming the former quantity of our product, owing to the prevailing high prices and switch off to the domestic growths of the United States, be it little cigars, cigarettes, pipe or chewing tobacco.

However, as the great population of the American Union undoubtedly contains quite an army of men of means who prefer the Cuban leaf, it is not likely that the consumption of it will decrease to a very noticeable extent, and as our stocks are only limited, and no fear need to be entertained that the same will not be wanted sooner or later.

The bug-bear of a tremendous crop and correspondingly lower prices in the summer and fall of 1912 is also a scare-crow which does not frighten our holders of tobacco in the least. First of all it has to be noted that the continuously excessive rains during the past fortnight have done some damage to the young plants which were set out, which instead of growing have wilted. In the Spanish language translated the Vegueros say, that the seedlings have become drunk. This will require the plowing over of a good many fields and replanting, when the rains cease. In the meantime it has caused the loss of money for seedlings and the cost of labor, and then it remains to be seen, whether the seedlings will be in condition to be set out, and whether they may not be even dearer. The tobacco plants need a wet soil when they are transferred from the seedbed to the field, but no more rains until it has gained a firm rooting in the soil and has grown to a certain height, then one or two rain-showers will be beneficial. All speculations for the present as to large and good crop are premature, as everything will depend upon the atmospheric conditions for the next four to five months to come, and who can predict them so far ahead?

Sales during the past fourteen days totaled only 6619 bales or split up into Vuelta Abajo 2941, Partido 1422 and Remedios 2256 bales.

Buyers were: Americans, 2588; shippers to Europe, 754; to South America and Australia 109, and our local cigar and cigarette manufacturers 3168 bales.

Exports of leaf tobacco from the Port of Havana for the period from October 16th to November 4th, 1911, were:

To all ports of the United States	11,290 bales
" " " " Europe	1,124 "
" Buenos Aires and Montevideo	110 "
" North Coast of Africa (Algiers)	40 "
" Australia (Melbourne)	9 "
Total:	12,573 bales

Principal Buyers of Leaf Tobacco That Come and Go.

Arrivals.—Michael Hirsch, of Louis Hirsch & Son, Limited, Montreal; Adolph Conradi, of Conradi & Goldberg, San Francisco; Manuel E. Lopez, of Lopez, Hnos & Co., Tampa; Col. Alvaro Garcia, of Garcia & Vega, Tampa and New York; Facundo Argüelles, of Argüelles Lopez & Bro., Tampa; José Lozano, of Alta Cigar Co., Tampa.

Returned—Tomas Mederos, of Tomas B. Mederos, Hno e Hyo, Havana; Baldomero Fernandez, of Fernando Fernandez y Hno, Havana; José F. Rocha, of José F. Rocha, Havana; José Aixala, of Aixala & Co., Havana.

Departures.—Joseph Mendelsohn, Siegfried Friedlander, José Menendez, B. Wasserman, for New York; Alfred Selgas, for Porto Rico; Mortimer Regensburg, for Tampa; Fred Meyer, Henry Chisholm, for Chicago; Julian Llera, for New York; Col. Alvaro Garcia, for Tampa; Adolph Goldberg, for San Francisco; Michael Hirsch, for Montreal; José Suarez, for Tampa.

Cigars.

The official Custom House returns for the first half of October of our exports of cigars from the Port of Havana are as follows, viz:

	1911.	1910.	Increase in 1911.
October 1st to October 15th..	7,026,462	5,179,400	1,847,062 cigars
January 1st to Sept. 30th	135,505,555	121,176,143	14,329,412 "
January 1st to October 15th..	142,532,017	126,355,543	16,176,474 cigars

The above figures are very gratifying, as far as the quantity of cigars in excess of the previous year is concerned, and notwithstanding this, the majority of our medium and small factories do not participate in same as much as they think they are entitled to, as the large fish have captured the bulk of the increase.

The financial result, as far as profit is concerned, remains of course as unsatisfactory as previously stated, owing to the high cost of the raw material.

Orders are still plentiful, owing to the coming in of belated Xmas orders, and which in some cases it may be difficult to execute in time, as nearly all the calls are rush ones. Some factories have filled up every available space with cigarmakers and others complain that the good ones are scarce, while there is no lack of poor ones, which, however, are no acquisition for a manufacturer, as they spoil more material than do good work for the wages they receive. One drawback is also to find enough evenly light colored wrappers, which burn well; while on the other hand leaves that do not possess good colors are perfect in their combustion. Of course, the careful and conscientious manufacturer will choose the smaller end of the dilemma and only purchase perfect burning wrappers. He argues correctly, that the most beautifully colored leaf is valueless, if it does not hold fire well. For this reason importers and retailers are requested to call the attention of smokers to this fact, when the latter insist upon light-colored cigars.

The demand from Great Britain and Germany has increased again of late, while the United States is holding its own. Canada, the South American Republics and Australia continue to order quite largely.

No news of any importance has leaked out, as far as the *modus vivendi* with Spain is concerned. Our Congress opens today, but very likely nothing favorably for our tobacco industry will occur during the short session until December 21, 1911.

H. Upmann & Co. are head over heels with work in their famous H. Upmann factory, and are also distributing many orders to our other independent factories.

Partagas is rushed with the execution of Xmas orders and, notwithstanding their big factory in town and their branch establishment, Don Eustaquio Alonso fears that he cannot ship the belated orders in time.

Sol is very busy, and is making very heavy weekly shipments to all the principal markets of the world.

Henry Clay and Bock & Co. tell the same news that they are fully occupied, shipping as high as two million cigars per week.

Castañeda received some excellent orders from the United States, as well as from Don Nicolas Cardenas, who is doing some hustling in Europe and meeting with good success.

La Flor de P. A. Estanillo is pressed for room, and notwithstanding its many orders on file for "Elite" and "Flor del Fumar," new calls for high priced Regalia sizes from the United States, as well as from Europe, are still coming forward for prompt shipment.

Flor de José Otero is likewise in a flourishing condition, as business is tip top.

La Diligencia is working with its accustomed normal activity at this season of the year. The *Havana Post*, Tourist Edition, says the following about this factory, viz:

"Havana has many cigar factories, but none better and few as good as that of 'La Diligencia,' situated at San Miguel, 85."

"This factory is owned and operated by Senor Pedro Moreda, a man with many years of experience in the tobacco business, and one who knows it thoroughly in all of its many intricate branches. So well has Senor Moreda managed his factory, that he has succeeded in prospering in spite of the desperate competition which has sprung up during the last twelve years. When other factories have gone under, he has gone on with his factory and increasing his output with each passing year."

"A secret lies in the continued success of 'La Diligencia' despite competition of other factories with millions of capital. The secret is quality. Senor Moreda buys his own tobacco. He is never deceived, because he knows tobacco. Other manufacturers have to depend upon the intelligence and honesty of their buyers, and if a bad lot of tobacco is bought unawares it is worked up with the good, and gradually gotten rid of. 'La Diligencia' has been awarded many prizes and medals in various expositions throughout the world. Several premiums and medals have been awarded at different times by expositions held in Brussels. At the exposition held at Antwerp in 1894, and later on at the Louisiana Purchase Exposition, held a few years ago at St. Louis."

Visitors in Havana, who wish to visit this factory, will be assured of a warm welcome and will be shown all the different branches of pure Havana cigarmaking.

Other busy factories are: Romeo y Julieta, Hija de José Gener, Por Larrañaga, Allones, Limited, Punch and C. E. Beck & Co.

Buying, Selling and Other Notes of Interest.

Romeo y Julieta purchased 1000 additional bales of fine Vuelta Abajo Vegas, as it feared that, owing to the unprecedented call for its cigars in all parts of the world, its present stock of tobacco might be too much depleted before the new crop could be relied upon.

Sobrinos de A. Gonzalez sold 725 bales of all kinds of leaf during the past fourteen days.

Juan Diaz Inguanzo was a buyer of 1000 bales of Vuelta Abajo Colas for "La Verdad" cigarette factory.

Aixala & Co. were sellers of 812 bales of Partido and Remedios during the past three weeks.

Hija de José Gener acquired 500 bales of Vuelta Abajo for the "La Escepcion" factory.

José C. Puente reports sales of 617 bales of all kind of leaf during the last two weeks.

Selgas & Co. bought 500 bales of Vuelta Abajo Colas.

Suarez Hnos disposed of quite a number of Vegas of Vuelta Abajo and Remedios, as well as Partido.

Joseph Mendelsohn was a large and careful buyer in securing the kind of goods, which the customers of Mendelsohn, Bornemann & Co. require, and he bought them at the right price. Don José does not like to blow his own horn and would not give any particulars as to the number of bales, but Cæsar's laconic despatch fits him: "Veni, Vidi, Vinci."

M. Abella & Co. closed out 423 bales of all kinds of leaf during the last two weeks.

E. H. Gato Cigar Co. purchased 300 bales of leaf for their famous Key West factory.

Gonzalez y Benitez sold 451 bales of Semi Vuelta, Partido and Remedios.

Fred Meyer and Harry Chisholm were buyers of 500 bales of fine Vegas.

Juan Pino disposed of 402 bales of leaf to his customers.

Leslie Pantin was as usual a big factor in our market, as besides the direct orders received by cable, and what his customers in town purchased, he must have handled at least 800 bales during the past two weeks.

Gutierrez y Foyo sold 400 bales of Remedios.

Sigfried Friedlander, the partner of Ernest Ellinger & Co., managed to pick up 300 bales of extra fine Vegas during his stay here.

Elias Diaz & Co. closed out 326 bales of Vuelta Abajo Colas.

H. Upmann & Co. purchased 250 bales of leaf for export.

José F. Rocha was a seller of 200 bales of Vuelta Abajo and Partido.

Mark A. Pollack executed some cable orders for his customers by buying around 250 bales of leaf in our market.

Camejo y La Paz disposed of 200 bales of Vuelta Abajo.

Colonel Alvaro Garcia secured 700 bales of choice Vuelta Abajo fillers.

Muñiz Hnos & Co. sold 158 bales of tobacco.

J. F. Berndes & Co. bought 175 bales of Remedios.

José F. Pulido purchased and shipped to Mexico 171 bales of leaf.

A. M. Calzada & Co. closed several transactions, but full particulars could not be learned, owing to the absence of Don Antonio.

A pamphlet of 61 pages has just been issued under the title of "Cuba under the Presidential Administration of Major-General José Miguel Gomez" during the years 1909 and 1910, and which contains some very interesting details, showing that the young Republic of Cuba is fit to govern itself and with its fertile soil, good crops and a good administration can achieve wonderful results. On January 27, 1909, when Provisional Governer Magoon turned over the Cuban Government, the treasury had only $1,685,228.74 in cash and $1,000,000 in bonds. Against this the American administration left debts to be settled of $11,920,824.54. On December 31, 1910, all the old debts had been paid, and besides a sinking fund on deposit of $2,203,459.59 (to pay for the amortization of the $16,500,000 loan for our sewerage system), there was a cash balance of $1,960,330.68 in the Cuban treasury. Exports during the fiscal year of 1909 and 1910, including specie, were $144,039,483, while the imports, including specie, were $103,446,127. As regards tobacco the following figures were given during the crop year 1909-1910, viz:

Tobacco plants 2,688,666,136, producing 639,598 bales, weighing 82,308,200 pounds.

Exports in 1910, 259,908 bales, value	$13,824,168.00
" of Cigars 1910, 169,728,306, cost	11,918,461.00
" " Cigarettes 1910, 12,876,766 packs, value	421,097.00
" " Cut Tobacco 1910, 421,008 pounds, value	168,109.00
Total	$26,331,835.00

Our leaf dealers have finally formed an association under the title of "Association of Leaf Dealers, Packers and Leaf Tobacco Growers of the Island of Cuba," with the object of mutual protection of their interests against any possible differences with the Government, and a Board of Arbitration to settle disputes, etc. Manuel A. Suarez (Suarez Hnos) is the president, while René Berndes (J. F. Berndes & Co.) is the secretary. The committee to collect funds, consisting of Leslie Pantin, Manuel Muñiz (Muñiz Hnos & Co.) and Angel del Valle (Jorge y P. Castañeda), secured around $2500 as a starter. Dues are $5.30 per month for each member. The governing board consists of a president, vice-president, three second vice-presidents, secretary, treasurer and twelve directors, and all of which render their service gratuitously.

Receipts of Tobacco From the Country.

For two weeks ending November 4, 1911.		Since January 1, 1911.
2575 bales	Vuelta Abajo	172,146 bales.
52 "	Semi Vuelta	13,336 "
133 "	Partido	18,571 "
4502 "	Remedios	100,687 "
50 "	Mayari	1,102 "
7312 bales		305,842 bales.

ORETANIV.

The Editor's Letter-Box

FORT WAYNE, IND., October 30, 1911.

Publishers THE TOBACCO WORLD.

Gentlemen: Have removed my cigar factory from Plymouth, Ind., to Fort Wayne, where I will continue to manufacture cigars.

Kindly change my mailing address to 912 W. Main street, Fort Wayne, Ind. I missed the issue published on the 15th of the month and feel lost when I do not receive it.

Very truly,
(Signed) J. H. SINFIELD.

P. S.—Soon as my subscribtion is up watch me shoot my money down to you for another year.

J. H. S.

SPOKANE, WASH., Nov. 6, 1911.

THE TOBACCO WORLD,
Philadelphia, Pa.

Gentlemen:

In your issue of October 15th you had an article from Minneapolis relative to the "Permit" cigar. Can you give us the name and address of the manufacturer of same?

Yours truly,
L. G. ST. LAWRENCE.

Care The Montvale,
First and Monroe Streets,
Spokane, Wash.

Answer: American Cigar Company, 111 Fifth avenue, New York.

Nov. 8, 1911.

Editor TOBACCO WORLD.

Will you please send me the address of the "Helion" cigar lighter, which is mentioned in your TOBACCO WORLD and oblige?

G. TITCHENER,
302 Broadway,
New York.

Answer: Address the Pittsburgh Electrical Specialties Company, 927 French street, Pittsburgh, Pa.

Many Changes In The Chicago Market

New Retail Stores Being Opened and Planned—Business Reported Improving

CHICAGO, November 13.

BUSINESS conditions, both in the jobbing and the retail trade are on the up-grade, and all look to a substantial increase over last year.

The Franklin McVeagh Co. report that the "El Wadora," 5-ct. cigar, and "Rey Oma," 10-ct. cigar, both made by Sig. C. Mayer & Co., Philadelphia, are meeting with unusual success.

"Odin," clear Havana, made by F. Garcia & Bro., New York City, also "Las Perlas" (Porto Rican), by Mendez & Gomez, both are taking well with the trade. Mr. Rosenthal, covering the Illinois territory, reports fine and large orders. Dick Mitchell, covering Indiana, finds conditions the same. L. J. McKinnon, manager of the cigar department, has just returned from a Western trip, and says everything is favorable.

It is stated upon good authority, that Best & Russell Co. would open the cigar stand in the new Otis Building and will also install a stand in the Insurance Exchange Building.

"Dick" Condon, of Lilienfeld Bros., states that their output this year was more than double that of 1910.

Albert Breitung has succeeded in getting the much coveted space in the Harris Trust & Savings Bank Building, and expects to have this stand in full swing by December 15th.

Lovedale and Healy's stand in the Karpen Building, in charge of Miss Rose Confrey, is holding its own, business is very good and improving. The "Karpen" cigar, made by Fromberg-Berlizheimer Co., is the cry.

We have with us again Mr. Julius Moss, formerly of Moss Brothers. The trade will remember that about a year and a half ago they were located at 33 Adams street. He has now opened a retail store at Lake and Fifth avenue, and takes a great deal of pleasure in his new undertaking. He is carrying a full line of "La Espera," and also the popular cigars. He advises that he had a good start and business is very good.

Edward A. Hasley, of Detroit, has taken full charge of the Cigar Department in Hotel La Salle, and says that the "La Salle" is the "big noise." He certainly has the best wishes of the trade.

McBlair is still selling goods without cards. Says "he got his 'biz' all right," and we know it.

A sensation worthy of note is the immediate jump into popularity of the "Frat" cigarette, made by the Frat Tobacco Co., of New York and Chicago. This cigarette comes in both cork and plain tips, and sells for $5.75 for plain and $5.85 for the cork. Packages contain 20 cigarettes, and sell to the consumer for 15 cents. Jobbers and retailers both report business to be excellent in this brand; at the rate duplicate orders are being received, it is safe to predict that the "Frat" will rank among the leading big sellers. In connection with the "Frat" cigarette much credit is due Geo. C. Knights, for his attractive and snappy window display.

M. A. Tobias & Co. have opened their new store at 313 East 55th street, which is equipped with mahogany fixtures, and twenty-foot, all-glass, show case. Side walls of the store are hand painted, Egyptian design, panel effect. The fixtures were made by the United Refrigerator & Ice Machine Co. Their big seller is the "Battenburg," made in 22 sizes.

The Irving Cigar Co., a new corporation, have opened their first store at 117 South La Salle street. "The cigar your daddy used to smoke" is a big hit here.

Imperial Cigar Store, Ike Mendelsohn and Jerome Held, propietors, 2126 Wabash avenue, are specializing "High Sovereign" in ten sizes.

Charles H. Stephenson, 610 So. Dearborn street, Heisen Building, have opened their up to date store in charge of J. R. Isett. "WelRoy," "Charles, the Great," also the other leading brands, together with a full line of imported cigars, are being carried here.

Leopold & Mergentheim, La Salle and Washington, have on display a 22-piece "Kaffee Klatch" set, one of which is given away each day, and a chance is given with each purchase.

L. & M. Blunt have a very attractive window display with their "World Beater."

A sign worthy of note, gotten up by J. P. Landfield, manager of Randall & Lanfield, 535 South Dearborn street, is the following:

"Some Satisfaction."

"That's what you get every time you smoke one of our 'Rough Rider.' They tempt you to burn your lips in order to get the last whiff."

"First Consul," by P. Pohalski & Co., is getting well placed, making good friends every day, who always come right back for more. Our old friend "Billings" is the man behind the guns.

Geo. E. McKenney, in charge of A. Breitung's store in the Monadnock Building, is to be complimented upon his artistic window display.

Out of town visitors: H. E. Alces, Simon Batt & Co.; J. M. Logah, Logan Tobacco Co.

THOMPSON.

Milwaukee Has Good Trade

Wettstein Buys Back Store from Lee Abraham

MILWAUKEE, WIS., Nov. 11.

RECENTLY the W. C. T. U. held their convention in this city, and while here one of their members purchased a package of cigarettes at one of the local dealers, with the result that a demand was made upon the chief of police to enforce the law preventing the sale.

Business has been reasonably good with the local dealers. Steve Surman Company are enjoying satisfactory business on all lines carried. Ralph Wettstein resigned his position with the company to engage in business on his own account.

Pollak, Crombie Company recently exhibited an attractive window display of the "Mi Lola" cigar. The cigar is shown in all shapes and sizes, and a very acceptable seal cigar case is being given with every dollar purchase of this brand. The Mi Lola Cigar Company are surely getting their cigar before the trade and sales are improving right along.

The Fay Lewis & Bro. Co. continue to do a very good business at their retail stores and report a nice trade wholesale. They are still meeting with trouble in filling orders on their "Harvester" cigar. The pipe department is also developing most encouragingly.

Leo Abraham is making no complaint regarding sales, his various lines being in considerable demand. Pipes also continue to move well, and with the approaching holiday season he will undoubtedly find a strong demand upon his large stock.

Sam Bach, who for some years conducted a store on Grove street, sold out to Mr. Abraham, and his smiling face now greets his many friends at the Caswell Block store, where he assists Mr. Feiger. "Bart" Jeneches continues to serve at the counters at the Majestic Building store, where he has made many new friends.

The Bach store mentioned above was sold last week by Mr. Abraham to Ralph Wettstein, who has worked in most of the best stands in this city. For a number of years he was connected with Fay Lewis & Bro. Co., and when that firm bought the Lederer store in the Wells Building he was put in charge. After it was sold to Surman he accepted a position with the new owners, leaving to venture on his own account. His store is located on one of the busiest streets on the South Side.

Allansons are enjoying their usual good business at the Plankinton Building. Building operations will commence shortly on the new buildings to be erected on this site.

Isaac Levy, who for many years has been associated with his brother in the Ashland Cigar and Tobacco Company, of Ashland, Wis., died last week of apoplexy. He established the first cigar factory in that city.

At Chippewa Falls, Wis., "Larry" Bowe and "Tony" Jasper have formed a partnership and have opened a smoke shop in the Smith Block. They will also install several billiard and pocket billiard tables, and will undoubtedly do their share of business.

Fred Ryan has opened a cigar store and billiard room at Antigo, Wis. While at Portage, Wis., H. Reynolds sold his cigar store to Robert H. Hall.

A new cigar factory has been opened at Algoma, Wis., by B. C. Kuehlman and John Kuehlman. At Glenwood, Wis., a cigar store has been opened by W. S. Tuttle.

O. A. KROMPAS.

DETROIT DOINGS

DETROIT, Nov. 10, 1911.

YOUR correspondent recently took a trip embracing such centres as Buffalo, Utica, New York City, Philadelphia, Washington, Baltimore, Richmond, Cincinnati, etc., and I mention it because from personal observation and inquiry I fail to find a more satisfactory and healthful tone among cigar and tobacco trade elements than prevails here in Detroit. The magnitude and proportion of some wholesale and manufacturing interests in every one of these cities is most impressive, and there are retail interests in most of them that appear to be more important and profitable than any we have here. We have no "big retailers." There have been no fortunes made here in the retail cigar and tobacco business. We have our hundreds of successful stands, everybody doing nicely, and most everybody happy. There are some stands, naturally, that appear unusually busy and flourishing, but we are oppressed with no "barons" in the retail line.

In the manufacturing line, Detroit is most conspicuous. Wherever I went tribute was paid to her great cigar and tobacco factories, especially the former. As one prominent Cincinnati manufacturer expressed it: "You have the finest cigar factories in the world in Detroit. It would seem like carrying coals to Newcastle for an outsider to attempt to sell goods there." The gentleman is justified in his observation, though I fear the loyalty of Detroit dealers does not equal the merits of our home product. I am personally acquainted with too many dealers, in the central district especially, whose preference for outside makes is self-evident from a glance at their show cases. Whose fault is it? I guess the outsiders' representatives meet with more deference and consideration than our own city salesmen. I don't believe it's in the goods.

The slot machine is doomed in Wayne County. Sheriff's office, prosecuting attorney and police captains are alike charged by the slot machine men with the most horrible atrocities. Within the past ten days about $15,000 worth have been dismembered and disemboweled, and the revolutionary forces are daily sending more victims to their doom.

Detroit turned out about twenty-six million full-sized cigars last month. Following is the sale of stamps for the month as compared with 1910:

	Tobacco.	Cigars.
1910	$148,593.19	$73,133.24
1911	144,392.80	78,523.95

Notice the increase in cigar production?

The Detroit Show Case Company have been doing things and are so busy they can hardly take care of orders. One of their most recent contracts is for entire new fittings, fixtures, wall-case and show cases for the Hotel Metropole stand. This is probably the most profitable stand in the city. The Wilbert cigar store on Grand River avenue, East, just opened lately, was also equipped by Detroit Show Case Company.

Bert Johnson is beginning to look natural behind the counter at The McMillan Company. The Metropole stand is now under the management of J. B. Girard, formerly with the "United," and more recently in charge of the stands at Hotels Normandie and Burns.

Harry Watson has added Hotel Brunswick stand to his chain. He is likewise opening an office and salesroom on Washington boulevard, which is to be a branch of the Flint, Mich., wholesale department.

The Best & Russell Co. store, corner Woodward and Jefferson avenues, when completed, will be a little beauty.

Work is now progressing on the foundation of the new Mazer Cigar Manufacturing Company's plant, corner of Theodore street and Grandy avenue.

Claude E. Howell, cigar distributor, has removed from the Loyal Guard Building to more favorable quarters at No. 311 Grand River avenue, almost directly opposite Payette-Walsh Co. With Chas. Gauss but a few squares further west this neighborhood bids fair to become an important jobbing centre.

Henry Payette reports a satisfactory season for the Payette-Walsh Co. They sell extensively "Ology," "R. B," "El Wadora," "Tom Keene" and other demonstrated nickel favorites. One of their leaders in ten-cent goods is Luckett, Luchs & Lipscomb's "Sans Souci."

Leo Walsh, brother of Emmett Walsh, was recently given complete charge of the stock and shipping department of Payette-Walsh Co. This young man broke into the cigar business about a year ago as a retail clerk. A copy of THE TOBACCO WORLD chanced to fall into his hands shortly after and he at once recognized its value as an educational factor to anyone in the cigar business. He forthwith became a subscriber and studied its pages at home at his leisure. Needless to say, the one dollar investment has been returned to him many fold.

The old Walker Block, corner Fort and Griswold streets, is being razed to make way for a skyscraper that is to surpass anything of the kind hitherto erected in Detroit. Chambers' Exchange Cigar Company have removed from the corner store to the McGraw Building, one-half square above, on Griswold street. Here Mr. Chambers will probably remain until the building is finished. He has first option on the cigar privilege. Incidental to the removal to the new location was the gift to visitors and patrons of a fine smoke in the shape of a "Villa Vista," donated by the Mazer Cigar Manufacturing Company. The Exchange Cigar Company are large sellers of this brand, and their leading five-cent brand is "Excico," made for them by the same comapny.

The J. L. Marcero Company report good results from their recent "El Symphonie" campaign and excellent sales of "Rigoletto." They are also distributors of "Juan F. Portuondo," which is a perennial favorite.

Extensive alterations are in progress at No. 11 Grand River avenue for Robinson Brothers, who, in recent years, have developed a fine retail business at No. 17, a few doors west. The new store will be fitted out with solid mahogany fixtures, the product of the Bryan Show Case Company, of Bryan, Ohio. With the opening of the new stand they will introduce a new broadleaf cigar, "Robinson's No. 11," the order for which was placed with I. Wertheimer, of Wertheimer Brothers, Baltimore, when on his recent trip here. Every cigar will be wrapped in Japanese tissue, over silver foil, with the title printed on every wrapper. The Baltimore firm have donated one thousand complimentary for the opening day.

Robinsons did a neat stroke by securing the leases for everything between their old and new store, both up and down stairs, with the exception of first floor and basement of the saloon and lunch room adjoining. Their own rental will be materially lessened by sub-leases. Whether they will continue to operate the No. 17 store when the lease expires depends on what the landlord thinks he ought to get.

Referring again to the sale of cigars of outside manufacture in Detroit, I might say that seldom does anyone make such a clean-up here with retail trade as Mr. Wertheimer accomplished on his last trip. He stated it was one of the most satisfactory trips he had ever made. His firm have a wide acquaintance here, numbering among their accounts such concerns as Kinsel, Central Drug Company, Gray & Worcester, Chas. Coombs, M. A. La Font & Co. and others. Kinsel recently had a fine window display of their "El Werth." Mr. William Whalen, manager of Kinsel's cigar department, tells me one of their biggest sellers is "Kinsel's Havana Firsts," made for them by Wertheimer Brothers, and that "El Dallo" and "La Portuna," made by the same firm, are prime favorites. Other nickel goods of the Wertheimer firm sold here are "Philo," "El Carlan" and "Robinson's Perfecto."

Extensive alterations and enlargements will be started at the "Burghof" soon, which will permit of an increase of cigar stand. The business of the present stand, under the direction of Tom Burns, has shown increasing sales for the past three months. Working with "Tom" is Ed. Byrne, another La Fond graduate.

William D. C. Moebs, proprietor of the "Burghof Cafe," was bereaved by the death of Mrs. Moebs, who passed away November 6th, from the effects of a surgical operation. Mrs. Moebs had been in precarious health for some years.

Another estimable lady whose loss will be felt by many is Mrs. Wilhelmina Quandt, wife of Aug. Quandt, Sr., well-known cigar and tobacco merchant at 309 Russell street. Mrs. Quandt was aged 59 years and had been a resident of Detroit more than fifty years. She was a prominent church worker and one of the oldest members of St. John Evangelical Church. Interment was made in Elmwood Cemetery on the 13th inst.

Leopold Heine, residing at Louisville, Ky., was in town this week on his 192d visit in the interest of Kaufmann Bros. & Bondy, manufacturers of pipes. Thirty-two years he has been connected with this firm. Six times annually he has visited this city. During that time he has seen about thirty of the old line jobbing firms fade from view, tobacco houses, grocery firms, notions houses and other concerns that made a business of jobbing pipes.

A new Havana cigar seen about town is the "Charles VIII," made by Surety Cigar Company, and seems to meet with approval wherever placed. It is somewhat similar in character to the "La Selona," made by the same firm. "Answer" and "Poster," leading nickel brands of the Surety Cigar Company, are doing well and with some jobbers are in strong demand. Mose Eisenberg is at present visiting Louisville and other cities South of us.

Morris Pflaum, of G. Pflaum & Bro., Minneapolis, was here to commemorate with his wife and her family the fifth anniversary of their wedding, October 31st. Mrs. Pflaum was formerly Miss Laura Rothschild, daughter of the late Kaufman S. Rothschild.

In town recently: Walter James, manager cigar department Berdan & Co., Toledo; M. A. Grady, Cuesta Rey & Co., Tampa; Wm. Childs, G. S. Nicholas & Co., New York; W. S. Teague, Steigerwald & Co., Philadelphia; W. Levison, J. Bernheim & Sons, New York; Howard Kinney, H. Duys & Co., New York; I. M. Jacobs, Meyer & Mendelssohn, New York; Simon Sachs, F. & E. Cranz, New York; M. Mantuer, M. Mantuer & Co., New York; Jerome Waller, Jos. S. Gans & Co., New York; Victor Ettlinger, E. Hoffmann & Sons, New York; Stanley Krohn, Miami Valley Leaf Tobacco Co., Dayton, O.; Fred W. Miller, cigar and leaf broker, Cincinnati; Mr. Franklin, of Luckett, Luchs & Lipscomb, Philadelphia.

S. F. HEAVENRICH.

Newsy Notes From Los Angeles

Dealers Prepare for the Holiday Trade—Business Men's Political League Organized

Los Angeles, Cal., November 8, 1911.

THERE have been a good many complaints by the retailers that trade is slow. Others say it is good and far above the average. However, the jobbers are still hustling and judging from the orders that most of them are turning in to be filled, business is still holding its own.

Max Roth Cigar Company, 116 West Sixth street, has a great many very elaborate window displays on the "New Batchelor" cigars manufactured by T. J. Dunn & Company. Mr. Roth also informs us that he has the agency for the "Rigoletto" cigar, manufactured by E. A. Kline & Company, of Cleveland.

Dave Weinrich with J. J. Gans Brothers has just returned from a business trip in Nevada and reports a tremendous business on "Tom Keene", "Lawrence Barrett" and "La Natividad."

M. Samuels, cigar man, left today for the Imperial Valley expecting to be gone about ten days in the interest of the "El Templo" cigar.

Milo Adams is here and he doesn't care who knows it as he is offering to the trade an eight per cent. gratis on "Milo Mon Caprice." He has sold the entire stock of his jobber, Kingsbaker-Klingenstein Company, and has a great number of orders on file to be delivered on arrival of goods. He also has a great many very fine window displays about town on the "Milo" cigarettes.

R. Wittschen, with Haas-Baruch & Company, reports a big business on the "Savaronas." This cigar is catching on in the 4 for 25c. size and many repeat orders are being taken.

T. T. Hess, coast agent for A. Santaella y Ca. has just completed a campaign on the "Optimo" for his distributor, Klauber & Wangenheim Company and left for San Francisco very well satisfied and wearing "a happy smile."

Max Roth is offering to the trade a new 5c. cigar "The Kiddo", union-made.

Sam Friend, with the Kingsbaker-Klingenstein Company, reports that the "Webster" and "American" are holding their own, also that the "Y-B" are running pretty strong.

Such windows as are being displayed by Upmann & Wilcox, in San Diego, on their famous "Upmann Bouquet" brand, make it not extravagant to state that art is really possible in the cigar business; golden and mahogany brown velvet and broad silk ribbons combined with the varied toque and mouse browns of the rich leaf used in this product, produce a symphony in the color that is as pleasing to the artistic eye, as "Upmann's Bouquet" is to the exacting taste.

Mr. Cameron Trau, manager of Haas-Brauch's cigar department for the past sixteen years, has sent in his resignation much to the regret of the firm.

R. D. Frizzelle, department manager of Jno. Bollman Company, of San Francisco, manufacturers of the "Sultan" and "Imperial" cigarettes, arrived in this city today and after a short stay will return to San Francisco.

C. H. Lupfeat, the "Queen Quality" man is back after an extended trip through the Northwest and reports Pennsylvania's goods increasing in all the territory covered by him. The Silk Kerchief premium they are giving for 25c. fronts from any of their brands is proving a big winner and increasing their sales wonderfully.

M. B.

Big Winston-Salem Business in October

TOBACCO manufacturers at Winston-Salem, N. C., during October shipped 4,596,390 pounds of tobacco. This was an increase of more than 2,000,000 over the corresponding period of the previous year, and the Government derived $367,711.26 from the sale of revenue stamps. About three and one-half million pounds of leaf tobacco were sold in that market during the month, and the price averaging around the ten cent mark.

Fitchburg, Mass., Manufacturer 50 Years in Business

ALDERMAN JOEL, of Fitchburg, Mass., who has been identified with the business interests of Fitchburg for the past fifty years, has decided to retire and the business will be continued by his only son, Charles Joel. Mr. Joel started in the manufacture of cigars with a store in the old Choate Building, at Main and Laurel streets. Later, he also opened a retail store in the American House block. The retail business remained in the original store until a few years ago, when it was removed to its present location in the Simonds block.

Opening of Fine Lawrence, Mass., Store

THE opening of a new store by M. Casey & Co., tobacconists, at 493 Essex street, Lawrence, Mass., some days ago, was a most successful affair. Bill-folding pocketbooks were given away as souvenirs to every man who visited the store; and, judging from the large number of people who frequented the place on that occasion, nearly every man in Lawrence must have participated in the Casey liberality. The new store is one of the finest of its kind in that city, and is a credit to Mr. Casey, the genial proprietor.

Galesburg, Ill., Welcomes New Cigar Factory

A new cigar factory is being established at Galesburg, Ill., by J. E. Mitchell, formerly at Akron, O. Business will be commenced with a force of from twenty to twenty-five hands. Mr. Mitchell proposed to operate along modern lines of manufacturing, and expects to turn out a fine product. His aim is to establish a factory which shall in a reasonable time afford employment to 100 hands.

Kansas Manufacturer Home From Europe

CHARLES F. PUSCH, the largest cigar manufacturer in Kansas, returned a fortnight ago to his home in Marysville, after a four months' visit through Europe. Mr. Pusch is mayor of the city, and was recently elected a director of the St. Joseph & Grand Island Railway. He is also interested in several other local enterprises and one of the most public spirited men in the State.

During the opening of the new store of the Bangor Cigar Mfg. Co., Bangor, Me., nearly three thousand people visited the establishment, and expressed much admiration for the new store, which is regarded as one of the finest in the New England States. A large bunch of chrysanthemums, a gift from George Burbank, representing Estabrook & Eaton, well-known wholesalers of Boston, occupied a prominent place on one of the attractive glass show cases. The store carries all the leading imported and domestic brands, in addition to the famous "B C M," which is manufactured there.

The United Cigar Manufacturers' Co. has declared a regular quarterly dividend of 1¾ per cent. on the preferred stock of the company, payable December 1, 1911, to stockholders of record on November 27th.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Prosperity Abounds at York

Cigar Factories Never Busier—Twenty-Five New Ones Licensed—38,667,000 Production in October

York, Pa., November 14, 1911.

THE cigar manufacturers in York as well as all of the cigar making towns in the county are now having a holiday rush and many are obliged to work until 10 o'clock at night in order to supply the demand for goods. It is the most prosperous period they have had since 1907, which was a banner year with the cigar industry of the Ninth District. The sale of stamps for this month should show a very material increase over the several preceding months of the year.

Night work is necessary because a sufficient number of hands can not be secured to keep up the usual output. Quite a few cigarmakers during the duller period of the year found work in other lines of trade and now refuse to return to cigarmaking.

The prosperity of the cigar trade is fully reflected in the greater business that the leaf tobacco dealers are now doing. They report a demand for all grades of domestic leaf tobacco, and many of them find their greatest difficulty lies in the fact that they cannot readily obtain as much leaf as they would like to have and need for their customers.

The cigar output during October made a fine record in this division of the Ninth Internal Revenue District. The receipts from the sale of stamps amounted to $116,000 during October. This represents an output of 38,667,000. In comparison with September this is a gain of 5,000,000. In comparison with October of last year there is a gain of 333,000.

During last month licenses were issued for twenty-five new cigar factories and tobacco manufacturies, which have filed bonds for aggregated employment of 182 persons.

The new licenses are as follows: Freida Tarbert, Red Lion, five hands; Adam Baker, Windsor, four hands; Eliza Bull, Yoe, two hands; Lillie Peiffer, two hands; Benjamin Spatz, Dallastown, five hands; Daniel E. Stambaugh, West York, five hands; J. C. Heckert, this city, twenty-five hands; The Meads Tobacco Company, Red Lion, thirty hands; Edith B. Stein, Red Lion, five hands; Howard L. Hake, Winterstown, five hands; C. H. Stiles, Arbor, three hands; C. N. Foreman & Co., Red Lion, fifty hands; Adam Strickler, Windsor, two hands; Arvilla Smith, Red Lion, two hands; Edith M. Hess, Dallastown, five hands; Robert E. Schields, Dallastown, R. F. D. No. 1, five hands; Harry M. Dietz, Red Lion, five hands; N. B. Barshinger, Springvale, two hands; George H. Barshinger, Red Lion, three hands; Ella E. Sliver, two hands; Cora Gable, Red Lion, five hands; John H. Saylor, Red Lion, R. F. D., No. 3, five hands; Jacob A. Flinchbaugh, Felton, R. F. D. No. 1, two hands; George W. Stump, Springvale, R. F. D. No. 1, three hands.

Charles A. Rost, of Charles A. Rost & Company, leaf packers and dealers at Red Lion, has returned from a trip to New England where he was purchasing some fine tobaccos.

C. C. Gable, of Windsor, whose factory was reduced to ruins by fire some days ago is now making preparations to rebuild. The hands formerly employed by him have secured employment at other factories.

Samuel A. Roseman, a leaf tobacco man of Red Lion, has just returned from Connecticut. While there he secured some desirable leaf for the York county trade.

Lancaster Makes Fine Record

Cigar Output Highest in Four Years—Factories Working Overtime

Lancaster, Pa., November 14, 1911.

THE output of cigars, in the Ninth District, has again reached the high water mark of some years ago and which had not been reached since 1907. According to the record of stamp sales the output for the month of October amounted to 71,906,770. This is a gain of 8,155,590. As compared with the corresponding month of last year the gain was 2,163,110.

The figures were an agreeable surprise even to those who were best in a position to judge of the progress of the trade, and manufacturers are now more hopeful than for some time that a greater prosperity for the cigar trade is here to stay, and are bending every energy to roll up the figures during the remainder of the year to enormous amounts.

Salesmen's reports which are reaching the larger factories here are all of a highly encouraging nature, and manufacturers find collections better than for some time.

Following are the comparative figures of output during the past ten years:

October, 1911	71,906,770
October, 1910	69,743,660
October, 1909	70,224,090
October, 1908	68,056,750
October, 1907	80,669,010
October, 1906	77,259,640
October, 1905	72,685,150
October, 1904	69,924,030
October, 1903	71,695,050
October, 1902	71'910,760
October, 1901	71,685,300
October, 1900	82,886,083

The S. R. Moss Cigar Co., is just about as busy as it can be. Every available inch of space in the big factory here is being utilized, and the factory at Harrisburg, which was recently started, is also filling up with additional cigarmakers almost daily. At present this firm's high-grade seed and Havana cigars are in strong demand. Their "Flor de Moss" has in a comparatively short time established an enviable record among goods in its class.

The United Cigar Manufacturers' Company's branch factories in the county are all working under pressure to get out goods. Night work is the rule now at Ephrata, Lititz and Rothsville.

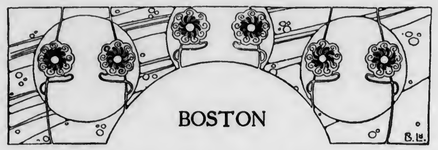
Milton H. Ranck, leaf packer, whose main office and a warehouse is in this city is erecting a new tobacco warehouse at Strasburg. The building will be two stories high and have a fine basement.

Charles Tole is hoping to soon occupy his new and model warehouse. It is easily one of the most commodious in the city and Mr. Tole is looking forward to the first of the year to take possession.

S. M. Ottinger of the Florida leaf firm of Mitchell & Ottinger, has been on a trip through New York and the New England States and found the trade there more than ever favorably disposed to the use of fine Florida wrappers.

Simon J. Schloss, who was formerly with Straus & Company, Philadelphia, was a visitor in this city last week, on his maiden trip in the interest of Dohan & Taitt, old established packers and importers of Philadelphia.

S. L. Friend, of Friend & Company, New York Havana importers, was in this city last week showing a line of their importations of goods.



Boston Cigarmakers Show Enterprise

Make Fine Showing at Educational Exposition—Cigar Department Manager Has 37th Anniversary—Retail Trade Notes

BOSTON, November 8, 1911.

THE elections are over, and some are pleased, others are not, but business must go on, regardless. Trade demand seems to be quiet in spots, especially with certain retailers, yet, on the whole, it remains normal, and with some shows quite an improvement over last year. All of the larger manufacturers are running full time, which is an infallible barometer of "good times."

Boston Cigarmakers' Union, No. 97, operated a miniature cigar factory at the Chamber of Commerce, New England Industrial and Educational Exposition, held at Mechanics Building, conducted solely for the purpose of increasing their employers' output. They would not allow any employer to contribute as much as a pound of tobacco, the Union men standing the full expense, about $1500. Even the souvenir canes given away were paid for by the Boston Union; the Union members consider the amount well invested.

Edward Brothers, president of the Boston local, stated "Our New England manufacturers, as a whole, give their employees decent wages, hours and working conditions, hence this 'reciprocity booth'. Some people thought it foolish to spend $1500 to advertise the bosses' business, but we find that the more business the 'boss' gets, and the better price obtained for his goods the more men he can employ and the greater opportunity to treat those men fairly."

J. E. A. Blais, manager of the cigar department of the S. S. Pierce Company, has been with this firm for thirty-seven years. Every year for the past thirty years, Mr. Blais has spent from four to ten weeks in Havana, in order to study conditions in that market. During that time he has educated himself in the cigar and leaf tobacco to the finest details of treatment. He has seen important, independent manufacturers, working at the bench during his earlier visits, rise to affluence.

An East Boston retailer has been arrested for violating the Internal Revenue laws in regard to the sale of "Pittsburgh stogies." Bond, $500.

Peter E. Fraser has opened a tobacco store at Dodge street, North Beverly.

Louis Weiler has sold his interest in the cigar business of Buckley Brothers, Lowell, to James H. Buckley, who is now the sole owner.

Fred Estabrook, of Estabrook & Eaton, visited the New York trade last week.

A recent death is that of A. Struhl, at Roxbury, Mass. Mr. Struhl was formerly in the retail tobacco business.

George C. Duffy, representing L. Sanchez y Cia., Havana, was a visitor in town last week.

William Scholl, carrying on a cigar store at New Haven, Conn., has filed a voluntary petition in bankruptcy. Liabilities, $1,700. Assets, $275.

A new corporation is the Middlesex Pharmacy, Inc., Malden, Mass. Capital, $5,000. George F. Butterfield, president.



J. W. Senour

J. W. SENOUR, who was for many years identified with the tobacco trade in Cincinnati and vicinity, died recently and was buried at Independence, Ky., where he was born seventy-six years ago. When still young he engaged in the tobacco business, and for a number of years was the senior member of the firm of Senour & Yates at Independence. He was also interested in the tobacco factory of Senour & Gedge at Covington, Ky.

J. T. Bivins, Chief of the Internal Revenue Tobacco Division, died a fortnight ago at his residence in Washington from heart trouble, having been ill only two days. He was sixty-five years of age, and since 1907 had been in charge of the Tobacco Division of the Revenue Department, which he entered in 1883. He is survived by a widow and one son, the last named of whom is also in the revenue service with headquarters at Albany, N. Y.

New Stogie Factory Opening at Columbus

FOLLOWING negotiations of several months duration, arrangements have been consummated by the Chamber of Commerce of Columbus, of Columbus, O., for the removal of the cigar and stogie factory of George P. Mohr, from Gallipolis to Columbus.

Several buildings have been under consideration, but no definite decision has yet been made. Operations are to be commenced with a force of 50 cigarmakers, and increase this force as the business progresses. He had been in the manufacturing business at Gallipolis for eight or ten years. A residence has already been secured on Franklin avenue, Columbus.

The Cigar Industry at Goshen, Ind.

CIGAR manufacturers at Goshen, Ind., have lately decided to branch out and develop the business along new lines. There are at present three factories at Goshen that are doing a good business. These include the factory of Cyrus H. Frantz, John Overlease and Peffley & Straub, all of whom are running strong on holiday goods at present.

Cyrus H. Frantz contemplates entering a wholesale business by covering some of the surrounding country.

E. L. Clemm has opened a cigar and tobacco store at Ashfield, Mass., at the Post-Office Building.

I. H. Rosenthal, of Rosenthal Brothers, New York, was in town last week, renewing acquaintances.

George L. Keeney, Monson, Mass., has sold his Main street drug business to Herbert Anderson, of Springfield.

Alfred Walen has purchased the business and good will of the Frank Decker drug store, Central Square, Manchester.

Hyneman Brothers, 33 Milk street, have a full window display of their popular five-cent "Hoffman House" Bouquet cigars, for which they are the sole New England agents.

HENDERSON.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

No Responsibility assumed for errors or duplications.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

SIVITZ CROWN STOGIE:—23,227. For stogies. October 27, 1911. Little Pet Stogie Co., Wheeling, W. Va.

WHEELING'S FAMOUS STOGIE:—23,228. For stogies. October 27, 1911. Little Pet Stogie Co., Wheeling, W. Va.

SELLERINA:—23,229. For cigars. October 27, 1911. B. M. Selle, San Angelo, Texas.

LA FLINTELLA:—23,230. For cigars. October 27, 1911. Cole Litho. Co., Chicago, Ill.

BEAUTIFUL DOLL:—23,231. For cigars. October 27, 1911. Louis C. Wagner & Co., New York City.

ROBERT MATHER:—23,232. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 27, 1911. Wm. Steiner, Sons & Co., New York City.

IDA LEWIS:—23,233. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 27, 1911. Wm. Steiner, Sons & Co., New York City.

GLENTELLA:—23,234. For cigars, cigarettes, snuff, chewing and smoking tobacco. October 27, 1911. Glentworth Bros., Philadelphia.

NORTONA:—23,235. For cigars, cigarettes, chewing and smoking tobacco and snuff. October 27, 1911. Glentworth Bros., Philadelphia.

ADANA:—23,236. For cigarettes. October 28, 1911. Mushikian Bros., Philadelphia.

SULEIMAN II:—23,237. For cigarettes. October 28, 1911. Mushikian Bros., Philadelphia.

LAMBS:—23,238. For cigarettes. October 28, 1911. Mushikian Bros., Philadelphia.

ARA II:—23,239. For cigarettes. October 28, 1911. Mushikian Bros., Philadelphia.

MONEY ORDER:—23,240. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 28, 1911. Moehle Litho. Co., Brooklyn, N. Y.

EL WISO:—23,241. For cigars and cigarettes. October 30, 1911. Spohn & Walter, Chicago, Ill.

KNOBEL CLUB:—23,242. For cigars. October 30, 1911. Louis Repetto, St. Louis, Mo.

HONEST SMOKERS:—23,243. For cigars, cigarettes, cheroots stogies, chewing and smoking tobacco. October 30, 1911. Greenberg & Shetten, Chicago, Ill.

BOSTON HERALD:—23,244. For cigars, cigarettes and smoking tobacco. October 30, 1911. Louis Ash & Co., New York City.

NOBILITY:—23,245. For cigars, cigarettes and smoking tobacco. October 30, 1911. Louis Ash & Co., New York City.

KANSAS CITY BOOSTER CLUB:—23,247. For cigars. October 30, 1911. W. E. Jenkins Cigar Co., Kansas City, Mo.

TROPICA DE CUBA:—23,246. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 30, 1911. Schmidt & Co. New York City.

LORD CARROLL:—23,248. For cigars. October 31, 1911. Werling Cigar Co., Passaic, N. J.

LORD FARRELL:—23,249. For cigars. October 31, 1911. Werling Cigar Co., Passaic, N. J.

LORD KANE:—23,250. For cigars. October 31, 1911. Werling Cigar Co., Passaic, N. J.

LORD BIRD:—23,251. For cigars. October 31, 1911. Werling Cigar Co., Passaic, N. J.

EL LAUDO:—23,252. For cigars, cigarettes, cheroots and smoking tobacco. October 31, 1911. American Litho. Co., New York City.

LA FLOR DE CLARENS:—23,253. For cigars. October 31, 1911. M. Mahler & Co., Chicago, Ill.

EL WITEN:—23,254. For cigars. November 1, 1911. Petre, Schmidt & Bergmann, New York City.

EL SINO:—23,255. For cigars. November 1, 1911. Petre, Schmidt & Bergmann, New York City.

HALMITT:—23,256. For cigars. November 1, 1911. Joseph Mittleman.

MUNICIPAL BUFFET:—23,257. For cigars. November 1, 1911. Chris Von der Ahe, St. Louis, Mo.

LA PANDIA:—23,258. For cigars. November 1, 1911. Louis C. Wagner & Co., New York City.

REFORZAR:—23,259. For cigars, cigarettes, cheroots, chewing and smoking tobacco. November 1, 1911. American Litho. Co., New York City.

SANTA FE & BOONE LICK TRAIL:—23,260. For cigars, cigarettes, chewing and smoking tobacco. November 2, 1911. W. F. Hinesley, Lexington, Mo.

THE CENTRAL ROUTE:—23,261. For cigars, cigarettes, chewing and smoking tobacco. November 2, 1911. W. F. Hinesley, Lexington, Mo.

EL HELDO:—23,262. For cigars, cigarettes and smoking tobacco. November 2, 1911. F. C. Heldt, Sheridan, Wyo.

ALMA MATER:—23,263. For cigars, cigarettes and cheroots. November 3, 1911. Calvert Litho. Co., Detroit, Mich.

LA NYMPHERA:—23,264. For cigars, cigarettes and smoking tobacco. November 3, 1911. Moehle Litho. Co., Brooklyn, N. Y.

AX-U-MO:—23,265. For cigars. November 3, 1911. Fred A. Miller, Tampa, Fla.

EL PELEE:—23,266. For cigars. November 3, 1911. M. Friedlander, Peoria, Ill.

W. E. SCHOLLIAN'S SPECIAL:—23,267. For cigars, cigarettes and smoking tobacco. November 4, 1911. W. E. Schollian, Waterloo, Iowa.

W. E. SCHOLLIAN'S NORTH-AMERICAN:—23,268. For cigars, cigarettes and smoking tobacco. November 4, 1911. W. E. Schollian, Waterloo, Iowa.

ROUGH TUCK:—23,269. For cigars, cigarettes and smoking tobacco. November 4, 1911. Vandenbroeck & Heidinger, Mt. Olive, Ill.

ROUGHETTES:—23,270. For cigars, cigarettes and smoking tobacco. November 4, 1911. Vandenbroeck & Heidinger, Mt. Olive, Ill.

Advertising phrase No. 23,271 as follows:
BE THEY CUBAN, PORTO RICAN, BE THEY MADE IN EAST OR WEST, NO MATTER WHAT THE BRAND MAY BE, SOTO CIGARS ARE THE BEST.
For cigars. November 6, 1911. C. Soto, Vinita Park, St. Louis Co., Mo.

SPRINGFIELD HAS THE GOODS:—23,272. For cigars. November 6, 1911. Ricke Juergens, Springfield, Ill.

MANUEL COLON:—23,273. For cigars. November 6, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

CASELLI:—23,274. For cigars. November 6, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

PARIMONT:—23,275. For cigars. November 6, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

GEORGE CORLISS:—23,276. For cigars. November 6, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

BROAD GAGE:—23,277. For cigars. November 6, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

DAILY CHAT:—23,278. For cigars. November 6, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

WM. LACKEY:—23,279. For cigars. November 6, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

BASEBALL:—23,280. For cigars. November 6, 1911. D. Miller, Philadelphia.

CAPT. DELYTE:—23,281. For cigars. November 6, 1911. D. Miller, Philadelphia.

W. & B.:—23,282. For cigars. November 6, 1911. Wm. I. Billman, Hamburg, Pa.

MONOTONE:—23,283. For cigars. November 7, 1911. Heywood, Strasser & Voight Litho. Co., New York City.

TONIATA:—23,284. For cigars. November 7, 1911. Heywood, Strasser & Voigt Litho. Co., New York City.

BARETTE:—23,285. For cigars. November 7, 1911. Heywood, Strasser & Voigt Litho. Co., New York City.

FAR WEST:—23,286. For cigars. November 7, 1911. Heywood, Strasser & Voigt Litho. Co., New York City.

SPECULATOR:—23,287. For cigars. November 7, 1911. Heywood, Strasser & Voigt Litho. Co., New York City.

COUNTRY GUY:—23,288. For cigars. November 7, 1911. Heywood, Strasser & Voigt Litho. Co., New York City.

POMPOUS:—23,289. For cigars. November 7, 1911. Heywood, Strasser & Voigt Litho. Co., New York City.
LIFE STORY:—23,290. For cigars, cigarettes, cheroots, chewing and smoking tobacco. November 7, 1911. American Litho. Co., New York City.
CAT-LION:—23,291. For cigars. November 7, 1911. T. J. Dunn & Co., New York City.
THE STAR CITY CIGAR:—23,292. For cigars. November 8, 1911. Wm. Koehler, Chicago, Ill.
THE EZEOLA CIGAR:—23,293. For cigars, cigarettes and cheroots. November 8, 1911. Al. Rzekiecki, Chicago, Ill.
STEFAN BATORY:—23,294. For cigars. November 8, 1911. Jos. M. Bartkowiak, Chicago, Ill.
OUY YOY:—23,295. For cigars. November 8, 1911. S. L. Howich, Dayton, O.
RED LANTERN:—23,296. For cigars, cigarettes, cheroots chewing and smoking tobacco. November 9, 1911. American Litho. Co., New York City.
CASTLE HILL:—23,297. For cigars, cigarettes, cheroots, chewing and smoking tobacco. November 9, 1911. American Litho. Co., New York City.
COMMERCIAL NOTE:—23,298. For cigars. November 9, 1911. A. C. Henschel & Co., Chicago, Ill.
DELLO:—23,299 For cigars. November 13, 1911. A. F. Korb, Philadelphia.
LA RIZITA:—23,300. For cigars. November 13, 1911. H. Lifchitz, Chicago, Ill.
LANTANA:—23,301. For cigars, cigarettes and smoking tobacco. November 13, 1911. Dorr Cigar Factory, Augusta, Ga.
DELIETA:—23,302. For cigars. November 13, 1911. M. S. Frechie, Philadelphia.
THE PRATT:—23,303. For cigars. November 13, 1911. J. H. French, Baltimore, Md.
ACHIEVEMENT:—23,304. For cigars. November 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.
BOB ADAMS:—23,305. For cigars. November 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.
ALPHONSE BERTILLON:—23,306. For cigars. November 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.
GEORGE RANDOLPH CHESTER:—23,307. For cigars. November 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.
WALTER PHELPS DODGE:—23,308. For cigars. November 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.
BEN BUTLER:—23,309. For cigars. November 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.
MARSENA:—23,310. For cigars. November 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.
HENRY JAMES:—23,311. For cigars. November 13, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

CANCELLATIONS.

RAIL SPLITTER:—21.507. For cigars, cigarettes and cheroots. January 28, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.
CHERRY DIAMOND:—23,161. For cigars, cigarettes and stogies. October 12, 1911. Allen Sterner, Lock Haven, Pa.
STAGE CRAFT:—23,224. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 25, 1911. Wm. Steiner, Sons & Co., New York City.
AGREEMENT:—23,221. For cigars. October 25, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

TRANSFERS.

LOMBANEGAS:—23,129. For cigars. October 4, 1911. S. Sladkus, New York. Transfered October 14, 1911, to Garcia & Alvarez, New York.
MARIA PITA:—23,130. For cigars. October 4, 1911. S. Sladkus, New York. Transferred October 14, 1911, to Garcia & Alvarez, New York.
FAT:—23,133. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 5, 1911. Geo. C. Knight, Chicago. Transferred October 25, 1911, to the Frat Tobacco Co.
TARF:—23,134. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 5, 1911. Geo. C. Knight, Chicago. Transferred October 25, 1911, to the Frat Tobacco Co.

Louisville Headquarters for New Kentucky Co.

NEGOTIATIONS are under way for the establishment of Louisville headquarters for the Farmers' Tobacco Company, of Hickman, recently incorporated. Although its factory at Hickman has not been completed, it is reported that they have orders on hand which will keep them busy far into the winter.

Plants are to be located in various growing sections, from which the company will procure its material. It is proposed at present to produce eight different grades of burley and dark tobacco at the beginning, and add to this list later other grades for both smoking and chewing.

Peoples Tobacco Co. Case Submitted to Court

New Orleans Judge to Consider Amendment to Original Petition

NEW ORLEANS, November 6, 1911.

ARGUMENT was heard Saturday last by Judge Rufus E. Foster, of the United States Circuit Court on the objection of the supplemental and amended petition in the case of the Peoples Tobacco Company against the American Tobacco Company. In the month of August last the amended petition was filed by the Peoples Tobacco Company claiming additional damages in the sum of $384,994.71, making the total amount claimed by plaintiff $891,775.26.

At the hearing Mr. Blair represented the defendants and argued that the amended petition contained an entirely new cause of action stating facts that did not exist at the time of the filing of the first suit. Mr. Blair argued along the lines that the supplemental petition should be dismissed for the reason that the Craft Tobacco Company and August Craft made parties to the suit were in no wise connected with the American Tobacco Company. He said that the object of the petition was to inject into the proceedings the decision of the United States Supreme Court bearing on the Sherman Anti-trust law.

Attorneys Merrick and Schwartz, representing the Peoples Tobacco Company, contended that no new matter had been introduced in the amended petition, that the allegations were simply a continuance of the conspiracy charge named in the first bill. They further stated that the Craft Tobacco Company and August Craft were parties to the suit for the reason that they started the cause of action by forming a conspiracy with the American Tobacco Company. The case was submitted to the court.

PELICAN.

Important Sale of Connecticut Tobacco Lands

RECENTLY several important real estate deals were consummated at Suffield, Conn., by which were transferred to new owners some valuable tobacco growing lands in that famous tobacco belt. John O'Malley, of West Suffield, bought a farm of 90 acres in the Grand Street Road, and after taking possession March 1st next he will begin preparations for a large tobacco acreage. There is a good equippage of shedding on the farm now.

Fred Brockett, the youngest son of the late John F. Brockett, has bought the Louis Cook place in Mapleton avenue from Joseph Gregg, and takes possession April 1st next. This track, too, will be devoted to tobacco culture.

November Crop Reports

THE crop reporting board of the Bureau of Statistics of the United States Department of Agriculture estimates, from the reports of the correspondents and agents of the bureau, as follows concerning the tobacco crop of 1911:

	Yield Per Acre.			Production (000 Omitted).		Quality.	
Tobacco Crops	1911.	1910.	10-Yr.	1911.	1910.	1911.	10-Yr.
Kentucky	870	810	833	270,135	381,024	86	88
North Carolina	710	600	620	104,299	129,600	82	80
Virginia	800	780	734	90,840	124,800	86	85
Ohio	925	810	867	68,635	75,087	85	89
Pennsylvania	1,420	1,500	1,323	50,552	49,500	92	92
Wisconsin	1,250	1,050	1,243	47,250	31,710	88	90
Tennessee	810	760	744	46,170	64,600	92	89
Connecticut	1,625	1,730	1,661	22,912	23,182	84	95

The Irving Cigar Co., of Chicago, Ill., has been incorporated with a capital of $10,000, by Irving Halpern, Edward J. Ader, and Herman Fieger, all of that city.

LEAF TOBACCO MARKET

Healthful Condition of Cigar Trade Benefits New York Leaf Business---Small Offerings in Philadelphia---Change in Activities at Lancaster---Picking Up Lower Grades in Wisconsin---Review of New England and Southern Markets

NEW YORK STATE.

NEW YORK CITY.

THE chief interest of the leaf tobacco market seems to have centred in the Connecticut offerings, and of which a considerable proportion has passed into second hands despite the admittedly high prices which the goods are commanding. Both broadleaf and Havana seed leaf have been much in evidence. Buying in the field is actively going on.

With a healthy condition prevailing in the cigar industry, all types of leaf tobacco have found a demand, and binder stock was keenly looked for by manufacturers. Even filler tobaccos have been moving with considerable freedom, indicating that manufacturers are needing some goods for immediate use in filling orders now in hand, and, which it is fair to presume, must be delivered to the trade in time for the holidays.

1910 Wisconsin tobaccos have been selling freely if they showed any adaptability to binder purposes. Filler stocks, too, found a ready sale if the price was not beyond the limit which manufacturers could reach for their needs.

The Sumatra market showed slightly more activity during the past two weeks and manufacturers are again looking over the offerings with a view to acquiring additional supplies, while the prices remain somewhere around the figures prevailing during recent weeks. Importers declare that the supply of light wrappers is so nearly exhausted that they must be considered almost off the market for this season. In view of the acknowledged shortage of all light colors, manufacturers are turning their attention more and more to medium colors, which are being offered at moderate figures.

The Havana market has not developed the activity which is sometimes experienced at this time of the year, and transactions have been confined chiefly to a routine business. In Havana the market was likewise in an unsatisfactory condition, but animated somewhat by the fact that new tobaccos are now arriving and this is imparting some additional interest in the trade.

PENNSYLVANIA.

PHILADELPHIA.

THERE have been but moderate offerings of leaf tobacco in this market during the past week. 1910 Pennsylvania is being held for full prices or no sales, and chances are at present decidedly favorable to the price being obtainable because the supply is limited, and those who are holders of it can congratulate themselves. Connecticut tobaccos are not offered as liberally as they were, and there may be some trouble later on in getting a supply at moderate figures which the trade is now hesitating about.

Local houses have had a good demand for goods and it is only a question of being able to supply what they want and as much as they want. There are some transactions pending final decisions of manufacturers.

Sumatra tobacco has been selling in small quantities, but the prices are well maintained. Offerings of light goods are not so plentiful, and manufacturers will no doubt have to turn their attention sooner or later to the more medium colors if they require additional supplies.

The Havana market has developed no particular change. Offerings of desirable goods have been only moderate and prices remain firm.

LANCASTER, PA.

There has been a moderate change in the activities of the local leaf tobacco market during the past two weeks, and the contrast between the activities of two weeks ago and the past week is so strong that some want to call it dull. It is not dull in reality, and while there may not be so much buying at present the trade is thinking about, and probably by the time they make up their minds to purchase, they will find the prices have advanced another notch or so. There has not been any lack of inquiries for goods and the quotation of prices, but there it seems to have ended for the present, because the price was not attractive enough to urge them to take the goods now. Of course, the majority wanted 1910 stock, and while there is still a considerable quantity in packers' hands they will no doubt be able to dispose of it without having to make any sacrifices, and consequently they are letting sales slip unless their price is agreed to. It would be difficult to state the proportion of the 1909 goods which still remain in first hands, and although it is considerable it is far less than some might suppose.

There is still no effort to go seriously after the 1911 crops, which lately have cured down nicely, and farmers are waiting for packers to make offers. Offers have been made in a few instances, but they were at that time promptly refused by farmers, who insisted that their crops this year were worth a great deal more than their 1910 crops. When it was impossible for them to obtain offers of 11 or 12 cents they would not consider anything. Now the tobaccos in the sheds do not show up so much better than they did then, and leaf men who have made cursory examinations seem to think it has not improved materially enough to warrant any more money than when they first made their inspections of the crops. It is possible that after the holidays, when the tobacco is stripped and on the piles, it may look a great deal better.

In any event leaf men are inclined to await any developments in pole-burn or fat-stems.

WISCONSIN.

EDGERTON.

THERE has been no particular change in the condition of the tobacco market during the past fortnight. Buyers continue to drive through the growing sections of the State, but about all they can secure is some of the cheaper grades of goods which they are taking at about 7 cents per pound. In the aggregate several hundred acres per week are contracted for by buyers now in the field. Some of the better crops, too, are secured occasionally at prices about the same as prevailed earlier in the season.

Packers are having some inquiry for goods for binder purposes and lots of small quantities have been taken by dealers or manufacturers. There is said to be some business in negotiation at present and that consummation has failed thus far because of the prices demanded for the goods.

The rather cold weather of several days ago was severe enough to inflict some shed damage, but, fortunately, the packers were on the lookout for such a possibility and had their sheds closed, and thus prevented any damage which might have occurred to tobacco which had not yet been sufficiently cured to withstand a severe cold spell.

STOUGHTON.

There are a number of sales of inferior goods being made of tobacco which is taken for stemming purposes and filler grades. The prevailing prices have been around the 6 to 7-cent mark, and this rate will give the grower of tobacco somewhere between $90 to $100 per acre for his crop. While it is certainly not encouraging to the grower to receive so small a sum after a hard year's work, in view of the fact that the crops were damaged by hail and grasshoppers, it should be considered fortunate that it is not a total loss to the farmer.

NEW ENGLAND.

HARTFORD, CONN.

WITHIN a comparatively short time the tobacco warehouses here will again be opened to active operations in packing and handling the 1911 crops. In a few cases warehouses have been opened, but there will be only small forces put to work in doing some of the preliminary work in preparing for the winter season.

The new tobaccos have not generally been taken down from the poles. It depends largely upon the weather conditions as to when the crops can be taken from the poles, but with each damp spell that may come there will be no time lost in taking down the crops.

In East Hartford a couple of warehouses have been opened, but they have not as yet received any tobacco from growers. Other warehouses are now in readiness to be opened for the season as soon as farmers can begin delivery of their crops so that a force of assorters can be put to work in handling the tobaccos.

The new Lichtenstein warehouse is being pushed to completion. This building was commenced less than three months ago, when the firm bought the ground on which it is being erected. When completed it will be one of the largest leaf warehouses in the Connecticut Valley. It is two stories high and has an unusually fine basement, where the assorting and sizing of the tobacco will be done, leaving the floors proper for receiving, storing and office purposes.

SUFFIELD, CONN.

Nearly all the warehouses here are now actively making preparations for opening for the season. Within another week tobacco deliveries will probably begin and enable warehousemen to put sorters at work.

The American Cigar Company will open the Spencer warehouse to receive and pack the crops from 1700 acres of tobacco which they have purchased this year.

There was considerable comment heard about buyers being on the lookout for light Sumatra tobacco and were willing to pay almost any price for it. The buyers claim this tobacco has diminished very fast since the opening of the buying season, and those buyers who were lucky enough to get hold of it early in the season have reason to congratulate themselves. Since the lightest colors have been pretty well cleaned up buyers have to be content with taking the more medium colors and second sizes, which will probably also advance in price as the demand adjusts itself to the actual supply.

There continues to be a search for binders throughout the country sections, and even now all the Cuban and primed tobacco about town has been bought up, and a prominent grower estimates that in the aggregate only a few hundred acres remain unsold.

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WINDSOR LOCKS, CONN.

The tobacco packing warehouse of Isaac Meyer & Co., of New York, has been opened and they are now receiving the new crops which have been already purchased by them. They were among the earliest in the field and their purchases amount to considerable.

THOMPSONVILLE, CONN.

The tobacco assorting houses here are now being opened for the season. Farmers have taken down a goodly percentage of their crops and could begin delivery very soon, but many crops have not yet been sold.

Thomas Smith, of Enfield, Conn., and Chas. W. Salomon, of New York City, have finally decided to locate a warehouse here. They have purchased a tract of land in the southern part of the village, where they have obtained railroad siding facilities from the New Haven road. They are said to have purchased thus far about 400 acres of tobacco.

POQUONOCK, CONN.

The tobacco warehouse of Fred. H. Thrall was opened last week and the assorting of this year's crop begun. It is expected that more than 100 men will be able to get employment at this warehouse during the greater portion of the winter.

OHIO.

CINCINNATI.

THE condition on the Burley breaks has been improving steadily for several weeks past, and the market condition lately has been the second best since April of this year. For the last three months mostly common grades have been offered, but now better leaf is being offered and this promises larger sales in the near future. The warehouses have been fairly crowded with lively bidders.

KENTUCKY.

LOUISVILLE.

A MODERATELY good turn over of leaf tobacco has been the rule of the markets here lately and nearly all warehouses have been holding sales.

Crop advices are fairly satisfactory. The tobaccos are curing nicely with fair weather conditions. The quality of the crops this year is generally regarded as above that of last year, showing a larger percentage of colory grades, although still perhaps below the average. The crop has suffered somewhat from houseburn, caused primarily by excessive rains. Great care has been taken by most farmers this year in harvesting their crops and preparing it for the market.

TENNESSEE.

GREENEVILLE.

THE Greeneville warehouses opened for the sale of leaf tobacco on the 7th inst. and while the crop is very short, warehouses are anticipating a fair season. It may be that the total of the offerings will not exceed a million and a half pounds, as against four million pounds last year. The quality of the tobacco this year is good.

NORTH CAROLINA.

WINSTON-SALEM.

SALES of leaf tobacco remained normal during the past week or more, and the quality varied a great deal, which made much more work for the graders. During one day last week the total sales of the four warehouses of this city amounted to 134,400 pounds and receipts aggregated $12,814.50. The average price per pound has been over 9 cents.

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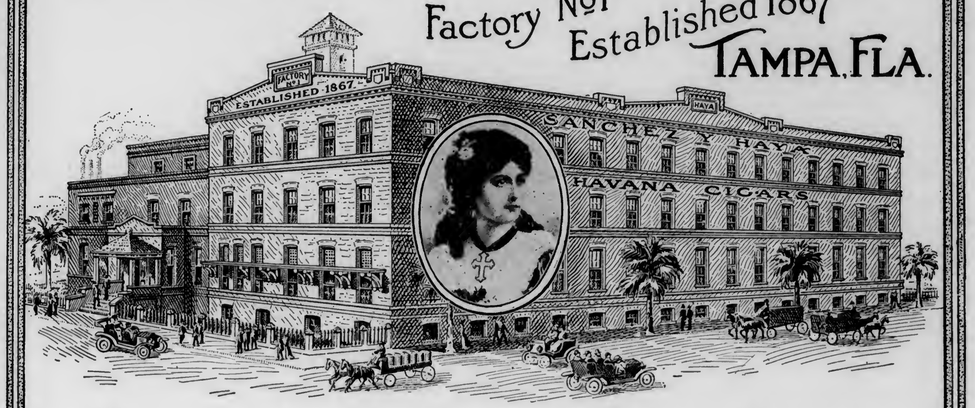
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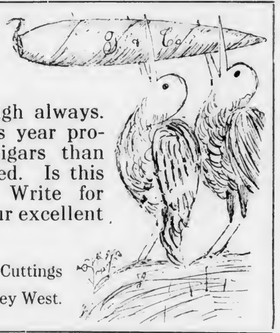
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ESTABLISHED 1881

Vol. XXXI No. 23

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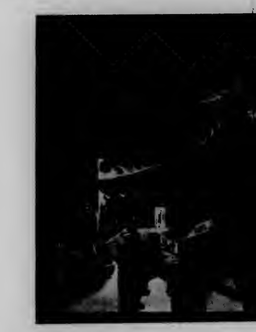
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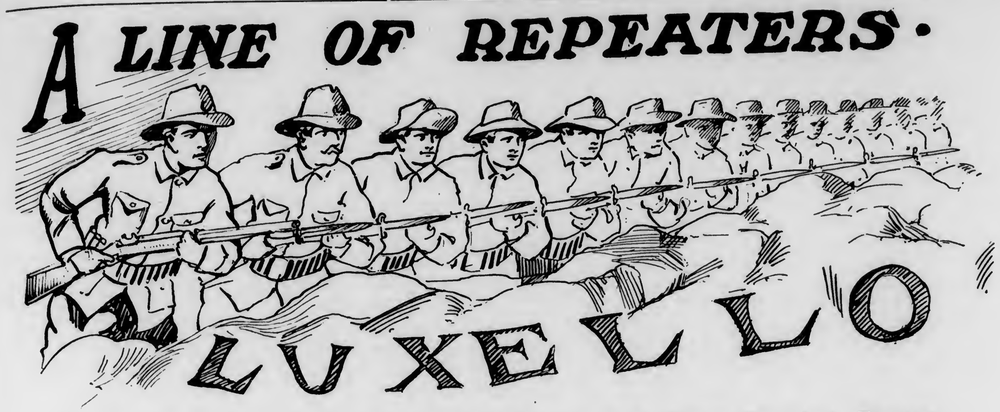
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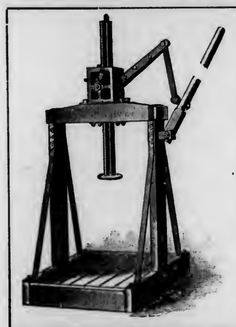
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LIKE CANDY FOR THE CHILDREN



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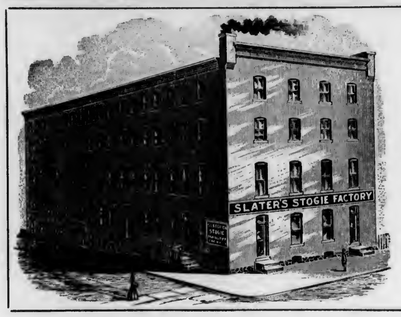
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"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA



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Havana Blunts are our newest creation, and constitute a particular smoke for particular people. 6-inch panatela, hand-made, long filler, beautifully banded.

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129 Virtudes, Havana.
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- Highest Class Materials
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- Perfect Colors
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Oldest Independent Factory in Cuba
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The Cigar of QUALITY & RENOWN

A Splendid Record of Over 51 Years

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Red Rabbit Stogies

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F. X. Smith's Sons Company
Manufacturers of High Grade Cigars
McSherrystown, Pa., offer the



AND



as special leaders in Union Made Cigars. Our reputation is behind these goods which we recommend for their high and uniform quality. Send for our territorial proposition.

J. W. GOHN CIGAR CO.
Makers of famous lines of 2 for 5 cigars that are fine trade getters. Jobbers can secure good territory and

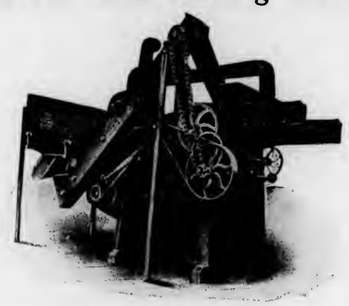


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A Machine that stems tobacco for tobacco manufacturers
A Machine that makes scrap out of unstemmed leaf for cigar manufacturers
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One Machine will do it all

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Send for Sample and Prices of our stock.

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These BRANDS have long been recognised The WORLD Over as the Standard Values in fine HAVANA CIGARS

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FLOR DE J.S. MURIAS HABANA

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FLOR DE CUBA DE M. VALLE Y Cª HABANA

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SUPERIOR RASA DE SANTIAGO DE LAS VEGAS HABANA DE PEDRO ROGER

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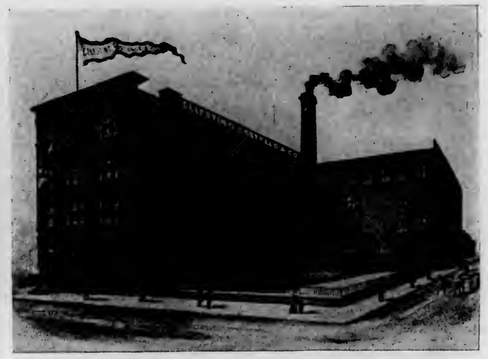
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"ANSWER and POSTER"

Five Cent Cigars



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HENRY IRVING HABANA SEGARS

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Good Thru' & Thru'

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"THE DAYLIGHT FACTORY"
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World Famous Gold Medal Brands
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None Better can be Made in Cuba

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It's Made to Repeat. Live Distributors Wanted.
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PROMINENT STORES

VERY MILD

CONDAX

The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

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NEW YORK

The Originators of the

CONDAX STRAW TIPS

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, DECEMBER 1, 1911. No. 23.

First Steps of Re-organization; Brands of A. T. Co. Divided

Officers of Three Major Corporations Chosen—Charters Filed—How the Subsidiaries Will be Aligned

(Special Dispatch to The Tobacco World.)

NEW YORK, November 29.

AT a meeting of the executive officers of the present American Tobacco Company, held on Saturday, Nov. 25th, in New York, probably the first and most important steps in the actual dissolution of the American Tobacco Company, and its reorganization, under the terms of the decree of the court were effected.

Following this meeting, the official announcement was made that J. B. Duke will continue as president of the American Tobacco Company, and Percival S. Hill, as vice-president. This company as it has been surmised, will control, on and after December 1st, the American Cigar Company and the Havana American Company; will retain its interests in the Havana Tobacco Company; and also control the Manhattan Briar Pipe Company, in addition to the subsidiary concerns enumerated in the official trade circular sent out on the 25th, by the named elsewhere in this issue.

Thomas J. Maloney, has been elected president of the P. Lorrillard Company, which concern was incorporated during the past month. The headquarters of this new corporation will be in Jersey City, and the other officials are to be named within a few days.

C. C. Dula, one of the present vice-presidents of the American Tobacco Company, has been elected president of the newly organized Liggett & Myers Tobacco Company, the headquarters of which concern will be in St. Louis, Mo. Mr. Dula has for some years had charge of the plug selling department of the American Tobacco Company, and has ripe experience and acknowledged ability. He will take up his residence in St. Louis forthwith.

Snuff Company Headquarters Moved.

The present American Snuff Company, as is well known, will be divided into three concerns. The organization which bears the name of the American Snuff Company, will be removed from 111 Fifth avenue, New York, to Memphis, Tenn.

W. W. Fuller, at present general counsel, for the American Tobacco Company, has signified his intention of resuming active practice after January 1st, next, and on this date, Junius Parker, the present counsel coadjutor, will become general counsel for the American Tobacco Company and Mr. Fuller will open offices for private practice in New York City.

Two New Companies Chartered to Take Over Business.

Following out the plans for dissolution of the American Tobacco Company, charters have been filed with the Secretary of State, at Trenton, N. J., by the P. Lorillard & Co. and Liggett & Myers Co., to assume part of the business of the present American Tobacco Company. Under the charter the Lorillard Company has an authorized capital stock of $26,463,200, which is to be divided into $11,307,600 of preferred stock and $15,155,600 of common stock. The Liggett & Myers Company has an authorized capital of $36,800,200, of which $15,383,800 is

(Continued on page 18)

Cuba Plans to Tax Exports of Tobacco to Aid Schools

Measure Introduced in House of Representatives provides for rate of One Cent per Pound

(*Special Cable to The Tobacco World.*)

HAVANA, CUBA, November 27.

A MEASURE has been presented in the House of Representatives to levy an export tax of one cent per pound on all leaf tobacco shipped from any port of the Island of Cuba, and a corresponding rate on all stripped tobacco, as well as picadura.

It is figured that this would give about $350,000, and $150,000 added by the National Treasury, a fund of half a million dollars would be created for the purpose of the erection of modern public school buildings in the principal large cities of Cuba.

The government is now paying $400,000 for rent of buildings which are not always fit, as regards our sanitary rules, to allow enough space and light for the children.

While the former export tax had been abolished, when Cuba was under the provisional government of the United States, it is contended, however, that the latter country cannot object to a moderate tax for the above humanitarian purpose.

If the Senate should concur, and the President sign the bill, it would become operative as soon as published in our official gazette.

Wants Pure Food Law for Tobacco

Dr. Wiley to Urge Amendments to Prevent Adulteration of Cigars and Tobacco

AN amendment to the Pure Food Laws so as to bring tobacco and its manufactures under its provisions will be sought at the next session of Congress by Dr. Harvey Wiley, Chief of the Chemistry Bureau of the Agricultural Department.

Speaking of the necessity of such a law, Dr. Wiley said: "The preservation of the public demands that the pure food law be strengthened.

"The food and drug act should be made to cover tobacco and its products, even though it is neither a food nor a drug. It is an article of general consumption, in which there is doubtless much misbranding as to the quality and origin of the leaf; also adulteration by mixing inferior with finer grades of tobaccos, and by putting foreign substances in cigars, cigarettes and plug and smoking tobacco.

"There is an impression that opium is used in cigarettes, but I do not believe this. Opium is too expensive for this purpose. An amendment to the law applying to tobacco would benefit the tobacco manufacturer if he is honest. Food and drugs are supposed to be pure. Even cattle feed is protected under the pure food law. If the health of cattle and the destruction of injurious insects and fungi is insured by the government how much more should the people be protected from impure, unwholesome and fraudulent tobacco!

"Personally I do not use tobacco in any form, but I have many urgent recommendations from smokers that the purity of their tobacco be guaranteed."

MUTILATED PAGE

Christmas Packings Set New Mark In Cigardom

Leading Havana and American Factories Vie With Each Other In Enterprise and Ingenuity of Elegant Displays

AS examples of ingenuity, enterprise, elegance and good taste, the Christmas packings put on the market this season for the holiday trade, by the leading clear Havana cigar manufacturers, they surpass anything that has ever been offered to the American trade.

The custom of making special packings for the Christmas season is not a new one. Indeed, it dates back to a time, coincident with the rise of the cigar industry in this country. But each year finds the big manufacturers taking more pains in the preparation of these special lines until today, we find quintessence of elegance and quality in this class of goods.

True the average humble consumer sees very few and enjoys less of these expensive packings, but there is a tremendously large number of American smokers who, having become inured to the luxury of an everyday smoke, look forward to the Christmas season as an opportunity to buy especially fine cigars for their friends. This growing clan of luxury-smokers is waxing stronger with the passing years and the manufacturers, quick to discern this movement, have kept step with it.

It must be said to the credit of the manufacturers that they have put their best efforts, not so much in the gilded package, as they have in the unique arrangement of the various sizes of cigars, a special selection of stock and a general improvement of the intrinsic value of the cigars, themselves. The increasing use of "Boite Nature" boxes indicates the universal appreciation of elegant simplicity.

The TOBACCO WORLD sent out a corps of reporters last week to take a quick survey of the holiday offerings from the leading Havana and Tampa factories. The reports which these sleuths brought back were amazing, to say the least. Such well-known lines as "Upmann's," "Partagas," "Romeo y Juliette," "Belinda," "Hoyo de Monterrey," "Castaneda," "Regensburg," "Waldorf-Astoria" and "Charles, the Great," were a few of the many revelations which set a new pace in the holiday trade.

The Partagas Line of Packings.

Robert E. Lane, United States representative of the world famous "Partagas" Havana line, in commenting on the holiday offerings from this factory, said, "Without doubt, we have the finest line of holiday packings ever shown. They are selections particularly adapted to the United States market and have met with great demand; in fact, the demand has been greater than our ability to supply the entire requirements of the trade. The capacity of our factories was taxed to the limit to get these special goods out on time, owing to the wonderful increase and demand for our regular sizes in this market."

One of the features of the "Partagas" packings this season, were the handsome cedar cabinets containing assorted sizes packed in individual boxes, fitted into sliding trays which are so arranged that they cannot be misplaced. Each tray contains a different size and variety of color, supplying to the aristocratic smoker every range of choice. Considering the elegance of the cabinet and the quality of the goods, the prices at which they are sold, to the jobbing trade, are exceptionally low—from $250 per M. upwards. These cabinets sold in six different styles; advancing in price according to the size and grade.

U. S. as Market for Best Cigars

Statement to the Tobacco World by A. Haddock of Park and Tilford, New York

THE fine, large variety of Havana cigars we have presented this year to dealers and the public demonstrates one vital fact clearly, and that is the independent factories of Havana recognize the market in the United States for Havana cigars as being their most important. An actual comparison of the quality of cigars shipped to Great Britain and various other countries on the Continent will prove that the cream of their manufacture is indeed being shipped to the United States.

"During no other year in the past has there been greater care exercised, both in the selection of tobacco, a large and new variety of sizes and packings and in the very careful workmanship shown."

Another interesting feature of the "Partagas" offerings were the "Selection de Luxe" and "Imperials de Luxe," both in six different assortment of sizes, all in handsome flat packings, arranged in individual compartments.

A distinctive feature of these packings is the arrangement of the sizes in 12's, and 14's, instead of the former 13's and 12's. This brings about a more even setting. The prices for the varieties run from $180 per thousand upwards.

What the Upmann Line Showed.

Charles Landau, sole agent for the United States and Canada for the H. Upmann cigars, Havana, when interviewed expressed himself as delighted at the manner in which his line sold for the holiday season. As usual the Upmann holiday packings bore unmistakable marks of individuality and distinction, their variety packing being especially fine this year.

Fine Package of Regensburg's.

From the "American" factory of E. Regensburg & Sons, Tampa, nothing but a high class of Christmas packings could be expected. The offering this season more than lives up to the reputation of former years. Their showing of the assorted sizes in special packings bore the unmistakable signs of Regensburg ingenuity. The stock used in the cigars was selected with the utmost care and lucky is the smoker, who will receive this Christmas of the "American" varieties.

Inlaid Box for Castanedas.

One of the handsomest Christmas packages of imported cigars shown this season is, without question, the hand-inlaid assortment package which has been made especially for American connoisseurs, by the Castaneda Co., of Havana.

Dave Echemendia, American agent for this factory, is one of the happiest men in New York. His herculean efforts to further popularize this well-known brand have met with success, so far beyond his fondest expectations, that he feels his energy has been more than well spent.

Several of the best known establishments along the Great White Way are featuring "Castaneda" cigars in their holiday displays.

Continued on page 16

A Glimpse at Some of the Christmas Cigars



Some of the Special Packings Shown by Park & Tilford



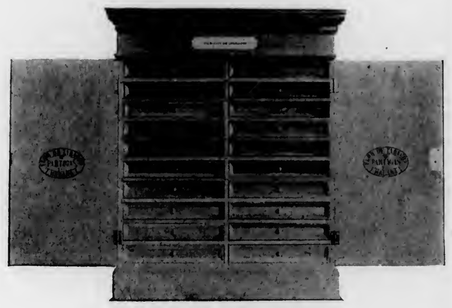
Park & Tilford s Window Display of Leading Brands



A Christmas Box from E. Regensburg & Sons



Box of Partagas Varieties



A Special Cabinet of "Partagas"

IRREGULAR PAGINATION

Continued from page 14

A Message From "Charles, the Great."

When Mr. Fernando Rodriguez of the "Charles, the Great" firm, was requested to give an account of the special holiday packings which his house had put forward this season, he made the following statement, which is typical of the keep-quiet-and-saw-wood spirit of this house:

"For many years, we have found, that our Varieties Cabinet is just as popular as it was during the first season that it was presented to the fastidious smokers of this country. We make a two section assortment cabinet, which holds ten sizes, varying from a modest "Concha," to the more elaborate sizes which find favor with people of means. There has been no occasion for us to digress from a principle founded years ago, that whenever we discovered or introduced a real good thing, we would stick to it just as long as our particular class of patrons continued to find favor with it. It is true that the demand for luxuries during the present season has been more than that of former years. It would seem boastful (something which this house rigidly seeks to exclude), to say that we have done a larger business than ever before. All we can state to the TOBACCO WORLD is that our business during the past three months has been eminently satisfactory."

This statement, coming from so conservative a house, may well be taken at more than its face value, because the disciples of "Don Salvador Rodriguez" have placed themselves upon record, a long time, as being strictly opposed to anything that might smatter of voluntary inflation.

A Visit to Park & Tilford's.

Were Sir Walter Raleigh to come back to life today, and stroll in the vicinity of 26th street and Fifth avenue, New York, he would make a discovery equally as wonderful as the one with which he startled Europe four centuries ago. Verily I can picture the old cavalier's astonishment upon beholding the holiday cigar display in the windows of "Ye Shoppe" of Park & Tilford.

It is almost too great a strain upon the imagination to conceive of Sir Walter entering this palace, where smokers' fondest dreams are realized; where the topmost mark in tobacco evolution is presented, in so perfect variety and beautiful a display, that the writer says, "The best ever," even at the risk that he be accused of stereotyping.

Of course, the old gentleman would possibly be disappointed were he to ask for a Hiawatha pipe. The polite purveyor would probably inform him in courteous tones, that while the demand for Hiawathas has decreased during the last century, there has been an ever-increasing consumption of "Hoyo de Monterrey Aristocraticos," retailing at the small sum of $1.50 per each, and they are said to be a very fair smoke, by those who can afford them. He would probably add: "Of course, Sire, we also have many patrons who have neither the purse nor inclination for so costly a weed, and for their benefit we carry several million cigars, cigarettes and tobaccos, which vary in price sufficiently so that we can accommodate either an oil magnate of a street cleaner."

The wholesale and retail cigar departments occupy the 26th street side of the spacious building. The storage humidor, which was built especially by the Lorillard Company, has a capacity of 700,000 cigars, and is equipped with a Bell electric air purifier, of the latest type. The wholesale salesroom is in the rear of the retail department on the first floor. Closets and fixtures are all oak. Three large windows and a series of well-placed Tungsten reflectors light this department.

Particularly attractive among the goods displayed in this salesroom are variety boxes from the following Havana factories: "Belinda," "Romeo y Julieta," "Fernandez Garcia & Co.," and "Hoyo de Monterrey."

Upon entering the retail cigar department the first thing that attracts the eye of the visitor is a large cigarette show case wherein are displayed the varied lines of the highest types of imported and American-made Turkish cigarettes, in a manner artistic and effective. Among the brands shown in this case are prominent the products of the Vafiadis Co., for whom Park & Tilford are sole distributors. Savory & Company's London Cigarettes, "Sanitas," made by Whitaker & Co., of Chicago, "Milo," Surbrug Co.; Condax assortments; and "Nightingale," all-tobacco cigarettes, in several sizes.

Hyman's sun-cured tobacco, and the "Barking Dog" mixture, distributed by Godfrey S. Mahn, are the tobacco features.

The cigarette case is one of the most handsomely decorated that has yet been noticed by the writer.

The center position of the large and well arranged case of imported cigars is held by a "Boite Nature," five-drawer cabinet of "Hoyo de Monterrey Gigantics." This cabinet contains one hundred nine-inch cigars, wrapped in foil, which sell for the small sum of $1.50 each.

Some sixty odd sizes, representing the product of the famous independent factories of Havana, for whom Park & Tilford are distributors, are shown in this case. They are arranged from "Matines" to the elaborate "Coronas" and the "Aristicraticos."

The lower section of the case is taken up with a very artistic arrangement of "Hoyo de Monterrey" boxes in the center, and "Romeo and Julieta" on the sides.

A hand-carved inlaid case which is said to have cost $1000, holds forty-two regular sizes of the "Hoyo de Monterrey" and over one hundred nondescript sizes which were made especially for this case.

A pearl inlaid case, constructed on Moorish lines, and topped by the "Star and Crescent," holds a display of the products of Theodore Vafiadis & Co.

The decorative effects in the windows and show cases are the work of Harry Gillberg, who is accounted one of the best decorators in the country. He displays remarkable talent, taste and skill.

Are Your Salesmen Known By Name?

HOW much more pleasant the visits of patrons to the store could be made if salesmen were known by name.

Many misunderstandings and mistakes would be avoided through a more personal contact between customer and clerk.

Through a feeling of honor in his position, almost every salesman would put forth more effort to build up the business of his employer if the value of his individual presence in the store was more freely recognized.

The customer who has been waited upon by a certain clerk and likes to have the same clerk wait upon him again would surely be pleased to have the proprietor say: "Mr. Smith, Mr. Jones wishes to speak to you," much better than to have walked along the counter and with the index finger point out the salesman.

Introduce your salesmen to your patrons. Increase their loyalty to you and your business. Your customers will appreciate the courtesy and will feel doubly welcome in your store.

Wm. H. Schlake has purchased the interest of his former partner, O. O. Bachtel, in the Puff Cigar Store on Main street, Peoria, Ill., and will continue the business as heretofore.



That Christmas Window Display



What Are You Going To Do About It?

Same Thing As Last Year or Are You Going To Jump the Traces of Conventionality?

By James M. Fordyce.

IF there is one time of the year when the old-fashioned tobacconist stops shaking dice long enough to shake off a spell of lethargy and awaken to the importance of having a special window display it is in the holiday season. Then he begins to scratch his head for an idea.

Does he find one?

I'd wager ten shares of American Tobacco Company common against a copper cent that after puzzling his brain for twenty-four hours, he will proceed to wash off the window, wipe a few fly mementos from his window cards, pyramid a dozen boxes of cigars, hang up a few holiday wreaths and the inevitable red paper bell, then step off a few paces, and rub his hands with satisfaction as he surveys the wonderful Christmas display!

While Mr. Fogey is waiting for the Christmas trade to flock in, he resumes shaking dice. Each passing day finds his mutterings increasing against "the bad condition of trade."

Is this not the true picture of probably fifty per cent. of the retail cigar stores of this country. My purpose in this article is not to preach a sermon, but to point out to those merchants who have been following the beaten track, the necessity and importance of displaying some originality both in the method and treatment of their holiday windows.

It is not surprising that the merchant who devotes little or no time or attention to the dressing of his windows, eleven months of the year, finds himself stumped when he wants to make a special display for the Christmas season. Failing to find an idea, he despairs and makes his trim exactly as he did the year previous.

It is my opinion that if the retailer would spend from $15 to $30 on each window, he could get up a very attractive display. True he may have to call in the sign painter and buy some of the properties for staging his display but it will be worth while.

Having arranged the background reflecting the spirit of the Christmas season, whether it be a life-sized figure of Santa Claus or some other familiar Yule-tide sentiment, the next step is to arrange the cigars in a manner that will expose as few as posible, and yet reflect the general character of the stock. Price tags are always desirable.

Having arranged the interior of the window the window dresser will find that catchy posters or cleverly worded and printed show cards, inviting the attention of the passer-by to the goods displayed, are always attractive.

There are numerous firms of professional decorators in the larger cities, who have undertaken some of this work for the retailer who has no facilities himself for decorating, but the problem as a whole is up to the individual storekeeper and upon his efforts and liberality depend the success or failure of the display.

Not as models, but as mere suggestions, I give herewith a few appropriate cards which might be used in Christmas window displays!

Wives and Sweethearts

need not be timid about buying cigars here for Christmas presents. Our reputation stands behind every box. This is your protection. Drop in and see our Special Christmas Packings

Pipes for Christmas

Our big Stock insures the selection of just the *kind of pipe* for a Christmas gift. Pipe comfort means a free draw, a cool draft and balance. All sizes to suit all kinds of smokers. Come in and look them over.

Like Wine at the Feast

The best part of your Christmas dinner, should be *your Christmas Cigar.* We have just the kind you want in special Christmas packings. Inspection inside reveals more than what you see in this window.

W. A. Dixon, a cigar manufacturer, while stepping into an elevator in the Ashton Block at Winnipeg, Man., some days ago, on the failure of the operator to stop the car at the floor level, attempted to get into the space left between the elevator and the floor, but slipped and was precipitated to the basement, four stories below. He was one of the largest manufacturers in the West and had been connected with the trade more than twenty years. He is estimated to be worth $250,000.

A novel industry has been started at Skowegan, Me., by Fred Avery, who has engaged in the growing of calabash gourds.

At Henderson, Ky., the American Nicotine Company has been incorporated with a capital of $250,000 to manufacture nicotine, tobacco extract and tobacco fertilizer, and will deal in any tobacco product or its combinations. Among the principal shareholders are: C. H. Brauns, Bremen, Germany; C. F. Gloystein, Henderson, Ky.; Arthur A. A. Reid, Q. M. McLeod, T. C. Downes and Frank Watson, of Liverpool, England.

A new store has been opened at Watertown, N. Y.. in Charboro Building, by Messrs. Clark & Scott, formerly of the Watertown Tobacco Company.

First Step of Re-organization

Continued on page 13

preferred and $21,496,400 common. The preferred stock of each corporation is to bear 7 per cent, cumulative dividends beginning January 1, 1912.

Nominal incorporators are named in each certificate, the stock distribution being left for subsequent adjustment. The charters of the new companies contain no features out of the ordinary, but are practically identical in their provisions with those of hundreds of other New Jersey corporations.

The charter of the American Tobacco Company itself, according to information received, will not be forfeited, but will be amended to provide for an authorized capital stock of $92,701,800.

In the case of the Lorillard Company the present corporation of that name will be dissolved to make way for the company just chartered.

Among the new corporations to be formed are the George W. Helme Co. and the J. S. Young Co. The R. J. Reynolds Tobacco Co. is also to be continued in existence with a capital stock of approximately $10,000,000.

There will be a special meeting of American Tobacco Co., on December 26, at which time action will be taken relative to changes of the charter which will give preferred stockholders equal voting rights with common stockholders, which is in accordance with decree of United States Circuit Court.

Transfer books of both common and preferred stocks will close December 1. Preferred books will remain closed till January 3, allowing for anticipated payment of regular quarterly preferred dividend on January 2; common stock books wll re-open March 15, which will allow time for distribution of stock in new company.

American Snuff Co. books will also close December 1 and will re-open March 6, annual meeting will take place March 5,

Annual meeting of American Tobacco Co. will be held March 13, which is reason for extension of time in re-opening common stock books after March 1.

Supply Company to Dissolve.

The new Amsterdam Supply Company, which dissolved under the court's decree, will entirely pass out of existence within a few days and the help will be divided into three bodies, and assigned to the various concerns with whose business they are most conversant. Already a number of the employees have been transferred to new homes in St. Louis, Memphis, and elsewhere.

We print herewith official circular, No. 497, which was issued to the trade under the date of Nov. 25th, and which indicates clearly the disposition of the various companies which previously formed the giant corporation.

NEW YORK, November 25, 1911.

To Our Customers:

On and after December 1, 1911, the brands designated in the four enclosed pamphlets will be owned, marketed and shipped by the respective companies, and we will thank you to commence, immediately on this date, sending your orders for the particular brands direct to each company.

Please give this your careful attention so as to enable us to give you better and prompter service than were your orders sent elsewhere.

For the present, and until other notice shall be given by the owning and marketing company, all prices and offers now in effect will continue in force.

The W. R. Irby Branch of The American Tobacco Company at New Orleans, on and after December 1st, is a branch of the Liggett & Myers Tobacco Company, and orders that have heretofore been sent to that branch at New Orleans should continue to be sent to "W. R. Irby Branch of Liggett & Myers Tobacco Company, New Orleans, La.," and orders for Irby brands that heretofore have been sent to The American Tobacco Company should be sent to W. Duke, Sons & Co. Branch, Liggett & Myers Tobacco Co., Durham, N. C.

Spaulding & Merrick, The John Bollman Company and Pinkerton Tobacco Company are, on and after December 1st, controlled by Liggett & Myers Tobacco Company, but orders for their goods should be sent direct to the respective companies, just as heretofore. Orders for "Bro. Jonathan," "Nero," "Nic Nac" and "Cyclone" fine cut, heretofore marketed by The American Tobacco Company, should be sent to Spaulding & Merrick, Chicago, Ill.

S. Anargyros, Luhrman & Wilbern Tobacco Company and Federal Cigar Company (the latter heretofore controlled by American Cigar Company) are, on and after December 1st, controlled by P. Lorillard Company, but orders for their goods should be sent direct to the respective companies, just as heretofore. S. Anargyros' address will be, December 1st, Jersey City, N. J.

Butler-Butler (Incorporated), F. R. Penn Tobacco Company, R. A. Patterson Tobacco Company, Blackwell's Durham Tobacco Company, F. F. Adams Tobacco Company, Monopol Tobacco Works, the American Cigar Company and its subsidiaries (excepting the Federal Cigar Company), are, on and after December 1st, controlled by The American Tobacco Company, but orders for their goods should be sent to the respective companies, just as heretofore.

No representative or employee of this company has authority to change any circular, letter or price list issued by this company.

Very respectfully,

THE AMERICAN TOBACCO CO.

Send All Orders for the Following Brands to
The American Tobacco Co., 111 Fifth Ave., New York City

CIGARETTES

Cairo
Casino No. 25A
Emblem
Fez
Hassan
Hindu
Karnak
Khedive No. 8A
Lenox
Mecca
Minaret
Mon Plaisir No. 29
Mon Plaisir No. 29A
Sovereign
St. James
St. James ½
Susini
Sweet Caporal
Tolstoi

LITTLE CIGARS

Derby
Sovereign
Sweet Caporal Little Cigars
Sweet Caporal Tob. Wrapper

SMOKING, CIGAR CLIPPINGS AND SCRAP TOBACCOS

A. B. No. 3
Attention Killickinick
Banner Long Cut
Blue Ribbon
Blue Varinas Gold
Bluff
Bobolink
Bob White
Brazilia
Calabash
Canvas Back
Cherry
Cutty Pipe
Dixie Queen
Driver Sliced Plug
Drum Granulated
Duke's Cameo
Eagle Seal Clippings
Eagle Seal Granulated
Eureka
Fashion
F. H. Bischoff's No. 1
F. H. Bischoff's No. 2
F. H. Bischoff's No. 3
Fine Old Mild
Five Bros. Pipe Smoking
Fog King
Fore'n'Aft Sliced Plug
Geranium Rose
Giant
Gilt Edge
Gold Family Arms
Gold Leaf
Good Cheer
Gorman
Greenback
Green Porto Rico
Hobby
Honest Long Cut
Honest Weight
Ivanhoe Long Cut
I. X. L. (Leidersdorf's)
Liberty
Little Joker
Long Cut No. 1
Long Cut No. 3
Magyar Budapest
Mayo's Cut Plug
May Queen
Man's Pride
Melrose
Mercury No. 6
Mild Maryland
Miner's Choice
Miner's Extra
Miners & Puddlers
M. & S.
Myrtle Navy
Navy (Gail & Ax)
Nigger Hair
Nigger Head
No. 1 Cut & Dry
Old Boy
Old Pard
Old Tennessee Royal Brazil
Onward
Our Boys
Our Fling
Owen's Select
Pedro
Plaza Cube Cut
Porto Carrero
Pure Brazil
Recruit Granulated
Red Cloud
Red Indian
Rob Roy
Rollem
Sailor's Pride
Seal Canaster No. 0
Seal Canaster No. 2
Seal of N. C. Granulated
Seal of N. C. Plug Cut
Seal Skin
Seal of Tennessee
Soldier Boy
Standard No. 1
Star AA
Star AA—Second Quality
Swell Cut Plug
Three Feathers Gran. Plug
U. S. Marine
Vater Rhein
Veteran
Victory Granulated
Victory Long Cut
Wild Cat
Winner
Yukon

FINE CUT CHEWING TOBACCOS

Banner Fine Cut
Double Five
Ivanhoe Chewing
McAlpin's Shorts
Navy (Sweet)
Solace
Virgin Leaf

CIGARETTE PAPER

Fragrant Vanity Fair
La Croix Wheat Straw
Persan
Richmond Gem
Riz Francais
Riz La Croix
Riz Lone Star

PLUG CHEWING

Afton
American Eagle
American Navy
Autumn
Battle Ax
B-D
Big Four
Black Bass
Black Bear
Black Diamond
Black Eagle
Boon
Boot Jack
Brandywine
Bridle Bit
Bull's Head
Burr Oak
Buster
Butler's Big Fig
Butler & Bosher's Best Navy
Button
Channp Carter
Corker
Crane
Crossbow
Curbstone
Derby
Domino
E. Rice Greenville
Five A
Five-Brothers
General Forrest
Georgia Beauty
Gilt Edge
Gold Rope
Good Luck
G. O. P.
Happy Thought
Hold Fast
Jack Spratt
Jingle
Jolly Tar
Keystone
Keystone Spun Roll
Lotus
Lucy Hinton
Manaola
May Apple
Morganton
Nashville Greenville
New Hope
Newsboy
Nobby Spun Roll
Nosegay
No Tax
Old Honesty
Old Kentucky
Old Peach
Old Peach & Honey
Old Sol Sun Cured
Out of Sight
Parrot Plug
Peace & Good Will
Peach Pie
People's Choice
Piper Heidsieck
Pitchfork
Plum
Quality & Quantity
Razor
Red Cross
Rifle
Roanoke
Sailor's Pride
Saw Log
Scrapple
Sledge
Something Good
Spade
Spear Head
Square Deal
Standard Navy
Tennessee Cross Tie
Tenpenny
The Chief
The Old Statesman
Tinsley's Monogram
Toddy
Town Talk
Trade
Tyrone Natural Leaf
Vinco
Weissinger's Special

TWIST TOBACCOS

Cotton Boll Twist
Cream Nut
Meriwether's Pig Tail Twist
Pumpkin
Red Ant
Signal Twist
Yellow Tag Twist

PLUG SMOKING

A No. 1, Mayo's
Auto
Eglantine, Bright
Finzer's Mixed Plug
Good Luck SMOKE
Heavy Hitter (Mayo's)
Ivy, Dark (Mayo's)
Master Workman
Mayo's Genuine U. S. N.
Ole Varginy
Peace & Good Will
Pride of Virginia
Sailor Jack
Sickle
Whist Smoke

Send All Orders for the Following Brands to
P. Lorillard Company, Jersey City, N. J.

LITTLE CIGARS, CHEROOTS AND PACKAGE CIGARS

Beaux Arts
Bengal
Between the Acts
Big Run Cigarros
Big Run Specials
Blue Rings
Buck Cigarros
Buffo Cigars
Buffo Grand
Callph
Consols
Cuban Dainties
Cupid Bouquet
Flexo Giants
Florodora
Grenadiers
Half Dimes
Havana No. 1
Havanette Londres
Hoffman House
" Magnums
" Little Cigars
" Petit Ducs
" Manhattans
" Cavaliers
" Specials
" Chicos
Hustler Little Cigars
Jack Rose
La Preferencia Trios
Le Roy Bouquet
Le Roy Breva
London Swells
Lyceum
New French
New Lights
No. 445 Cigarros
Opera Perfection No. 1
" " No. 2
" " No. 3
Old Virginia Cheroots
Puritan
Royal Bengals
St. Leger
Spanish Puffs
Sub Rosa Cigarros
Sub Rosa Little Cigars
Two Orphans Cigars
Van Bibber Bouquet
Van Bibber Little Cigars
War Eagle Cheroots

SMOKING, CIGAR CLIPPINGS AND SCRAP TOBACCOS

Bagdad Short Cut
B. & L. Clippings
Black & Tan
Black Joe
Brotherhood
Chips
Coarse O. S. Clippings
Duplex
Extra Oronoko
Five Cent Ante
Four Thirties
Friends
Green Turtle
Havana Blossoms
Honest Scrap
Honey Dew
Ideal
I. X. L. (Scotten's)
Just Suits
Kozy
Level Head
Lucky Cut Plug
Mechanics' Delight
Miners' Stript
Mugsy Scrap
Natural Leaf Scrap
No. 1
No. 1 Oronoko
Old Crisis
Old Plantation
Omega
Pan Handle Scrap
Push
Red Cross
Ripple
Rose Leaf
Sensation
Shorts (Lorillard's)
Sincero Fumo
Snow Flake
Social Plug Cut
Stripped (Lorillard's)
Trout Line Gran. Plug
Tube Rose
Two Nickel
Union Leader
Warpath
Wild Rose
World's Fair
W. & S. No. 2
XX. Navy Clippings

PLUG

Big Lump
3 Black Crows
Boston
Boston Gem
Bullion
Climax
Forget-Me-Not
Good Smoke
Green Turtle
Mechanics' Delight
Neptune
Planet
Rebecca
Rose Leaf
Splendid
Terrapin

FINE CUT CHEWING TOBACCOS

Blot
Century
Cornucopia
Eureka
Five Cent Ante F. C.
Golden Thread
Kimball's Peerless
Kimball's Plain
Kimball's Red Label
Old Fashion
Oriole
Rose Leaf
Stag
Tiger
Wage Worker

S. Anargyros, 111 Fifth Avenue, New York

To Our Consumers:

On and after December 1, 1911, our address will be Jersey City, N. J.

Please send orders for Egyptian Deities, Twelfth Night, Egyptienne Luxury, Murad, Mogul, Calumet, Turkish Trophies, Helmar, Turkey Red Cigarettes to us at the above address.

Other brands of cigarettes now invoiced by us will be controlled and marketed on and after December 1, 1911, as shown by the three enclosed booklets.

Respectfully,

S. ANARGYROS.

Send All Orders for the Following Brands of Cigarettes to
Liggett & Myers Tobacco Co., St. Louis, Mo.

PLUG

Bird in Hand
Canada Navy
Clipper
Corner Stone
Drummond Natural Leaf
Drummond Natural Leaf Thick
Every Day Smoke
Horse Shoe
J. T.
New South
Pick Natural Leaf
Polo (Pressed Chewing)
Pure Grape
Quincy Natural Leaf
Rainbow
Square and Compass
Star
Tinsley's Best
Tinsley's Missouri Leaf
Tinsley's Premium
Tinsley's Thick Natural Leaf
Uncle Sam
Union Standard
W. N. T. Natural Leaf

TWIST

Burley Cable Twist
By Jingo Twist
Granger Twist
Honey Dip Twist
Oklahoma Twist
Picnic Twist
Red Ribbon Twist

GRANULATED SMOKING

Big Bale
Briar Pipe
Country Gentleman
Fire Place
Duke's Mixture
Hunting
Huntress
Jim Crow
Kiln Dried
Majestic
Meerschaum
On Time
Uncle Ned
White Fawn

CIGAR CLIPPINGS

Beck's Navy Clippings
Catlin's Navy Clippings
Cigar Clippings No. 1
Cigar Clippings No. 2
Madras
Red Square Cigar Clippings

PLUG CUTS

Bouncer Plug Cut
Cockade
Dixie Kid
Four Roses
Owl
Red Tag

LONG CUTS

Catlin's Long Cut
Charger
Dot
Glad Hand
Gold Star
Growler
Hurry Up
Kentucky Leaf AA
Kentucky Leaf A
Kentucky Leaf B
Kentucky Long Cut
L. L. Trix
Miner's (Catlin's)
Old Style
Old Tip Top
Sweet Lotus
Sweet Tip Top
Yum Yum

GERMAN SMOKING

Skat Canaster

Send All Orders for the Following Brands to
W. Duke, Sons & C.o, Branch of Liggett & Myers Tobacco Co., Durham, N. C.

CIGARETTES

Caporal ½
Carolina Brights
Duke's Cameo
Duke of Durham
Fatima
Favorite
Fragrant Vanity Fair
Japanese
Old Mill
Perfection
Piedmont
Richmond Straight Cut No. 1
American Beauty
Broadleaf
Cycle
Drum
Home Run
King Bee
Picayune
Escobal's Virginia Extra

LITTLE CIGARS

Recruits

N. B.—Territories that have been ordering Irby brands of Cigarettes direct from Irby Branch, New Orleans, should continue doing so.

Tobacco Companies Elect Officers

NEW YORK, November 29.

ANNOUNCEMENT was made today of the election of directors and officers of the P. Lorillard Company and the Liggett & Myers Tobacco Company, two of the new concerns into which the American Tobacco Company is divided.

C. C. Dula, of New York, heads the Liggett & Myers Company. Other officers are: Vice-presidents, C. W. Toms, of Durham, N. C.; E. B. McDonald, of New York; H. A. Walker, of Louisville, and R. D. Lewis, of St. Louis; secretary, E. H. Thurston, of New York; treasurer, T. P. Anderson, of New York; directors, the president, vice-presidents and J. A. Lewis, of St. Louis; W. R. Irby, of New Orleans; R. B. Dula and A. Klein, both of this city.

The P. Lorillard Company elected T. J. Mahoney, of Jersey City, president and the following vice-presidents: R. K. Smith, D. H. Ball, B. L. Belt, H. D. Kingsbury and G. H. Hummell, all of New York.

B. H. Rhett, of Jersey City, is elected secretary and treasurer. The directors are the officers and George M. Williams, of Elizabeth, N. J., and T. T. Smith, of Jersey City.

N. Y. Leaf Board To File Petition

NEW YORK, November 30.

The Leaf Tobacco Board of Trade of New York City will file tomorrow in the United States Supreme Court a petition asking leave of the court to file a petition for a writ of mandamus directing the judges of the federal circuit court here to vacate and set aside the disintegration plan of the American Tobacco Company.

This board declares that the tobacco plan, as approved, is itself a violation of the Sherman law, and protests against the failure of Attorney General Wickersham to appeal promptly from the circuit court's approval of the plan.

A new store has been opened at No. 107 East Jefferson street, Syracuse, N. Y., by Charles D. Manning, who was one of the best known cigar men in that city.

Two thousand Christmas catalogues and price lists were isued a fortnight ago by Church & McConnell Company, of Toledo, Ohio.

Latest of 14 Cinco Factories a Model Plant



NEW FACTORY OF OTTO EISENLOHR & BROS., AT YORK, PA.

"WHAT is worth doing, is worth doing well." This homely axiom, the key-note of a policy which has placed Otto Eisenlohr & Bros. in the foremost ranks of American cigar manufacturers, is exemplified in the handsome new factory which this firm has just occupied at York, Pa. Without exaggeration, the new home of the "Cinco" is one of the best examples of modern cigar factory construction which we have ever seen. Indeed, it is not too much to say that it will serve as a model for other factories for many a day.

This new factory is the latest and largest of a chain of fourteen factories now operated by Eisenlohrs, and in building it the firm tried, in a measure, to anticipate the growing demand for their goods which has taxed their facilities for some years.

Located on a prominent corner of South George street, the factory's windows admit light from all sides, flooding the workrooms and giving the working forces ideal quarters.

Built of pressed brick and with stone trimmings, it presents an appearance at once impressive and inspiring.

From the point of sanitation, now so vital in all factory buildings, the appointments are unexcelled. Rules insuring absolute cleanliness of the help, as well as their working quarters, are rigidly enforced. The ventilation, another vital feature, has not been slighted. All the workrooms are scientifically ventilated in a manner which safeguards the health and convenience of the work people.

The building has a frontage of 87 feet and extends back 203 feet, comprising four floors and basement, every foot of which is being fully utilized.

The main entrance, which is on South George street, is broad and striking in effect. Upon entering, one finds to the right commodious dressers, in which are placed the clothing of employees. Adjoining these clothes-rooms are wash-rooms, supplied with white porcelain basins, towels and all facilities that could be desired.

To the left of the entrance, are the general offices, and in the rear half of the building are the stamping and shipping rooms, with a large space set apart for wrapper strippers, selectors, etc.

After passing through the basement, which is used for storage purposes and casing rooms, one is conveyed by electric elevator to the fourth floor. On this floor is the large packing room, which at present contains a force of thirty-five assorters and packers. The fine northern light, mellowed by the bluish tinted walls and skylight ventilation, makes it one of the most interesting departments of the factory.

On this floor, too, are employed numberless racks for filler drying purposes, which are so constructed that they can be readily moved from place to place or taken to other floors by elevator.

The third floor is used partly for cigar making and the remainder is occupied by filler strippers.

The second floor is the main cigarmaking room, and contains at present 384 cigarmakers. Probably another hundred could be accommodated by a slight condensation of the seats; but the main object sought was to save all crowding in the workrooms.

THE MOST AROMATIC OF ALL TOBACCOS

Curing and preparing Perique Tobacco for the Market

By HENRY N. LEWIS

Continued From Last Issue

AS fast as the wilting leaves turn brown, the first about the tenth day, and while the stem is still green they are carefully plucked from the stalk and stripped from the stem, a few leaves every few days till the stalk is denuded. These leaves are sorted into three grades—rebe, the most perfect leaves, used for wrappers; good leaf, used for fillers for chewing tobacco; and smokers, the lower leaves usually gritty with dirt—and are smoothed flat over the knee in piles of twenty or thirty, folded upon themselves and twisted with gradually increasing tightness towards the ends into "torquetts."

These torquetts are then packed edgewise in stout frames, eleven inches square, the loose end of one torquett alternating with the small end of another, in layers of opposite direction, till the frames holding fifty pounds are nearly full, when they are put under pressure. The presses are primitive levers of the third class, a heavy beam running the length of the shed forming the fulcrums of from sixty to a hundred twelve-foot poles, weighted at the ends by stones in a trough. Each box of tobacco has such pressure applied as its individual character requires—the weights vary usually from 500 to 600 pounds—the object being to subject the mass to a steady pressure, forcing the juices slowly that none may be lost, but re-absorbed and disseminated through every part.

The juice, when escaping, warns the operator that the pressure must be relieved, is a pungent paste with the appearance and consistency of black printers' ink, and is quite as sticky. At the end of every twenty-four hours for a period of a week or ten days, the torquetts are taken from the press, loosened and given a brief airing, then turned and re-twisted and again put under pressure. At the end of this period the tobacco is changed once every three or four days, then left to age for a year in the press. Like wine, the longer Perique ages the better it becomes. At the end of a year the torquetts are packed in barrels, or rolled into carottes and placed on the market.

The planters at Grande Pointe dispose of their crop through three commission men, who advertise the product and contract for its delivery, finding a sale for it in most of the tobacco markets of Europe as well as in America. As a consequence of its widespread excellent reputation, the adulteration and imitation of Perique is so general that it is reckoned that fully nine-tenths of the so-called Perique sold is wholly or in part spurious. A large per cent. of the crop is taken by large factories in New Orleans, which place it on the market in the form of fine-cut, chewing tobacco and snuff.

Old French gentlemen, who still cling to their snuff boxes, say there never was such snuff as that rasped from a carotte of Perique. It was formerly made into cigars also, but "Perique" so universally denotes "strength," that the demand for them was small; although I have been assured that Perique cigars are splendid. Only a small part of the crop is made into carottes. Some of the Acadian growers chip the carottes on crude hand cutters, putting the fine-cut into two-ounce tins, which they sell to small dealers. To the Acadian housewife Perique carottes offer as ready a medium of barter at country stores as the butter and eggs of her Northern sister.

The making of carottes is one of the oddest features of the manipulation of this altogether odd tobacco. The carottes, which may be of one-half, one, two, or four pounds weight, are merely convenient shapes in which to handle small amounts of Perique, and the tobacco gains nothing in this form. On the contrary, a four-pound carotte will lose nearly half a pound a year by evaporation. It is in the press that the fermentation takes place, which gives the sweet spirituous flavor to Perique. As I have said, the longer the tobacco is left in press the better it gets, though it loses about twenty-five per cent. of its weight in five years. Some of the older Acadians have four and even six-year-old Perique in private stores.

One might "lay down" a number of presses of Perique in youth, to send new life galloping through the veins of old age. Surely, only cheerful spirits of the past would come trooping back in the ghostly folds of the smoke of old Perique. In the slack winter months all hands on the Acadian plantation are set to the making of carottes. Though for the matter of that each small domain furnishes all the laborers needed for both field and factory within itself. It needs men for the plowing and heavier cares of the field, but women can strip the leaves and make torquetts, and the wee ones can sharpen the slivers of cane. A small boy can mind the wheel of the verveaux, but strong and skillful hands must wind the carottes.

Upon square pieces of cottonade, the torquetts are opened and the leaves carefully smoothed flat. A layer of rebe leaves, bottom side up, are first spread on the cloth, then other leaves are piled upon them longitudinally to an even depth, a continual folding over of the ends of the cloth and a smart kneading with the knuckles being kept up till a flat square of leaves, a trifle smaller than the cloth and of required weight is obtained. The ends of the cloth are now folded in and cloth and contents rolled into a tight cylinder. Now the ends of the cloth are pulled out and tied like a Christmas cracker, and the carotte is ready to be wound with hemp or cotton rope.

A long rope is made fast to the middle of the carotte, carried round an upright post twenty-five feet in front of the windlass, then brought back for a half-turn round the carotte, and the end tied to the rope attached to the windlass. With each turn of the carotte, the boy at the wheel keeps up the tension. One end of the cylinder encased, it is given a deft twist and the winding proceeds till the other half is wrapped, when the rope is cut and the end made fast under several of the turns. A man and a boy can wind about fifteen four-pound carottes a day.

(To be continued.)

The Courthouse cigar stand at Peoria, Ill., which for the last three months has been conducted by Miss Lenora Walker for Parker & Meyers, is now the property of Miss Walker, who has stocked up with a fine line of cigars.

D. D. Claudy, proprietor of the Club Cigar Store at Gary, Ind., has sold out to Pearl & Barnett Co. Mr. Pearl has been located in Chicago for several years in the wholesale and retail business.



AND now they are blaming Uncle Joe Cannon's cigars for the present state of uneasiness in the Republican ranks. The astounding theory is that the insolent angle at which Uncle Joe smokes his cigars expresses his attitude and that of his party towards the "hoipolloi."

A Rockford, Ill., clergyman discovered that Uncle Joe's contempt for the wishes of the people is revealed in the manner in which he holds his favorite cigar, and, after all, there is some good sense in the clergyman's theory. The manner of smoking is one of the many little traits indicating character.

The "Rough Diamond" sticks a cigar well back in one jowl and sinks his molars into it, like a bull-dog, while the more refined smoker mincingly slips his cigar and holds it with his front teeth in dainty fashion, and so on through the whole gamut of everyday smokers, each one enjoys his cigar in a manner typical of his character.

In a certain town in Dixie-land a big jobbing house had been making a success with a well known five cent cigar made in Philadelphia, which we shall call in this story the "Winner." Besides being very fond of the cigar, the head of the house was a personal friend of the manufacturer. In the midst of his success, a loquacious salesman from a competing factory dropped in to see the cigar buyer, the head of the firm.

"I see you are featuring the 'Winner,'" quoth the affable salesman. "It is a fine cigar, and I'm not surprised you sell a lot of 'em. You pay $30 a thousand for them, don't you?" said the salesman.

"Yes," replied the buyer.

"Well, I've got the same thing here," retorted the salesman, taking from his grip a sample of his goods, "which I'll sell you for $28 in case lots."

Without waiting to look at the goods, the buyer said, "Put me down for a hundred thousand. Ship at once."

The salesman's eyes fairly popped from his head. His hand trembled as he reached for his order book.

"Right, sir," he said, with a shaking voice, "I'll enter your order for one hundred thousand 'El Imitators.'"

"But," replied the buyer dryly, "I thought that you were speaking about the 'Winners.'"

The order book fell with a thud at the salesman's feet as he turned and walked out.

It happened in the cafe of the Griswold House, Detroit, the other night and is worth repeating, I think.

A number of well known men were enjoying a festive evening, when they decided they would like to smoke some "Detroit-made" cigars. Calling the waiter, the spokesman said, "Fetch us some 'Charles the Eighth,' two for a quarter size."

The waiter returning presently, reported, "They haven't got 'Charles de Eighth' in yet, sah, but ah kin get yo' 'Henry de Fawf,' if you want 'em."

It was a mean trick which Fate played on Aaron Mayer, a traveling salesman for the pipe department of the American Tobacco Company, in Kansas City, the other day.

Mayer was on the way to the Hotel Baltimore when he espied on a sidewalk a piece of yellow paper fluttering in the wind. As he picked it up, his eyes grew big and visions of plenty of Christmas money and other nice things flashed through his brain. It was a check for $26,892.29. "Great!" he said. "Of course I can't keep it, but then the owner ought to hand out a nice fat reward."

Then he looked at the back of the check. There was imprinted the stamp of the Clearing House showing that the check had been paid in 1908, and was worthless other than as a receipt.

Good-bye Christmas presents! Good-bye Christmas joy! Good-bye false hopes!

John J. Ryan, better known as "Jack" and one of St. Louis' best known cigar salesmen, has more than a local reputation as a teller of Irish stories, as will be seen by the following:

"One day last July I was hurrying through the Pierce building and I met a friend. He had a very good-looking cigar in his mouth. He seemed proud of it. He patted me on the back and called my attention to the fact that he was smoking the cigar that I was selling. I knew better.

"'What is it?' said I, and he told me, I never had sold such a 'smoke.'

"'Where did you get it?' I asked.

"'At your store out on Grand avenue,' said he.

"'If you did,' said I, 'the boy must have forgot to ring it up. That store has been closed since January.'"

They had been passing through hard times. Her husband was an inveterate smoker, and for years it had been her pleasure and custom to give him a box of one hundred fine perfectos each Christmas. But this year, it was a question of whether they could afford a square meal, not to mention the luxury of a box of smokes.

With a woman's ingenuity she bethought herself of a scheme. She had three trading stamp books, which she had saved with the hope of getting a new Morris chair. These she sold for $3.75 and trudged home happy and contended with a box of her hubby's brand, which she deposited joyfully in his Christmas stocking.

How's that for a Christmas story?

THE ONLOOKER.

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EDITORIAL

A warning to "box stuffers" has been sounded by the Supreme Court of Missouri in its recent decision of a case which has been in the courts for the past seven years, and has been ultimately decided in the favor of the cigar manufacturer bringing the suit.

Box Stuffers Knocked Out in Supreme Court

The case arose from an action brought by Jacob Lampert, a St. Louis cigar manufacturer, who sued Judge & Dolph Drug Co. in 1904, alleging that this firm had substituted other cigars in boxes in which Lampert's cigars had originally been packed. The jury in the Circuit Court awarded the plaintiff one cent actual and $500 punitive damages.

The drug company took the case to the Court of Appeals, which reversed the decision, but Lampert, believing that justice must be on his side, carried the case to the Supreme Court, which confirmed the Circuit Court's original verdict, besides inflicting a fine of $25 on the manager of the cigar department.

The decision of the highest court was clear-cut and emphatic, and establishes a precedent which should deter box stuffing in the future, at least in Missouri.

The wave of sanitation which started at Washington and has been sweeping over the country within the past two years, has spread into every nook of industrial activity and is about to reach the retail cigar stores.

Sanitation in Retail Cigar Stores

Cigar manufacturers have been quick to realize the importance of this movement and in every up-to-date factory are to be found appointments which insure manufacturing under cleanly and healthly conditions. True, there are many factories working under the obsolete arrangement of darkened rooms, dust-covered floors and unclean employees, but their number is decreasing fast, we are happy to say.

In the retail cigar shops, however, the movement has not manifested itself so generally. How many cigar stores sterilize their cigar cutters each morning? How many clerks allow their customers to finger cigars without buying them? How much dust is allowed to accumulate on packages which are exposed in the windows? How many other things, looking towards cleanly methods, are overlooked?

The up-to-date retailer, with his modern humidors and plate-glass, air-tight show-cases, has sanitary facilities which the old-fashioned cigar store, with all its goods exposed on the counter, could not possibly offer, and the quicker the modern merchant awakens to the necessity of the new fixtures, the better it will be for his business and his customers.

As conducted today many of the cigar stores would come under the ban of the health authorities, who are seeking to protect the public. Will these stores await the wrath of such officials, or anticipate it by fitting up their stores and changing their methods in accordance with modern demands?

Yuletide Sentiments

¶ Push your Holiday sales, Mr. Retailer. Empty shelves on December 26th, are better than empty cash drawers.

¶ Disappointed Independent: "Hope Santa won't put another legal lemon in my sock."

¶ Santa Claus comes down the chimney, but cigar smoke goes up "just the same."

¶ Be patient with the woman shopper. This is only her annual visit to your store, and she just "loves to look at those pretty labels."

¶It is reported that admiring cigar manufacturers will smother Commissioner of Internal Revenue Cabell with "free smokes" on Christmas.

¶ Many a cigar salesman has gotten a "Christmas package" on Broadway—fifteen cents straight. Ask Luis Martin.

¶December Daffydil: If a pipe bites your tongue, will a cigar box your ears?

¶Sign for December 26th. "Don't be sad over your gift box." "Buy a real smoke here."



From The Tobacco World Bureau, 910 Hartford Building, New York.

Two More Links In the Schulte Chain

EXTENDING their chain of retail stores, the A. Schulte Company, through David A. Schulte, has recently acquired two long-time leases at very desirable locations, where they will establish high-grade stores.

Several days ago they secured a sixty-seven year lease at the corner of 125th street and Lexington avenue; also a long time lease on the property at the corner of Lexington avenue and 23rd street. The equipment of the new stores will proceed without delay.

In a recent interview Mr. Schulte very emphatically denied that the Schulte Company was in any manner or form connected with the United Cigar Stores Company.

This declaration was made on account of persistent rumors existing to the effect that there was an alliance between the two chains of retail stores. Mr. Schulte stated that the only ones connected with the Schulte chain, or holding any interest in the Schulte Companies, were the direct heirs of the late A. Schulte.

"Aplomo" Cigars for Hotel Men's Banquet

JACKSON H. KELLEY, the popular general representative for Salomon Bros. & Stern, put over a clever deal in New York, during the past fortnight when he secured the contract for furnishing the cigars for the annual banquet of the Hotel Men's Association, which is to be held at the Waldorf on December 12th. With plates at $12 per head, it can be readily surmised that the committee wanted good cigars for the discriminating hotel proprietors, and when "Aplomos" were selected, a huge compliment was paid to the New York manufacturers of clear Havana goods. Three cigars are to be placed at each plate in a special little box with an isinglass cover and a most ornate band, bearing on it the coat of arms of the Association.

"Jack" Kelly, Salomon, Bros. & Stern, who tells those funny stories, and incidentally sells a heap of "Aplomo" cigars, returned a few days ago after interviewing his many friends in the Middle West. He found that the "Aplomo" cigars were duplicating to beat the band and that didn't make him mad. A few days after his return he met a prominent jobber in one of the White Way cafes and "had an order for a couple of cases of 'Aplomos' forced upon him." What could poor Jack do? He had to take it and look pleasant.

Roman Dobler, popular representative of V. Guerra, Diaz & Company, is on a trip through the New England territory. He recently returned from his fall trip and he reports having received an unusually large holiday business.

Chicago Headquarters for E. Kleiner & Co.

E. Kleiner & Company, makers of the "La Famosa" five-cent cigar, will open headquarters in Chicago to look after their growing trade in the West. Anton Kleiner, representating this firm in the South, heretofore will be transferred to the Chicago office.

Jesse Powell, P. Pohalsky & Company, is whooping things up around Buffalo, Rochester and Albany. Very little grass grows in any locality where Jesse has once set his foot, and it is expected that he will bring home the plums as usual.

A regular quarterly dividend of 1½ per cent. of preferred stock of the American Tobacco Company has been declared on the preferred stock of the company on January 2nd, to stockholders of record December 4th.

At a recent meeing of the Independent Retail Tobacconsists of New York, Joseph Jones the well-known Nassau street merchant was unanimously chosen secretary to succeed Vincent J. Farley, who had held that position since the organization was formed.

H. S. (Doc) Ansley, who so well represents C. E. Beck y Ca., of Havana, made a flying trip to the Quaker City last week and managed to interest a number of prominent Philadelphia dealers in the fine products of the house which he represents.

Charles Jacobs, who is one of the most prominent importers of Manila and Porto Rico cigars, returned several days ago after calling on a large number of distributors in various sections of the country. Mr. Jacobs reports that there is no abatement in the demand for the cigars which he handles.

Through the energetic efforts of Dave Echemendia "Castaneda" cigars were supplied exclusively to the "Wall Street Special," which left New York November 25th for the Savannah automobile races. Aboard this train were hundreds of prominent New Yorkers, who know a good cigar when they smoke it, and the selection of "Castanedas" for their pleasure junket is another tribute to the exceptional merits of this line.

The American Snuff Company, on November 22, declared its regular quarterly dividend of 1½ per cent. on preferred, regular quarterly of 5 per cent., an extra of 2 per cent. on common, both payable January 2; preferred to stock of record December 15, common to stock of record December 1.

I. B. Krinsky, Prominent Cigarette Mfr., Dead

I. B. KRINSKY, the well known manufacturer, died at his home in Brooklyn, N. Y., on Wednesday evening, November 15th. The news of his sudden demise was received with heartfelt regret by the members of the trade and his legion of friends, many of whom had known him for over a quarter of a century.

Some months ago Mr. Krinsky went to Europe in search of health and returned several weeks ago, apparently very much improved. He contracted a cold on the steamer, which resulted in his death several days after he landed.

Born in Russia fifty-two years ago, and securing on the other side that expert knowledge of the cigarette manufacturing business, which was later to aid him towards his wonderful success. He came to the United States twenty-six years ago and started a cigarette factory in Brooklyn, N. Y.

An untiring and capable worker, a sagacious business man and a good judge of Turkish tobacco, he developed the small shop with which he started into the magnificent four-story plant which is today one of the most active manufactories in the country. In the untiring struggle for business supremacy he never spared himself, physically or mentally, and became the victim of a shattered nervous system, which brought on the last illness and his death.

Before leaving for Europe Mr. Krinsky made arrangements for the management of the large business, the affairs of the company being handled by Manager Ed. Levine and one of Mr. Krinsky's sons. No plans have as yet been made for the future conduct of the business. It is probable, however, that the management will rest in the very able hands of Mr. Levine, aided by the same staff which has had charge for some time past.

Mr. Krinsky left a widow, five sons and four daughters to mourn his loss.

The funeral services were held on Sunday, November 19th, and were attended by many of the members of the tobacco trade and delegates from the various fraternal organizations of which Mr. Krinsky was a member.



THE LATE I. B. KRINSKY

New Jersey Retailers Form Association

Movement to Organize the Whole State Started at Newark Meeting

AT a meeting held in the Broad Hotel, in Newark, N. J., on Thursday evening, November 16, a number of the most prominent retail tobacconists of New Jersey, formed the Independent Retail Tobacconists' Association of New Jersey, which is similar in scope and affiliated with the Independent Retail Tobacconists' Association of New York.

The following temporary officers were elected: President, Mortimer Pach, of Red Bank; vice-president, M. I. Sientz, of the Simon Reigal Cigar Co., of Newark; secretary, L. W. Vogel, of New York; treasurer, Frank D. Crawford, of the F. D. Crawford Cigar Co., of Newark; trustees, L. E. Cook, of Newark; Andrew Krenreich, of Newark, and Mercury Athanasio, of the International Tobacco Co., of Newark.

The speakers who addressed the meeting were: Henry H. Hunter, representing the Independent Retail Tobacconists of New York; Ike Ochs, vice-president of the New York Retailers' Association; Oscar Veit, delegate from the Independent Tobacco Salesmen's Association; Wm. Vogel, of the Retail Tobacconists, and The Tobacco World representative.

Those present listened with deep interest to the forcible remarks made by the officers of the New York organizations, and resolutions were adopted condemning the stand of the Government in the acceptance of the reorganization plans which were recently filed by the American Tobacco Co.

Communications were received from a number of retailers in New Jersey, who promised their co-operation and support. It was the consensus of opinion from those present that the newly formed combination of retailers would prove a very strong one and all indications point to rapid increase of membership.

The next meeting will be held at Achtel-Stetters Hall on Thursday evening, December 14.

An Offering of Re-sweated 1909 Penna. Leaf

SEVERAL hundred cases of 1909 dipped and re-sweated 1909 Pennsylvania leaf tobacco is offered by Root & Baker, leaf tobacco packers at Landisville, Pa., which they declare is as sweet as a nut and shows a fine color. The re-sweating was done by the bulking process. When it came out of the bulk it also got a little more natural sweat owing to the heat which prevailed at the time, and it was well worth while, and it is now a more than ordinarily well cured lot of tobacco and should help in producing a fine, mellow smoke.

This firm also packed some of the choicest crops of 1910 leaf, which has been sampled and will compare with any that last year's crops produced.

Tobacco Salesman Hold Enjoyable Meeting

Board of Directors Chosen and Resolutions Adopted

"FOR it's always fair weather when good fellows get together." This popular strain filled Terrace Garden on Friday night, November 17, when the regular meeting of the Independent Tobacco Salesmen's Association was held. About one hundred members gathered in response to the call of "Big Chief" Harry Phochaska, and after offering silent prayers for the absent ones, proceeded to adopt the by-laws which had been prepared by the committee.

Jesse (First Consul) Powell acted as adviser to the chief. Jesse is there when it comes to parliamentary law; in fact, he admits it. In addition to the valuable aid which Mr. Powell gave the chair by his timely suggestions, he also took part in a specialty which was introduced by the Powell-Kalfon Duet, entitled "We Object."

Very favorable reports were made by the secretary and treasurer; a number of new applications were received for membership, and communications received from various cities where similar organizations were being formed.

The resignation of Asa Lemlein was accepted.

The following Board of Directors was chosen unanimously: E. E. Bernd, representing Rodriguez & Tejeiro; Ira Morris, representing his own firm; Sidney Powell, representing P. Pohalski & Co.; Chas. Norton, representing Carlos Garcia & Co., and Oscar Veit, representing Rey, Straus & Co.

The following resolutions were adopted as expressing the sense of the association relative to the acceptance of the plan of re-organization of the American Tobacco Company:

"*Resolved*, First, We believe in the competitive system in the business field, and we do not believe in closing the door by unfair competitive methods to any one.

"Second, We do not believe in such centralization of business as results in a control of business by a few for their own gain through the formation of illegal combinations.

"Third, We cannot see whereby the division of the American Tobacco Company into four parts affords any relief to independent tobacco dealers. It gives us but a change of form and not in fact.

"Fourth, We respectfully petition the Congress of the United States to appoint a committee to investigate the present tobacco situation through proper governmental channels to the end that an intolerable condition of affairs be remedied."

The motion to adjourn to the refreshment room was passed without a single dissenting voice.

Attorney Ferguson, who is an honoray member of the association, rendered various "uproar" selections on the piano, and with the assistance of the Indian Sextette, sang such beautiful and pathetic ballads as: "Father's Breath Killed Our Canary," "We Are Feeding Baby Onions Now, So We Can Find Her in the Dark," and other equally classic music.

The next meeting will be held on the first Friday in December, and so successful was the last meeting that a much larger crowd of the "boys" is expected to report.

Association of Independent Tobacco Salesmen of America

WM. C. FRISCH, Secretary
1181 Broadway, New York

Please find enclosed $1.00 for which enroll me as a member of the Association.

Name _____

Firm _____

Address _____

The Tobacco World

(The above coupon, printed at the request of the Independent Tobacco Salesmen's Association, can be filled out and mailed to the Secretary by any salesman in the trade, wishing to join the Association.

Call For Another Salesman's Meeting

THE following call for a special meeting was sent out this week by secretary William Frisch, of The Independent Tobacco Salesmen's Association.

Dear Sir:

A regular meeting of the Independent Tobacco Salesmen's Association of America, will be held at Terrace Garden, 58th street, between Lexington and Third avenues, New York City, on the evening of Friday, December 1st, 1911, at 8.15 prompt. Business of importance will be transacted.

The fraternal spirit displayed at our last meeting was most gratifying to all those present, and was only a forerunner of the many pleasant evenings we have to look forward to in our Association.

We have arranged a very high-class concert for this meeting, and refreshments will be served (a la Dutch), so come, and keep up the enthusiasm displayed thus far, and if possible influence your fellow salesman who is not yet a member to come also.

Fraternally yours,

WM. FRISCH,
Sec'y.

P. San Martin, veteran cigar manufacturer of Tampa, accompanied by Jorge Leon, a junior partner in the firm of P. San Martin & Leon, were visitors in the New York market during the past fortnight, accompanied by Charles J. Castillo, their general sales manager. All were in an optimistic frame of mind, due to the growing business of their factory. Messrs. Castillo and men are now on a trip through the Middle West and will wind up at the Pacific Coast.

H. O. Stone Company have leased to Best & Russell Company a store 16x32 feet in the new Rand-McNally Building, at Clark, Harrison and La Salle streets, Chicago. The lease runs for ten years, at a term rent of $80,000.

The engagement reception of Charles Gans, of Max Gans & Son, to Miss Rene Newman will be held on Thanksgiving eve, November 29th, 1911, at the Chateau De Park, 241 Park Place, Brooklyn, N. Y. Both young people are very popular and there will be a large response to the invitations. Mr. Charles Gans is very well known and liked by his many friends and acquaintances. The TOBACCO WORLD offers "best wishes" for health, happiness and prosperity.

Reports received from the Robinson-Pettit Company, of Louisville, Ky., state that the "Havana Ribbons" are selling in that territory and that it is necessary to make rush shipments to keep up with the demand.

Tremendous Gains in Cigars and Cigarettes Shown in Report

Commissioner Cabell Furnishes Statistics Covering Fiscal Year of 1910-11—Tobacco and Snuff Decrease

WASHINGTON, D. C., November 28.

TREMENDOUS gains in the manufacture of cigars, little cigars and cigarettes and decreases in chewing and smoking tobacco and snuff are shown in the annual report of Internal Revenue Commissioner Cabell, for the fiscal year ending June 30, 1911. The report has just been made public.

The quantities of tobacco products on which tax was paid during the last fiscal year, compared with the year before, were as follows:

	1910.	1911.	Increase.
Cigars more than 3 pounds per M.	7,140,229,837	7,251,904,686	111,674,849
Cigars not more than 3 pounds per M.	1,073,126,667	1,223,058,100	149,931,433
Cigarettes more than 3 pounds per M.	21,532,707	21,141,322	*391,385
Cigarettes not more than 3 pounds per M.	7,863,215,808	9,223,210,400	1,369,994,592
Snuff pounds	31,969,111	28,146,833	*3,822,278
Tobacco, chewing and smoking, pounds	426,608,898	380,794,673	*55,814,225

*Indicates decrease.

Some of the more important points covered by the Commissioner's report includes the following statements:

"The four States producing the greatest number of cigars weighing more than three pounds per thousand, and the production of each during the year, are as follows; Pennsylvania, 1,878,694,249; New York, 1,169,345,379; Ohio, 651,239,317; New Jersey, 492,808,672.

"The two districts showing the largest production of cigars are the Ninth Pennsylvania, 715,999,485, and the First Pennsylvania, 694,635,755.

"The States showing the greatest production of little cigars (weighing less than three pounds per thousand) are Virginia, 344,452,360; Maryland, 327,179,270; Pennsylvania, 221,789,270.

"New York, Virginia, Louisiana, California, Pennsylvania, and North Carolina, in the order named, show the greatest production of cigarettes weighing less than three pounds per thousand: New York, 5,495,977,874; Virginia, 2,092,077,865; Louisiana, 584,502,610; California, 138,141,365; Pennsylvania, 128,755,650; North Carolina, 123,645,500.

"The three districts showing the greatest production of little cigarettes are the second Virginia, which produced 2,077,463,865; the second New York, which produced 2,053,621,088; and the third New York, which produced 1,866,205,701.,

"The States of North Carolina, Missouri, Ohio, Kentucky, Virginia and New Jersey, in the order named, were the States reporting the largest manufacture of both chewing and smoking tobacco, the quantity manufactured being as follows: North Carolina, 89,430,948 pounds; Missouri, 75,027,579 pounds; Ohio, 47,636,129; Kentucky, 44,886,784; Virginia, 29,507,178; New Jersey, 29,404,452.

"The receipts from the tax on manufactured tobacco, snuff, cigars and cigarettes for the fiscal year ended June 30, 1911, amounted to $67,005,950.56, an increase over the collections from this source during the fiscal year ended June 30, 1910, of $8,887,493.53.

"There were in operation during the calendar year 1910, 22,519 cigar factories and 531 cigarette factories, this being a decrease of 393 cigar factories and 41 cigarette factories. There were also registered 2,881 establishments producing manufactured tobacco, 50 producing snuff, and 3,693 dealers in leaf tobacco.

"The past fiscal year was marked with the discovery of many violations of the law among minor manufacturers of tobacco products. These violations are, to a large extent, made possible by the fact that under existing law a dealer in leaf tobacco who sells leaf tobacco to manufacturers of tobacco, snuff, cigars and cigarettes, or other dealers in leaf tobacco and to persons who purchase leaf tobacco for export, is not required to give any bond whatever for his faithful compliance with the law governing his sales. I respectfully suggest that Congress be asked to enact such legislation as will require every dealer in leaf tobacco to give a bond, the minimum penalty of which shall be not less than $100, the same to be increased whenever the extent of business done by said leaf dealer shall, in the judgment of the Commissioner of Internal Revenue, necessitate a larger penalty.

Late Retail Bulletins

M. D. Bowers is the newest retail cigar dealer at San Diego, Cal.

A. Comelli, a retail tobacconist at Spokane, Wash., has sold his store to J. Palleore.

A new cigar store has been opened at Waitsburg, Wash., by Geo. Thomas & Son.

The Reynolds cigar store at Portage, Wis., has been sold to Robert A. Abell, who has taken possession.

Peter Holverson has purchased the cigar store of Chas. Simonson at Garretson, S. D.

A new cigar store has been opened by Bowe & Jasper in the Smith Block, Chippewa Falls, Wis.

The cigar stand privilege at the Pontiac Hotel, Oswego, N. Y., has been secured by Frank Pink.

E. Sherwood has succeeded to the retail cigar business of Arthur Reed at Aurora, Ill.

A new cigar store has been opened at Twenty-second and San Pable streets, Oakland, Cal., by T. J. Murphy.

Hersham & Hagen are engaging in the retail cigar business at Wolsey, S. D.

Root & Williams are successors to the cigar business of Geo. F. Odeno at 116 Water street, Torrington, Conn. They expect to do both a retail and manufacturing business.

The cigar business of Jos. Banning at Benner's Ferry, Idaho, has been purchased by W. O. Rosebaugh.

A cigar stand has been opened in the postoffice building at Ashfield, Mass., by E. L. Clemm.

The new cigar store of F. A. Gonzales & Son at Camp and Canal streets, New Orleans, is now rapidly nearing completion.

A fine new cigar store has been opened at 317 St. Clair street, Toledo, O., by L. H. Ohldhoff, who was formerly a salesman with the Gonzales & Sanchez Co.

The J. R. Smith Cigar Co., of Seattle, Wash., will soon open a cigar stand in the Northern Bank Building in that city.

Lee Morse has purchased the cigar stand formerly conducted by Fred Rhodes, on South Wyman street, Rockford, Ill.

Frank W. O'Brien, of Oswego, N. Y., has planned to open a cigar store at West First and Bridge streets, in that city, having leased it from Whelan Company.

all that's new with JOBBERS and DISTRIBUTORS

Cowley To Succeed McKinnon at Mac Veagh's

L. J. McKINNON has resigned his position as manager of Franklin MacVeagh & Company's wholesale cigar department, Chicago, to take effect January 1st. F. Garcia & Brothers, Tampa and Havana, cigar importers, have succeeded in making things interesting to him. He expects to leave for a trip in the interests of this line through the West where his numerous friends will be glad to receive him with open arms. Frank Cowley, formerly of Ruhstrat-Cowley Company, will succeed Mr. McKinnon.

Strong Demand for Manilla Cigars at Seattle

THE wholesale cigar importing house of Schwabacher Brothers & Company, at Seattle, Wash., were recently the recipients of a large consignment of Manila cigars, made at the La Lebana factory, which were manufactured especially for them under the brand of "Edela" in several sizes ranging from a nickel to three for a quarter and ten cents straight.

This house has been handling Manila cigars ever since they were first introduced in this country, but the present lot of goods is declared by them the finest they have ever had for both quality and attractiveness.

"El Verso" Cigars at Seattle

THE National Grocery Co., of Seattle, Wash., is doing a fine business on the "El Verso" seed and Havana cigars made by the Diesel-Wemmer Co., of Lima, O., the distributing account for which this firm took on only a short time ago. Nick King, a factory representative, assisted very materially in getting the brand started there, and now it is moving along on its own momentum and appears to be rapidly gaining in growth of sales.

Removal of Oakland, Cal., Jobbing House

H. & S. C. BERCOVICH, wholesale cigar and tobacco dealers at Oakland, Cal., have secured desirable new quarters at 518 Eleventh street, known as the Blake Annex. In these new quarters this firm will have room to carry a larger stock of smokers' goods, as well as cigars and tobacco, and will endeavor to supply the wants of the local dealers in the most advantageous manner.

Big Increase With Spokane Jobbing House

The Hemenway & Moser Cigar Co. at Spokane, Wash., had the largest business during the past ten months that they have ever known. During the first ten months of the year the volume of their business exceeded the corresponding period of 1910 by $61,000, a large portion of which increase was shown in the greater sales of "Webster" clear Havana cigars, of which they are the distributors. At least the "Webster" brand is credited with showing the largest percentage of the increase.

Jobbing Trade Notes

Hilts & Werth, retailers, at Rochester, N. Y., are arranging to do a jobbing business.

The McMahon & Leib Company, of Anderson, Ind., report a growing demand for "Havana Ribbons" in that territory.

It is reported that L. H. Stradley, president of the L. H. Stradley Cigar Company, has accepted the position of general manager of the Harry W. Watson Company, large distributors of cigars in Flint, Mich.

Edward Wolf Company, importers, San Francisco, are more than pleased with the progress of the "El Werth" cigar, made by the Wertheimer Brothers, Baltimore. This cigar, which is new on the Coast, seems to please the fancy of cigar smokers.

Fire in the business block at Ogden, Utah, a part of which is occupied by the Hemenway & Moser Cigar Co., destroyed their stock and fixtures several days ago, entailing a loss of probably $10,000. There is said to have been $4,000 insurance carried.

A charter was recently granted to the Fort Dodge Importing Company, at Fort Dodge, Ia., to do a wholesale cigar and liquor business in that city. The incorporators were R. E. Anderson, W. H. Paulson, A. H. Eichelaub, John Long and Lawrence Pulitzer.

Rudolf F. Vogt & Co., of Louisville, Ky., have incorporated with a capital of $75,000 to engage in a general wholesale cigar, tobacco and liquor business. The capital is divided into 3,000 shares of $25 each, 1,500 of which are held by Rudolf F. Vogt, 100 shares by Benj. F. Vogt and 25 shares by P. A. Evans.

The Hix-Gravely Cigar Company, of Montgomery, Ala., have been appointed distributors of the "Sabarosa" cigars, made by the Vetterlein Brothers, of Philadelphia. This cigar was formerly distributed by the Vandiver Grocery Company. A new distributor in that territory is C. C. Snider, who will sell the Sabarosa from Birmingham, Ala.

The National Lithograph Co. have succeeded to the business formerly conducted by the Fine Art Lithographing & Manufacturing Company. This is one of the husky young concerns in the field, and they have a well equipped plant at 543 East 79th street, New York. H. Barber is president of the company and they have some excellent orders on hand at the present writing.

Cincinnati Notes an Improvement

CINCINNATI, November 25, 1911.

INQUIRY of visiting salesmen and interviews with prominent members of different branches of the trade seem to indicate a considerably improved tone. Particularly is this true in jobbing and retail circles, wherein marked evidences are to be found of the impending holiday trade which has already aroused considerable activity in sales. In manufacturing lines there is an optimistic view of the immediate future presaging good sales for the early months of 1912, especially among manufacturers of cigars. It would be idle to assert that the trade, broadly speaking, have found prevailing conditions of the past few months entirely to their liking, but there is just at the present moment little complaint to be heard.

Maurice Wertheim, of the United Cigar Manufacturers' Co., was in the city recently conferring with Henry Strauss on matters of business for the coming year.

Walter Friedlander, well known to the tobacco manufacturing trade throughout the country, head of the one-time Day and Night Tobacco Co. of this city, has formed a connection with the Duche-Greaves Licorice Co., of Jersey City.

The Cincinnati Commercial Association recently named the following gentlemen as a committee to look after matters relating to the cigar and tobacco and allied industries: Gerson J. Brown, Wallace Fritz, Samuel W. Trost, M. L. Kirkpatrick and Henry Straus. The first named gentleman is chairman of the committee.

Strauss Bros. & Co., with whom the distribution for Cincinnati and adjacent towns was recently placed for Lilienfeld & Co.'s "La Azora" cigar, are still profiting by the effective work done for the factory by W. G. Custin before the latter's return to his home at Grand Rapids, Mich., a couple of weeks ago. The "La Azora" was not altogether unknown here; in the hands of its present distributors though it is safe to presume that ere long it will become one of Cincinnati's most popular broadleaf smokes.

Mose Eisenberg, our former townsman, but now living in Detroit, and a member of the Surety Cigar Co. of that city, was a recent visitor. During his stay he accomplished some effective work in the interest of the Surety Co.'s "Answer," "Poster" and other nickel brands. The Surety Co. has also recently ventured into the clear Havana field, and in their "La Seloma" and "Charles VIII" show samples that bear every evidence of faultless workmanship and artistic finish. Mr. Eisenberg holds that this class of cigar can be successfully manufactured in the north at a tremendous saving in cost of labor imposed on employers of Cuban and Spanish labor in the south. The development of these brands will be watched with considerable interest.

Chas. Krohn, of Chas. N. Krohn & Co., states they are receiving large shipments for the holidays of "El Sidelos", "Integridads", "Cortez", "Flor de Krohns", made by José Cosio, and "El Versos", and they look forward to a fine business for the rest of the year.

Mr. Louis Krohn, father of Chas. N. Krohn, is able to be about once more, although still feeling the effect of his recent accident. Mr. Krohn, who is a gentleman of advanced years, was run down by an automobile on November 2nd, as a result of which he was confined to the house for several weeks.

Among travelers who were lately with us are: Ben L. Heine, of Widero & Co., New York; Milton Falk, G. Falk & Bro., New York; Max Hirschberg, S. Rossin & Sons, New York; E. Jandorf, Keiser & Boasberg, Buffalo; Jacob Labe, Benj. Labe & Sons, Philadelphia.

(Signed) D.

Announcement of Old McSherrystown Factory

IN the advertising columns of this issue is an announcement of F. X. Smith's Sons Company, one of the oldest and best known cigar manufacturing establishments at McSherrystown, Pa., which was established in 1863 by the late F. X. Smith. The operations of the factory are now directed by his son, Peter Smith.

The brands of this factory have been on the market for many years and have been steady repeaters. They are featuring the "Judge Royal" and "Labor's Seal," five cent union-made cigars.

Full line of Red Lion Smokers

W. J. Neff & Co., Red Lion, Pa., are offering a large line of quick selling, medium priced cigars. The product is made from the cuttings of ten and five cent cigars, which are obtained from the best factories, and made by good workmen. They are all attractively packed.

Among the brands offered by them are several that would appeal quickly to consumers, and the manufacturers claim that they will satisfy the smoker and cost him less than he has probably been paying for inferior goods.

They claim class as well as quality for their brands and offer them on their merits.

Renewed Activity at Wrightsville Pa., Factory

THE old cigar factory of S. R. Kocher at Wrightsville, York County, Pa., has lately been given over by Mr. Kocher to two of his former employees, Messrs. Harry E. and Chas. L. Dietz, in its active management. Of course, Mr. Kocher retains his interest and is ready at all times to give them his counsel and advice, but he has decided to depend upon them for activity, while he devotes his time more particularly to his leaf tobacco interests.

It is an old factory with an established trade of years' standing and continues to make standard goods. There have been introduced from time to time new brands, but it has always been with the one thought of producing, if possible, a better article or of presenting another style of package, etc.

Of the younger members of the firm, Mr. Harry Dietz is devoting his time to the office management and factory, while his brother, Chas. L. Dietz, is looking after the trade on the road. The combination seems an excellent one and already business shows signs of a larger trade resulting from the renewed energy that is behind it.

Among the present leaders of the factory are the following: "Quaker," "Volitta," "Havana Cream," "Daily Sold," "Office Smokers," "Little Yara," "Daily Smoked" and "1-4-5."

A Specialty From an Old Stogie Factory

WITH many people a stogie is a stogie and simply a good smoke, but the old established firm of John Slater & Co., at Lancaster, Pa., who have on the market a number of well selling brands, have decided that a special effort could be profitably directed upon one particular brand of their product. They chose their "Havana Blunt" brand of stogies for this purpose and the results thus far achieved are quite satisfactory to them. In presenting the "Havana Blunt" stogie it was their desire to give the consumer a smoke of unusual quality and present it in the most attractive style.

Local campaigns have been started in various parts of the country and jobbers are now anxiously awaiting their turn. In Pittsburgh a large run on these goods has been created and "Havana Blunts" can be found on sale at practically every retail store.

The Slater factory was established at Washington, Pa., in 1866 and in 1895 it was removed to Lancaster, where a couple of years ago they erected a large, new building and occupy it entirely in the manufacture of stogies, of which the "Havana Blunt" is now among the leaders.



FAC-SIMILE OF ADVERTISEMENTS ON "HAVANA BLUNTS"
Stogies being distributed at Pittsburgh, Pa., by Thos. C. Jenkins and Shipley-Massingham Co.,

PHILADELPHIA.



Leventhal Buys "44" Cigar Store

THE cigar store of the "44" Cigar Company, at 44 N. 12th street, has been purchased by N. Leventhal, who has for the past nine years conducted a retail establishment at 802 Vine street. He will operate both stores and has secured the services of Sam Wachter who was formerly with the "44" Cigar Company, and later with the Independent Cigar Stores Company, on North Thirteenth street.

Mr. Leventhal features specially the "44" cigars, but will also carry a full line of the leading sellers. The new store, however, is to be devoted to the development of a wholesale business. Mr. Wachter will be in charge at the new store.

"Five of Harts" in New Territory

NO cigar introduced in Philadelphia has made such an instantaneous hit as the "Five of Harts" manufactured by T. H. Hart Company, at their new factories at Quakertown and Blooming Glen, the First Revenue district. The unique title of this brand, together with the superior quality of the cigar itself have combined to win the recognition of the consumer, and make him a steady patron.

The T. H. Hart Company have sent salesmen into other territories, where they are fast introducing the "Five of Harts" and laying the foundations of a national business extending from Boston to San Francisco.

Fire Destroys Cigar Box Factory

THE cigar box manufacturing establishment of A. Kretschmar & Company, at 220 N. 2nd street, was badly damaged by fire on Monday night last. There was a considerable quantity of material on hand and a heavy loss is suffered. The fire is attributed to crossed electric wires, and is the second instance of the kind within a year. Owing to the peculiar location of the building occupied by the box company firemen had great difficulty in extinguishing the flames.

New Cigarette Company Organizing

APPLICATION is being made to the Commonwealth of Pennsylvania for a charter for the Brown-Bucher Company, who propose to manufacture cigarettes.

The applicants are Charles S. Brown, Abbott G. Bucher and James S. Chamberlin. They will make their headquarters in this city and begin the manufacture of goods as quickly as a factory can be gotten into readiness.

M. J. Brown Co., Begins Active Business

THE M. J. Brown Company, cigar manufacturers, was organized several months ago by M. J. Brown, a well known business man at Eighth and Ludlow streets, and A. P. Spitz, who was for many years prominently identified with the trade at Boston, and a factory was opened at the S. W. corner of Eighth and Ludlow streets, where a force of cigarmakers are now at work in getting up a new line of goods.

Although it was several months ago that the firm was formed, it was not until November 1 last that goods were actually offered on the market. The time intervening was utilized in thoroughly experimenting and testing the blends of tobacco which now enter their product, and it has kept Mr. Spitz busy ever since.

In introducing a new line of goods this firm concluded that their only chance of success would lie in the marketing of a vastly superior line, and they determined to put up strictly Havana filled cigars. As an evidence of their sincerity they are offering a reward of $1,000 to any person who finds anything but Havana filler in their product. They employ only hand workers in the blending of Vuelta, Santa Clara and Remedios tobaccos.

They will offer their goods under the following brands for the present: "Primo," made in seven sizes; "Jimbro," also made in several sizes, and "Brown's Panatelas."

Mr. Spitz is the general superintendent and manager of the business.

A shipment of ten cases of imported cigars has just been received by Mitchell, Fletcher & Company, Philadelphia, comprising assorted sizes packed in 1/40, 1/20, and 1/10 from Perez & Diaz, Romeo & Julieta, Manuel Garcia, H. Upmann & Company, Hoyo de Monterrey, Rey del Mundo, Manuel Lopez, Calixto Lopez, F. Garcia & Company, A de Villar y Villar, which assortment places a complete line of fine Havana cigars on sale at the several stores of this enterprising firm.

"Our entire attention is now directed to getting goods out to our customers," said Mr. Gallagher, of Allen R. Cressman's Sons, last week. Mr. Gallagher had just returned a few days before from a flying trip and reports conditions as very satisfactory everywhere.

Local sales of the "Counsellor" are very good and show a most satisfactory gain over previous years. "Altogether, we never experienced such month as November is with our factory," was his closing remark.

Quaker City Items

After a visit to the Theobald & Oppenheimer factory, J. A. Rigby returned to his home in Mansfield, O.

S. M. Frank, well known pipe manufacturer of New York City, was booking orders in Philadelphia this week.

George De Forrest, representative of Boltz, Clymer & Company, recently visited the Philadelphia factory.

H. S. Ansley, of C. E. Beck & Company, Havana, called on his friends in the trade in Philadelphia recently.

William Sheridan, of Park & Tilford, New York, was looking after the trade in Philadelphia recently.

J. Planco, with Ruy Suarez & Company, New York, was showing a line of their clear Havana cigars to the trade here last week.

R. W. Ellis was in Philadelphia this week introducing a number of advertising novelties featuring the "Melachrino" cigarettes.

E. A. Condax, of E. A. Condax & Co., cigarette manufacturers, New York, visited the trade in Philadelphia this week.

Charles Jacobs was in Philadelphia recently booking orders for Manilla cigars, made by Carlos Fernandez & Company.

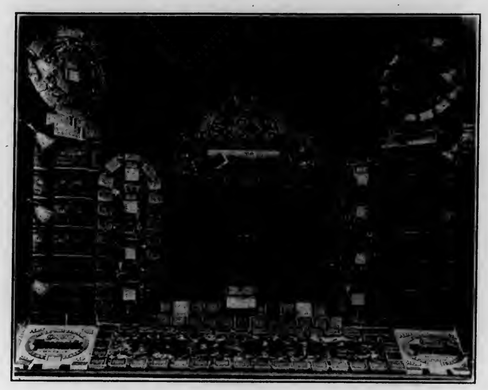
Albert R. Clayton, representing the Cuba Cigar Company, in the introduction of the "King's Club" in this market is now covering surrounding territory. He reports a fine reception wherever he has been.

Morris D. Neumann, president of the Neumann-Mayer Company, returned after a successful trip through the West in the interest of the "El Tello" and "Bella Mundo" cigars, orders for which are keeping the factory running full hands.

The "Bold" cigars, made by Bobrow Bros., are on display at a number of stores in West Philadelphia. R. J. Gunkle, an old-established retailer at 3959 Lancaster avenue, is showing an attractive exhibit of this line in one of his commodious display windows.

Burglars gained an entrance to the house of Charles J. Eisenlohr, a member of the firm of Otto Eisenlohr & Brothers, who resides at 4200 Pine street. The thief used a porch roof to get into the house and secured jewelry, etc., valued at several hundred dollars.

Antonio Roig & Langsdorf are experiencing a lively business on the "Flor de Girard" cigars in the local trade. This indicates an appreciation of good cigars and for Christmas gifts the "Girard" will be just the right thing. We are informed that out-of-town sales are fully up to expectations and the factory is humming to fill all orders promptly.



DISPLAY OF "THEOCARIDIS" CIGARETTES
On Show at Retail Store of Yahn & McDonnell, 15th and Chestnut Streets Philadelphia, Distributors

"Lygia" Cigars in the East

THE "Lygia" nickel cigar, made by Rohde & Company, Cincinnati, Ohio, have made their appearance in the East and are now finding favor among the connoisseurs of Lancaster, Pa., where these goods are on display at Everybody's Cigar Store on North Queen street.

Lancaster smokers, accustomed to good cigars made right at home, are about as critical as the consumers of any town in the State. "Lygias" seem to please them and this fact is quite a commendation.

Growing Demand For "Barrister" Cigars

THE average life of cigar brands has already been exceeded by the "Barrister" cigar, made by Celestino Costello & Co., York, Pa., and the growing demand which now exists for this popular 10c. cigar indicates an unprecedented sale this year.

The "Little Barrister," which is a little smaller than the "Barrister," has also made a remarkable record. These together with the "Round Up," the firm's latest creation in nickel cigars, have kept the big factories at York busy throughout the year.

A Winning Pair of Two-fers

A STRIKING line of two for five cent cigars is offered by the J. W. Gohn Cigar Company, of York, Pa. The factory is at East Prospect, where a good force of cigarmakers, skilled in this class of goods, is available, and many of whom have been employed in the factory for a number of years.

The product of the factory is sold throughout the country, and lately a big hit was made with the "Red Apple" brand. This package is adorned with a striking label which catches the eye of the consumer instantly, and it has been proven a good duplicator.

Another of the leaders of this factory is the "Lord White" cigar, a brand which would in many instances be taken for a five cent cigar.

A large business is done direct from the office at York and correspondence with distributing houses interested in a superior line of medium priced cigars is invited.

Los Angeles Jobbers and Retailers Rushed

New Accounts Opened and Old Favorites Holding Up Well—Salesmen On the Jump

Los Angeles, Cal., November 23.

As the holiday season approaches trade is improving. A much better sentiment now prevails not only in cigar and tobacco circles, but in all other lines of business. Practically all of the Los Angeles jobbers are bringing in exceptionally large stocks of holiday packages. All of the leading brands will be offered in special packages.

Max Roth Cigar Co. has secured the agency of the "Ashburne Cigar", seed-Havana, which is manufactured by the Louis Ash & Co., New York. He has already received the first shipment.

Ed. Cohen, proprietor of the College Inn Cigar Store, has installed a very fine display of "Little Loveras", clear Havana cigarros, which are attracting much attention.

Nick King, representing Deisel-Wemmer Co., is in town looking after the interests of the "San Felice".

The Skinner & Knecht Cigar Store, at 228 W. Fourth street, Los Angeles, is showing a very attractive window of pipes and high-grade smoking tobacco. The "El Telegrafo" cigar still continues to find favor with this concern's patrons.

Harry F. Gadeky is featuring the "José Villa" cigar with great success.

The Burke Cigar Co. reports a record breaking business on "Pure Gold Tobacco" this week.

M. Samuels, representing the Baer Cigar Co., of Los Angeles, returned from Fresno with some good-sized orders for "El Templo" cigars. He leaves for San Diego in a few days in the interest of the "El Templo". Mr. Samuels reports a fine business all over his territory.

Bert Mooser, of the John Bollman Co., is making a big campaign here this week on Imperial cigarettes.

The "El Gonzales" cigar, manufactured by Hilbronner & Jacobs, of Philadelphia, is well-placed all over the city of Los Angeles and in most places there are three boxes in the showcases. Klauber & Wangenheim Cigar Co., distributor of the "El Gonzales", reports a steady demand for this cigar.

"Pure Gold Tobacco" is the talk of this part of the country. It has "caught on" from the jump and the 1,500 retail dealers who are handling the "Pure Gold" in this city testify to its success. Klauber & Wangenheim Cigar Co. inform us that they have been out of "Pure Gold" for over a week, but is expecting two carloads in any day. This "Pure Gold" is manufactured by the Merchants' Tobacco Manufacturing Co., of Greenville, Tenn.

Klauber-Wangenheim Co. are getting a splendid distribution in all their holiday packages of their leading brands of cigars. The special package of "Optimos" in the leading sizes is the most attractive ever put out by A. Santallo & Co.

Cameron Trau, manager of Haas-Baruch & Co.'s cigar department, reports heavy sales on "Savarona" cigars. Back orders are always on file and filled just as soon as the goods arrive. This occurs particularly with the four for 25 cents size.

J. B. Bonhause, Klauber-Wangenheim's salesman, has just returned from the Bakersfield territory and is all "smiles" and a big bunch of orders. He advises us that since Bakersfield has gone wet every one is happy and are in a big spirit of "buying".

Valrance & Woodworth have a fine window display of "San Felice", which is attracting a great deal of attention of passers-by.

We note C. H. Lipfert, the "Queen Quality" man, is putting in some very nice window displays on that brand. Much interest is being shown because of the 'kerchiefs which are being given away for twenty-five fronts from the "Queen Quality" tobacco. There are forty-eight designs, and the smokers are trying to get one of each.

Jose M. Pendas, of the firm of Y. Pendas & Alavrez, and his representative, C. W. McCormick, has been calling on their distributors, Kingsbaker-Klingenstein Co., and were very much pleased to see the beautiful window displays of the "Webster" cigar. The cabinet shows all the leading sizes. Marc A. Brummer, who represents E. Regensburg & Sons, was here also, calling on Kingsbaker-Klingenstein Co., who are their distributors. Milo Adams is also putting in some fine work.

The Morgan Cigar Co., at 218 S. Spring street, are showing a window of "Josh Billings" cigars, which is making many new friends among their patrons.

A. B. Greenwald Cigar Co. just received a large shipment of "Bingo" cigars. Mr. Greenwald reports a very heavy demand on this brand.

Mickley & Anderson report a big demand on their own brand "Flor de Sevilla", clear Havana cigar, which is made in fourteen sizes.

Ellis Cohn, 118 S. Spring street, is advertising largely Manila cigars and is naming a special price this week on box trade.

John H. Boltz, president of the firm Boltz, Clymer & Co., spent a few days here and is very much pleased with the sale of "El Palencia" and "El Merito" cigars in this territory.

On high-grade cigars T. Weinberger, of Temple Block, reports a big business on José Lovera Co.'s "Lovera" and Morgan Cigar Co.'s, of Tampa, Fla., "Juan de Fuga".

There is a local shortage on Tuxedo Tobacco, many jobbers finding it difficult to fill orders.

Al Foster, manager of Fred Barman Bros. store, at 223 West Fourth street, reports a big demand on "San Felice" and "Pippins". The "F. B. B." are also greatly in demand. "Webster", "Cuesta-Rey" and "La Bara" are the best sellers in the clear Havana cigars.

Recent visitors: John H. Boltz, of Boltz, Clymer Co., Philadelphia; Sol Rosener, of the José Lovera Co., New York; William Bercovich, Bercovich & Co., of San Francisco; Herman Hynemann, of San Francisco; Morris Levy & Ted Cohen, American-West Indies Trading Co.; Arthur Meyer, of Bustillo Bros.; F. Diatz.

M. B.

Busy Doings In the Chicago Market

What the Big Houses and Their Salesmen Are Accomplishing This Season

Chicago, November 27.

Robert Brunton, district manager of Nestor-Gianaclis Co., is to be congratulated on the wonderful success he has had since his association with them.

The conditions that existed prior to his taking hold are well known; as we survey this field we find a remarkable improvement, and Nestor cigarettes are getting back to their favor which they formerly held. He is having no trouble in getting windows for displaying "Royal Nestor" and "Nestor" cigarettes, for the reason that these displays are mighty attractive and clean-cut. Joe Goldberg, to whom credit is due in making these displays, is picking up new accounts every day.

There is a new package out, called "Nestor-Gianaclis," Queen size, packed 20 in tins, the tip being 22 karat gold, selling to the consumer at 80 cents. Orders are being duplicated and reports that expectations are being more than realized.

The trade will be glad to learn that N. H. Munson, of M. Melachrino & Co., after a serious illness of three months is up and around and fast getting back into form. He is expected to remain in Chicago until December 1st and then leaves on a trip West.

Geo. W. Smith, district sales-manager of The Melachrino Co., reports larger repeating orders on "Non-Plus-Ultra" than he had anticipated.

H. H. Kohlsaat & Co.'s lunch room, 18 West Washington street, is to be complimented on their beautiful window display of Best & Russell "Hand Made" cigar. It is without doubt one of the best displays that has been placed in Chicago.

The success of "Pure Gold" smoking tobacco, manufactured by the Merchants' Tobacco Co., is wonderful from the start. The prominent dealers report that after a smoker tries it he invariably comes back.

Donaldson, Isett Cigar Co. will discontinue the retail business on December 1st and will move to the Delaware Building, corner of Dearborn and Randolph streets. They will confine themselves to jobbing and box trade business. Mr. Isett has severed his interest on very favorable terms. They will continue business under this name until the 1st of February, after which they will be known as "The Donaldson Cigar Co."

Walter Clark, Chicago representative of the Theobald & Oppenheimer Co., has returned from the South, where he was called to make a trip for "Billy" Kane, who was indisposed. Mr. Clark reports business very satisfactory.

Ruhstrat-Cowley Co. report that they are away behind in filling orders for "Wm. Penns". Ed. Kirsh is doing his usual chasing after holiday business. He has, for many years, been doing one of the biggest box trade among the largest corporations. This year the orders are coming in earlier and faster. He expects to double his business over last year.

M. Cortelyou has taken charge of the retail cigar department of the National Cigar Store. Through a little publicity stunt inserted in one of the Chicago papers advertising they would put on sale for one week the Rudolf patent pipes they certainly were surprised to find that the first three days they sold to 1,683 people.

The Falk Tobacco Co. are placing a new cigarette on this market under the name of "London Sports" (English parallel cut).

R. C. Mitchell goes to the Coast to assist E. D. Marshall in behalf of Sig C. Mayer & Co., of Philadelphia, in "El Wadora" and "Rey Oma."

F. W. Daiger has sold the Auto Smoke Shop and is now associated with Upman & Wilcox, specializing on "La Matilda."

Wendell & Mandell report demand is just as good as ever for Palmers and Tropics, and so far they have been unable to catch up.

McNeill & Higgins are having a big success on the "Round-Up", made by Celestino Costello & Co. They are repeating most everywhere they are placed.

J. J. Lorimer has secured the lease on the property at Fifty-fifth street and the "L" road. He intends erecting, starting December 1st, an elegant three-story building, which will be used exclusively for cigars, billiards and pool.

Best & Russell will install a stand in the rotunda of the Monroe Building just as soon as it is completed.

H. H. Schermerhorn, Inc., is expecting to open two new stores in a short time. They have added a new brand under the name of "Scherose" in fourteen sizes, made in Tampa.

Out of town visitors: Joe Wertheim, José Lovera Co.; Abe Cario, Bustillo Bros. & Diaz; Mr. Weller, Geo. W. Nicholas & Co. (Key West); Mr. Wirts, Spietz & Wirts.

Thompson.

Buffalo Does a Little Boosting

Cigar Men Join In Pushing Goods Made In that City—News of Trade Nearby

Buffalo, N. Y., Nov. 25.

While the month of November has been rather dull, retailers, jobbers and manufacturers report a normal holiday trade in prospect. The event of the month has been the Industrial Week, Nov. 20-25, when the entire city united in advertising by display and newspaper publicity Buffalo-made goods. Arranged by the Chamber of Commerce and Manufacturers' Club, it was participated in by the tobacco trade of the city and on Main street every tobacco and cigar retailer had decorated both the interior and exterior of their stores.

An exclusive exhibit was made at the Main street stores of Joseph T. Snyder of smokers' articles, including the fine leather novelties from the Cordova Art Leather Works, silver and bronze novelties from the Heintz Art Metal Company and an exhibition of the cigarette manufactory of the Blakeslee-Snyder Company, manufacturers of the "Pappas" cigarette. At the R. J. Seidenberg Company's stores silver and metal novelties for the smoker were shown and a mammoth display of the L. B. Cigar Company, of which Mr. Seidenberg is the president.

Noah Foster Company used a scheme of electric lighting which showed to good advantage the Buffalo-made goods for the tobacco trade.

The "Sol" brand is the first on the list of the new Seidenberg advertising price list which R. J. Seidenberg has just issued. The 'Sol" cigar is a big favorite in Buffalo and is the big sparkle in the electric light signs at the Seidenberg stores.

Roig & Langsdorf's cigars find an active market in the Elmwood avenue district and the drug stores in this vicinity are always well stocked with these cigars to meet the heavy demand of the trade.

Max Drewelow, who has long been a distributor of the cigars of Bayuk Brothers, finds that the demand has increased materially in the past year. Mr. Drewelow has one of the largest cigar and news stands on Main street.

All the cigar stands at the hotels and in the office buildings report an active trade. At the Statler Hotel, the Buffalo Advertising Club has just rented spacious club rooms where the weekly meetings and dinners are served and the cigar stand, run by R. J. Seidenberg Company, is largely patronized. At the Lafayette Hotel, the cigar stand in charge of the Joseph T. Snyder sales force, has profitted by the splendid new restaurant, just completed and opened under the new management and also by the close proximity of the Buffalo Automobile Club.

Manager Mary, at the Iroquois Hotel, has enlarged his display facilities at his stand which occupies a central position in the centre of the lobby of the hotel.

At Medina, N. Y., S. A. Cook & Company, large retailers, report a heavy demand for the "Reciprocity" cigars. This territory is covered by Fred Howell who has made good sales for this special brand.

A fine new store has recently been opened in Batavia, N. Y., by E. A. Friedly and Company. The store is centrally located and has every modern equipment besides carrying a large stock of tobacco, cigars and cigarettes.

Link & Company, jobbers, who recently enlarged their quarters, have been doing a record breaking business. They have taken the agency for the "El Toro" cigars and have gone into the pipe business extensively.

H. E. Smith, who has an attractive store called "Ye News Shoppe," in Lockport, N. Y., has already started a good holiday trade. Window displays show large assortments of Christmas packages of cigars and cigarettes.

The new "Laurens" cigarette is an attractive feature of the trade at the down-town hotels. Members of the crew who have been covering Buffalo and surrounding towns are W. S. Lybolt, Geo. A. Lynch, Eugene Pohly, H. Michaels, R. Schroebel, H. Brighton, and C. W. Van Tassell.

"La Nora" a Notable Union made Cigar

The McSherrystown Cigar Company has made notable progress with their "La Nora" brand of five cent union-made cigars. It has been on the market about a year and already over 1,000,000 have been sold with repeat orders coming in steadily. Through prominent distributing houses they have a fine outlet. They are selling finely in the Northwest through one of the leading houses of Minneapolis, while in St. Louis, Detroit, Washington, D. C., and the Pacific Coast they are growing in sales constantly.

Office and factory is at McSherrystown, Pa.

Edward J. Elkins, cigar dealer of North Market street. Frederick, Md., is making his store attractive by a number of up-to-date improvements.

Factory Notes

T. J. Kelly, until recently employed at cigarmaking at Webster, South Dakota, is opening a cigar factory at Charles City, Ia.

The cigar factory of Fred. Olson, 3716 South Sheridan street, Tacoma, Wash., was partially destroyed by fire several days ago.

An up-to-date fire-escape has been placed on the east side of the Limestone Cigar Factory on West Second street, Maysville, O., conducted by E. A. Robinson.

M. A. Yates, a cigar manufacturer, of Monmouth, Ill., has filed a voluntary petition in bankruptcy. Liabilities are placed at nearly $1,000 and assets at nearly $300.

D. W. McLeod has purchased the interest of W. F. Geddert, in the firm of McLeod & Geddert, at Alpena, Mich. Business will be continued at 134 W. Chisholm street, as before.

The cigar factory of F. W. Wickel, Durango, Col., is being enlarged by adding an adjoining building to the establishment. A confectionery and retail cigar business is being done.

The cigar factory of the Mid-West Cigar Co. at 1213 Harney street, Omaha, Neb., was seriously damaged by fire some days ago. It was well stocked with tobacco at the time and the fire inflicted a severe loss to the proprietors.

C. D. Zuber, cigar manufacturer, of Litchfield, Ill., has taken larger quarters in the Appleton Building and will extend his operations. He has been in the business eighteen years, and makes "Zuber's Favorite," "Hy Art," "Blue Bonnett," "Zubero" and "El Triumfo."

The Schwartz Tobacco Company, Eighth and Orange streets, Wilmington, will shortly move to their new building at Ninth and Walnut streets, where it will employ almost double its present force.

An application has been made for a charter for the Brunswick Smoker Manufactory, of Brunswick, Ga. The applicants were J. Prim, L. Artau and Fred Pfeiffer, all of Brunswick. It is proposed to engage in the manufacture of cigars, etc.

Morris Roth, cigar manufacturer at Liberty, N. Y., against whom bankruptcy proceedings were filed on September 21st, has made a settlement with his creditors at forty cents on the dollar, payable ten cents cash and thirty cents in three notes at two, four and six months, indorsed, has been dismissed from bankruptcy. His liabilities amounted to about $6500.

Application for a charter has been filed in the Probate Court at Montgomery, Ala., by the Southern Cigar and Soda Company, the capital stock being fixed at $10,000, by E. W. Clapp, P. A. Travis and Hugh D. Jolly.

The Columbia Cigar Company, Columbia, Pa., employing two hundred strippers and cigarmakers, is arranging to increase its present facilities.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, November 22.

DURING the first part of the past fortnight our market was rather quiet and very few transactions took place, owing to the want of buyers, but as we have had a number of important ones during the past week quite some large sales have to be recorded. If all the purchases should be added they would sum up to nearly 9,000 bales, but as part of them consisted of previous transactions (reservations) the actual sales from first hands were only a little over 7,200 bales, and in order to keep our records straight only the latter figures are taken into consideration.

As far as could be learned the prices have been fully maintained on all choice vegas, for Vuelta Abajo, as well as for Remedios, while possibly Partido wrappers may have been sold at a trifle below the figures which have been current here during the past summer.

As it appears doubtful how the coming crop may turn out our dealers have become more hopeful again, and are less disposed to loose any money on their holdings, as they reason that there will be a demand for all good vegas. Undoubtedly we can count upon a good many buyers to come here yet, and if they do not come here this or next month they are bound to come here next January or February at the latest.

As regards the new crop we are still entirely at sea what the outcome is finally going to be, as there is enough complaint heard of too much moisture in the soil, through continuous rains, in a good many places. While all these reports have to be taken with caution, still it is but reasonable to suppose that some damage has been done. The worst thing is not the loss of the cost of the seedlings and the labor, but the loss of time, and the eventual scarcity of seedlings after the fields have been plowed over again. At the moment, it is stated, that the price varies from $2.50 to $3 per thousand, which, if continued, would make the future cost of the tobacco too high to the veguero. However, it is to be supposed that this is only a temporary drawback and that the prices will come down again, just as soon as the supply of seedlings will be abundant. In any event it looks now as if the bulk of the crop will not be so very early, excepting only a very small part, but still if the temperature should be favorable henceforth there may be yet a fair chance of a good crop.

Sales from first hands during the past fortnight amounted to 7,265 bales, or divided represent 4,073 Vuelta Abajo, 1,412 Partido, and Remedios 1,780 bales. Buyers were: Americans, 2,429; shippers to Europe, 2,124; to South America, 209; and our local cigar and cigarette manufacturers, 2,483 bales. Exports of leaf tobacco from the port of Havana for the period from November 6th to November 18th were: To all ports of the United States, 7,232; to Europe, 2,367; to South America, 289; or making a total of 9,888 bales.

Buyers of Leaf Tobacco and Cigars.

Arrivals: Arthur Hunter, of John Hunter, Morris & Elkan, London (England); Luis Martinez, of Luis Martinez Havana Co., Key West; Antonio Maseda, of Key West; A. W. Kaffenburgh, of I. Kaffenburgh & Sons, and C. A. Sullivan, of Waitt & Bond, both of Boston; Benito Rovira, of Benito Rovira Co.; Luis Greenhall, of Greenhall Bros.; Morris Rosenberg, of M. Rosenberg & Co.; Otto Sartorius, of Sartorius & Co.; Julius Davis, of Julius Davis & Co.; H. Anton Bock, of H. Anton Bock & Co., all of New York, and Florencio Vega, of Florencio Vega, from Chicago.

Returned: Henry I. Bernheim, of I. Bernheim & Sons, and José Garcia, of F. Garcia & Bro., both of Havana and New York; Ladislao Menendez, of Menendez & Co., and Heinrich Runken, of H. Upman & Co., both of Havana.

Departures for New York: H. H. Strater, Benito Rovira and H. Anton Bock; for Boston, C. A. Sullivan and A. W. Kaffenburgh; for Key West, Antonio Maseda; for Philadelphia, Frank Dominguez.

Increase in Cigar Exports.

The official custom house returns for the second half of October of our exports of cigars from the port of Havana are as follows, viz:

	1911.	1910.	Increase in 1911.
Oct. 16 to Oct. 31,	8,516,795	6,208,107	2,308,688 Cigars.
Jan. 1 to Sep. 30,	142,532,017	126,355,543	16,176,474 "
Jan. 1 to Oct. 31,	151,048,812	132,563,650	18,485,162 "

As will be seen by the above figures business in our cigar factories has continued to be very satisfactory for the time being, as nearly all of them still hold enough orders to give plenty of work to their cigarmakers. The demand from the United States is strong, likewise from England, while the calls from Germany have decreased somewhat. Canada, the South American Republics and Australia send in, however, enough orders to make up for any deficit to Germany. How France will act cannot be told until next month, as the orders have not been distributed for the year 1912, but it is feared now that there may be a reduction, as evidently through the raise in duties the consumption has decreased. Notwithstanding that the government of France thought to benefit its treasury income through the increase in the tariff on cigars, it is said that the effect has been a contrary one, and there is a deficit instead. No progress has been made by our diplomats and the Spanish Minister here to come to a settlement of the points in dispute about the so-called "Modus Vivendi," or treaty with Spain.

H. Upmann & Co. report their factory is fully occupied and they have still enough orders to execute to keep the factory busy for some months to come.

Partagas' new departure to sell to any customer, in any country, that may wish to order goods, and which had been inaugurated by Don Eustaquio Alonso, has certainly given excellent results, as the factory has increased its output to a large extent and is at the moment overcrowded with orders.

Sol is making a good headway likewise, as its order slate is still very bulky and the factory is working under full steam for all the principal markets of the world.

Castañeda is beginning to note that the quality of their cigars has been duly appreciated by their old, as well as new, customers, and as a natural consequence the calls for their cigars have greatly augmented.

Henry Clay and Bock & Co. are very busy filling good, substantial orders to all the principal countries of the globe.

La Diligencia is doing quite well and has no complaint to make, as the calls from their customers are better this year than last.

La Flor de P. A. Estanillo has made quite a hit with their brand "Flor del Fumar," as the first trial shipment to New York had hardly reached the store of the consignee when he cabled at once for a duplicate repeat order.

La Flor de Jose Otero has also reason to be very well satisfied with this year's business, as the same shows a handsome increase over last year.

Other busy factories comprise Romeo & Julieta, La Excepcion, Por Larrañaga, Allones, Ltd., C. E. Beck & Co. and La Devesa de Murias.

Buying, Selling and Other Notes of Interest.

Menendez & Co. sold 2,000 bales of Vuelta Abajo Partido and Remedios during the past two weeks to their customers.

Benito Rovira came to register his share of his packings, as well as previous purchases, and left very well satisfied with his present holdings, which are in the neighborhood of 2,000 bales, consisting of the very best kinds of tobacco grown this year, and from the choicest districts of the Vuelta Abajo, Havana and Santa Clara provinces.

José Diaz Longa was seller of 1,100 bales of Vuelta Abajo.

J. F. Berndes & Co. has been a big buyer for the European market, as the purchases foot up to 1,567 bales.

José F. Rocha closed out 900 bales of all kinds of leaf.

Hija de José Gener acquired 1,100 bales of Vuelta Abajo for her "La Excepcion" factory.

Sobrinos de A. Gonzales sold 800 bales of Vuelta Abajo, Partido and Remedios. They shipped to the Spanish Regie 250 bales leaf tobacco per Spanish steamer "Alfonso XII" on the 20th inst.

The many friends of Don Antero Prieto & Gonzales will undoubtedly be glad to hear that the operation on his daughter (for appendicitis) has been successfully performed in Paris and that the little sufferer is recovering rapidly.

Boning & Co. were buyers of 950 bales of Remedios.

Garcia & Co. disposed of 500 bales of leaf tobacco.

Leslie Pantin has at the moment no customer in town, but this is no obstacle of his not being in the market, as he has always orders from his customers, and from good sources, it is learned, that his purchases sum up at least 500 bales.

Rz. Bautista & Co. turned over 483 bales of all kinds of leaf during the last fortnight. They intended to plant a very large quantity of seedlings this season in their famous farm "La Divina," but unless the rains should stop they are much afraid that the crop will be at least greatly delayed, if nothing worse should occur, as they had to replant already several times.

H. Anton Bock increased the stock of leaf tobacco for his "Don Antonio" factory at New York through further purchases of 500 bales of choice vegas of Vuelta Abajo.

Herrera, Calmet & Co. sold 350 bales of second capaduras of Remedios.

Colonel Alvaro Garcia was a buyer of 700 bales of prime vegas of Vuelta Abajo.

José Menendez was a seller of 342 bales of Vuelta Abajo and Partido.

The Cuban and Leaf Tobacco Co. purchased 500 bales of tobacco during the past fourteen days.

Aixala & Co. closed out 300 bales of Partido and Remedios. Amongst them were 100 bales of wrappers, for which they say they obtained $50,000, and which were of the finest grown this year.

Frank Dominguez left on the 20th inst. for his Philadelphia home after having secured 400 bales additional of leaf tobacco, thus completing the purchases of E. A. Calves & Co., around 1,000 bales in all, since he came here. He has promised his friends, however, another visit to Havana before long, as it seems his firm has been quite successful in turning over nearly everything he had bought.

José C. Puente sold over 200 bales of leaf tobacco.

H. Upmann & Co. bought 225 bales for export to Europe.

Elias Diaz & Co. made some transactions of 250 bales of Vuelta Abajo to local manufacturers.

Mark A. Pollack purchased 200 bales upon cable orders for his customers during the past two weeks.

M. Abella & Co. sold 150 bales of Vuelta Abajo to their customers.

Diego Montero was a buyer of 203 bales for his Buenos Ayres friends.

A. M. Calzada & Co., Don Antonio, has been away in the country for awhile in order to be well-posted about the coming crop, and this may explain why he only closed out some small lots of Vuelta Abajo to local manufacturers running up to 150 bales.

Lennie Greenhall has been operating very cautiously so far, but as he is still in town he may yet add considerable to his requirements.

Camejo yi La Paz had a quiet fortnight, as they were sellers only of 125 bales of Vuelto Abajo. Don Narciso Camejo is, however, now in the Vuelta Abajo to study the prospects of the coming crop. They still hold a large stock of choice Vuelta Abajo vegas.

Juan Diaz Inguanzo was a buyer of 200 bales of Vuelta Abajo Colas additional for "La Verdad" cigarette factory.

Gonzalez y Hno sold 350 bales of leaf tobacco to northern and local buyers.

The principal shippers during the past fortnight were: J. F. Berndes & Co. (1,567), Leslie Pantin (916), M. Suarez (705), Sylvester & Stern (580), I. Bernheim & Sons (500), H. Upmann & Co. (527), John H. Cayro & Son (538), E. Ellinger & Co. (408), Rodriguez, Menendez & Co. (326), Mark A. Pollack (318). And below 300 bales: I. Kaffenburgh & Sons, Garcia & Co., José F. Rocha, Selgas & Co., Perez & Pando, Heinrich Neuberger, Suarez Hns, M. Stachelberg & Co., Alta Cigar Co., H. H. Strater, Bridat & Co., Michaelsen & Prasse, C. E. Beck & Co., and Monroe Commercial Co.

Receipts of tobacco from the country:

For Fortnight Ending November 18, 1911.			Since January 1, 1911.
2236	bales	Vuelta Abajo	174,382 bales
——	do	Semi Vuelta	13,336 do
163	do	Partido	18,734 do
3475	do	Remedios	104,162 do
14	do	Mayari	1,116 do
5888	bales		311,730 bales

ORETANIV.

The financial affairs of Thomas P. Quinn, retailer at 436 Asylum street, Hartford, Conn., are reported in a bad state, and a large number of suits have been instituted against him on claims aggregating $10,000. A committee of creditors is endeavoring to bring about a settlement.

George McCarty, proprietor of the Hamilton National Bank Cigar Stand at Chattanooga, Tenn., has opened a new cigar-tobacco store directly across the street from his present location. The new store will be known as "The Roundup."

Wm. Ross is opening a new cigar store in the Randall Block at E. Norwalk, Conn.

Cleveland Retail Trade Takes a Spurt

Factories Too Show Decided Improvement—Activity at Shields-Wertheim Factory

CLEVELAND, Ohio, Nov. 25.

WITH the exception of a few days of bad weather, the retail trade here has shown a decided improvement in the last few weeks. Dealers are stocking heavily in anticipation of a good holiday trade, and present indications point to a very favorable season. The leading dealers are displaying large assortments of holiday packings of cigars, pipes, humidors and other smokers' accessories.

The Shields-Wertheim Co. has an air of activity surrounding it, and the only complaint they have to offer is that they cannot fill their orders. The new sizes, "Admirals," "Commanders" and "Panatello Finos" have swelled their output to gigantic proportions and they are going along at a break-neck pace. J. B. Shields, president of the company, thinks the outlook for next year in the cigar industry is very promising. In fact, they are now anticipating doubling their output. Mr. J. C. Leverance has just returned from the West with a new bunch or orders, and he states it was the most successful trip of his career. Fred P. Shields is perfectly satisfied with his final swing around his territory. Orders from S. S. Stein, show that he is not overlooking any bets. Mr. Bert Smith, Southern representative, claims that "La Saramita" has grown to be as staple as sugar on his territory. Col. Louis B. Shields, the "Old Stand-by," is still showing the younger boys how to produce. M. E. Loeb, after a fling at the manufacturing game for a few months, is back to his old love, "Saramita," and producing with a vengeance. In fact, the writer found "La Saramita" factory just bristling with activity and success.

Fred Singer, the genial leaf tobacco man, from Rossin & Sons, spent a few days with the Cleveland manufacturers.

Jerry Wertheim has given up the cigar game to embark in a line of ladies' shirtwaists and dresses.

Henry Esberg, of Esberg-Gunst Co., stopped a few hours on his way West.

Hi. Hammer is in the city, after a very successful Western trip, and about the only complaint he has to offer is that the factory is not filling orders fast enough.

The Fred G. Gallmer Co., located in the old arcade, say that business is booming and that they anticipate a large holiday trade.

M. Glucksman, the retailer with the big smile, is preparing to open a fine cigar stand with billiard parlors in connection in the old Masonic Temple Building, opposite Hollenden Hotel, and claims when completed will be one of the finest in the State.

The Shields-Wertheim Co. are putting on a window campaign in the city. They are running from 15 to 18 "La Saramita" windows all the time and they are indeed a work of art.

Geo. W. Bassett, the cigarist, in the Osborne Building, is featuring the "El Sidelo" of Samuel I. Davis & Co.; "La Saramita," the Shields-Wertheim Co.; "Cinco," Eisenlohrs; "La Verdad," Simon Batt & Co., and reports business going along nicely.

HOLLANDER.

Frank Scott and Fred Clark, who have been employed for several years in the Watertown Tobacco Co. establishment at Watertown, N. Y., have opened a tobacco store in the Cherlebois Building and will do business under the firm name of Clark & Scott.

Patrick Dolan is opening a cigar store at Mount Holly, N. J.



Another Big Factory for Key West

Promoters' Proposition Approved by Chamber of Commerce—Name Not Yet Announced

Key West, Fla., November 24.

WITH November drawing to a close, and all danger of a hurricane having passed, there is absolutely nothing to prevent the year 1911 from being the banner year in the history of the trade. As a matter of fact, if no more cigars were made this year, all records would be broken. There is not a factory in the city, large or small, that is not far ahead of former years in their output. They have made more cigars in the eleven months of 1911 than they have made in the twelve months of former years.

What little time can be spared by the manufacturers is given to making preparations for the coming of the Flagler Over Sea Railroad, which is expected to be completed over the Florida Keys to this city by January 1st. The celebration to commemorate this event will be international in character, having received Government sanction, and foreign nations have been invited by the President of the United States to participate. Acceptances have been received already from several countries and more are arriving daily. The importance of this celebration, which will bring hundreds of representatives of other countries to this city, cannot be overestimated as far as the cigar industry is concerned.

Key West is soon to have another large factory. The name has not yet been given to the public, but propositions have been received from one of the prominent manufacturers and the matter has been taken up by the Chamber of Commerce. The proposition which has been made by the firm in question is a fair one, and has met with the approval of the commercial body. A certain amount of cash is required and the Chamber of Commerce has appointed a committee to solicit this amount through popular subscription. The committee will start work at once, and it is confidently expected that the amount will soon be raised. Subscriptions of a like character have been sought many times before in Key West and have always met with a liberal response; there is no reason to believe that this case will be an exception.

The new factory of the Havana-American Company has been completed, but the company will not move from their temporary quarters to the new building until after the fall rush is over. Manager H. E. Mahoney, accompanied by Mrs. Mahoney, returned home last week from a vacation spent in the South and in the Middle West. First Vice-President Preston Herbert, of the company, spent a few days here this week en route from Havana to New Orleans and Chicago.

General Manager Francisco Arango, of the Henry Clay and Bock & Co., of Havana, was a through passenger on one of the P. & O. steamers this week returning to Havana.

A large number of cigarmakers, accompanied by their families, have arrived on the last few steamers from Tampa. The good ones are immediately put to work, as there are plenty of seats for good workmen here.

President Luis Martinez, of the Martinez-Havana Cigar Co., is in Key West again after attending the funeral of his sister, who died in Cuba a short time ago. This factory maintains the rush which has been on there for several months.

Mrs. Fernandez, wife of R. Fernandez, of the R. Fernandez Havana Cigar Co., left last week for Chicago in the interests of the firm. Mr. Fernandez is on his way from New York to Havana and will return to Key West in a few days.

Chas. Wolf, of S. Wolf's Sons, while in New York in the interests of his firm, was seized with an attack of appendicitis and was taken to one of the hospitals. For a time it was thought that it would be necessary to operate upon Mr. Wolf, but telegrams received yesterday were to the effect that he was improved and that it was now probable that the operation could be dispensed with. He will return to Key West as soon as he is able to travel.

George Kraus, head western salesman of the Ruy Lopez Co., arrived in Key West this week and is spending a few days at the factory. Mr. Kraus states that the demand for the Ruy Lopez brands is growing rapidly and that the territory is being enlarged and heavier orders are coming in from the territory in which the cigars have been sold for years. President John Wardlow, of the Ruy Lopez Co., and Mr. Kraus will leave for Havana tomorrow and will spend a few days there looking after matters of interest to the company. Mr. Wardlow will return to Key West and Mr. Kraus will go through to New York.

A wedding of note took place last Tuesday night, when Miss Margaret I. Roberts, daughter of Superintendent Claude H. Roberts, of the Cortez Cigar Co., was married to W. M. McIntosh, vice-president of the Peninsular Paper Co., of Tampa. The ceremony was performed at the residence of the bride's parents and was attended by many friends of the young couple. Mr. McIntosh is well known in the cigar trade, having been previously connected with the Havana-American Co. in Key West and Tampa. They will reside in the latter city.

A baby boy was born to Mr. and Mrs. Norberg Thompson in New York last week. Mr. Thompson was in New York at the time and will return to Key West in a few days to attend to the rush which is being experienced at the box factory. The output of this institution is increasing every week.

José Lovera, of the José Lovera Co., will arrive in Key West, December 1st, from Tampa. The business of that firm is growing rapidly and they have many orders on file. There is not a single empty seat in the shop.

The E. H. Gato Cigar Co. is keeping up with the 2,000,000 mark and still they are rushed to fill the orders.

Manager A. W. Arnold, of the Ferdinand Hirsch Co., reports the usual holiday rush in addition to the increased demand from the regular customers.

The Key West Cigar Factory is one of the busiest shops in the city at the present time. Secretary George Robinson states that the orders are coming in so fast that they are hard pushed to keep up with them. He says that it will be only a short time until they are obliged to look for larger quarters. This firm has made wonderful strides in the short time it has been in existence, and it is rapidly taking its place in the front ranks of the factories of the country.

N. B. RHOADS.

Michael McGrath, of South Windsor, Conn., has purchased the retail cigar and tobacco business of Thomas P. Quinn, at 436 Asylum street, Hartford, Conn.

W. W. Pike is preparing to open a new retail store in the Chessman Building on Main street, Groveton, N. H.



DETROIT, Nov. 25, 1911.

THE month of November has evidenced no abatement in the pressure of manufacturing energies, while in jobbing and retail lines the approaching holiday rush is already setting under way. The "holiday package," foundling of the salesman but detested by the factory manager, is about as much in evidence as in former years although strenuous efforts were opposed to its encouragement by factory managers generally. Mr. Rosenberger, of San Telmo Cigar Manufacturing Company, declares they are so far behind with regular business it was simply impossible to meet the requests of their accounts for holiday packages. The Surety Cigar Company, on the other hand, were so fortunate or unfortunate (as you will) as to introduce a gift package, actual cases, vest pocket size, of cigars packed in 80ths under the titles of their leading factory brands and designated by the front mark "Epicures." Since the first sale of this package Billy Lichtig has been in despair, not knowing how to appreciate the vociferous and insistent demand for this package and take care of regular business as well.

Every month shows development in the sales of The Surety Company and now that they are well advanced into the second half-year of their existence it is a reasonably safe prognostication that their business will double in volume within the next few months. Mose Eisenberg returned yesterday from a three weeks' trip the net results of which are nine new jobbing accounts and several deals still pending.

Incidentally I wish to mention that the H. W. Watson Company have secured the Detroit distribution of the Surety's new clear Havana "Charles VIII" thereby manifesting commendable enterprise and appreciation of Detroit labor.

G. C. Damon, until recently general manager of Harry Watson stands, is now in charge of the wholesale branch of the H. W. Watson Company, lately opened on Washington boulevard, and Charles Bird, who had the Griswold House stands in his care, has been advanced to the place just vacated by Mr. Damon. The Watson stand at Hotel Burns is now presided over by John Reid, formerly with William Moore, Saginaw, assisted by Miss Alma Stocker.

Wilson W. Tucker, manager of Hotel Gorman stand, was in a bad shape for a week or more during which it was feared he would develop pneumonia. He is back on the job again notwithstanding a wracking cough that is distressing to hear and behold.

Through error, the new address of Claude E. Howell was given in my last letter as 311 Grand River Avenue instead of No. 133. Mr. Howell now has humidor facilities to accommodate more than two and one-half million cigars, enabling him to send forth every box, of all qualities and grades, in best possible condition. "The New Bachelor" cigar of J. T. Dunn & Company is one of Mr. Howell's leading favorites.

Edward C. Schanroth, 15 State street, was just about to do some stunts in window trimming when I called. He is Detroit's dispenser of Rigby's "Monogram" and other cigars. Says things have been going satisfactorily and the future looks bright enough.

Fred J. Harris is manager of the Best & Russell Company retail department here, at 66 Woodward avenue, which, for the present, is the only local retail stand the company has in view. The store, which was formerly the Robert L. Fee stand, has been entirely refitted and redecorated. Solid mahogany fixtures following the uniform design of the Best & Russell Company stores have replaced the old. They are the work of Charles Francis, of Chicago. An artistic touch is imparted to the exterior no less by the bowed shop windows than the harmonizing of colors. Within and without the impression obtained is one of elegance and taste. The company have been in possession of the premises since July 1st. The formal opening of this newly embellished boudoir of "My Lady Nicotine" takes place today.

Bert Johnson has been kept exceedingly active with his new venture at the G. & R. McMillan Company. In a few days old patrons will scarcely recognize the place. Beginning tonight, new wall-cases, show cases and plate glass counters will be installed by The Detroit Show Case Company, not alone in the cigar and liquor department but throughout the meat and grocery departments also.

Reports in the daily press of damage to M. A. La Fond & Company and J. T. Woodhouse & Company by the big fire of November 14th, in which the Garton-Fisher-Wills Millinery Company were wiped out, were grossly exaggerated. It was stated that the damage entailed by La Fond was over $25,000, and that the Woodhouse loss would be all of $100,000. Both firms suffered from smoke and water but the damage to the Woodhouse Company was mostly on the fourth and fifth floors where they keep their tins, paper, advertising matter, etc. La Fords were fortunate in that they were afforded sufficient time to place the bulk of their stock into their humidors and under cover. They were also lucky in that the water that entered their store came almost altogether down the west wall, while their humidors are attached to the east wall, and their entire cigarette stock was at the southeast corner, furtherest removed from all smoke and damage. "I was wading around here almost to my knees," said Charles La Fond. "It was exciting while it lasted. Our loss was slight though and I expect to make a settlement with the adjusters today at a little bit over $500." The settlement of the Woodhouse firm, it is understood, is considerably under ten thousand dollars. Manager Heath stated that whatever tobacco or cigars were damaged would be returned to the factories.

The "Pastora" broadleaf triumph of the San Telmo Cigar Manufacturing Company, is steadily and inevitably assuming a commanding position in the broadleaf trade. Their "Velvo," five-cent seed and Havana, has proven an immediate hit so much so that telegraph orders from distributors are being received daily.

The Temple Cigar Store, 23 Monroe avenue, was sold October 1st by M. A. La Fond & Company to James L. O'Brien. Mr. O'Brien is in the employ of the tariff department of the Michigan Central Railroad and will take no active part in the management of the store. His brothers, William E. and J. S. O'Brien will be in charge. Both are experienced in the line, the former having been for ten years with Peter Mitts, of the Bancroft House cigar stand, Saginaw. An excellent general line is being carried. At the time of my visit the window was occupied with a display of "El Portana," made by the G. J. Johnson Cigar Company, Grand Rapids, Michigan.

A tidy little trade is done by Sam C. Whited, 789 Woodward avenue. He has a faculty for making friends and evidences good judgment in his selection of brands. Prominent in the case are "Rigoletto," "First Consul," "Reynaldo" and "Swift" among best selling Havana goods. There are many good nickel brands but "El Borita," of John Steigerwald & Company, Philadelphia, and "Flor de Luis," of Alvarez & Garcia, Porto Rico, merit especial mention. The latter smoke is jobbed here exclusively by Charles Coombs.

C. H. Brockway has purchased the business of E. Daniel, 713 Woodward avenue, and took possession on 23rd inst. Mr. Brockway is originally from Flint, Mich., where he had some experience in the line a number of years ago. For the past fifteen years he has been in the employ of The Diamond Match Company.

Art. Klotz sold his cigar stand, at 311 Woodward avenue, to W. C. Pierce a few days ago. Art. thinks the stand at 28 Michigan avenue sufficient to occupy his attention. He has an excellent following there. A new broadleaf Havana cigar shown there is the Louis Kindling Company's "Alcazar," shown in two sizes, "Reina Victorias" and "Rothschilds", both good sellers.

Business is good with Ed. Hayes, 20 Monroe avenue. He has a large sale of Josephson Bros.' "Jose Hermanos." Jno. Mahoney's "Delgado" is a prime broadleaf favorite.

Hart Bros., 152 Gratiot avenue, are preparing for an active holiday business, and are making a specialty of "Hart's Club House," their leading five cent cigar, in holiday packages. Since their occupancy of their new premises their retail and wholesale business have both grown wonderfully. Altogether they are well satisfied with the year's business.

S. Fox, delicatessen, 891 Woodward avenue, has a most effective display this week, showing a handsomely gowned lady surveying a window full of most alluring Thanksgiving Day suggestions, conspicuous amongst which were several boxes of the Surety Cigar Company's new "Charles VIII" Havana cigars, both in "Corona" and "Favorita" sizes.

Recent visitors: Ferdinand Cranz, robust and ruddy, aided and abetted by Simon Saks, of Chicago; Walter Hecht, E. Hecht & Co., Chicago; Harry Harvey, Chas. L. Coulton, Edgerton, Wis.; Jos. Zinner, M. Hoffman Leaf Tobacco Company, Marietta; Myer Jaskulek, Cleveland (taking baths at Mt. Clemens); Milton Falk and Nestor Schloss, G. Falk & Bro., New York; A. Hirsch, Jos. Hirsch & Son, New York; Ed. Jandorf, Keiser & Boasberg, Buffalo; Jacob Labe, Benj. Labe & Son, Philadelphia; Stephen Friend, Friend & Co., New York; Wm. Hanauer, Wm. De Muth & Co., pipes; G. G. Ernst, The Graham-Ernst Cigar Company, South Norwalk, Conn.; Sam Tigner, Wm. Tigner, Wm. Tigner's Son Company, Lima, Ohio; Frank Horning, H. Anton Bock & Co.; Victor Thorsch, T. J. Dunn & Co.; A. G. Kaufmann, A. G. Kaufmann & Co., New York; Leo Weiss, Am. W. I. Trading Company, New York; Jacques Planco, Ruy, Suarez & Co.; Henry Alces, Simon Batt & Co.; Ed. Vanderlip, Portuondo Cigar Manufacturing Company, Philadelphia; Wm. Gorman, Church McConnell Company, Toledo; F. Bassett, Ruy, Lopez & Co., Key West; M. Abrams, Garcia, Vega & Co.; Jos. Wertheimer, Jose Lovera & Co., New York and Tampa.

S. F. HEAVENRICH.

'Frisco Feels Throb of Holiday Trade

Jobbers and Retailers Report Increased Business—Important Changes Noted

SAN FRANCISCO, CAL., Nov. 20.

INCREASED activity is reported by all of the cigar and tobacco houses of San Francisco. The approach of Christmas and the gradual influx of new people into the city since the work on the exposition commenced are cited as promising for the future. Already both tendencies are making their influence felt. Fancy boxes of cigars are coming in for the Christmas sales, and retailers report a far better sale than at the corresponding period last year. As usual, San Francisco is a Havana town, though domestic goods and Manilas are being very largely sold.

The Pacific States Tobacco Company, of Los Angeles, has opened a branch store in this city at Hayes and Franklin streets. The company is a consolidation of a number of Los Angeles retailers.

A. Determann, manager of the Manila Cigar Company, of Manila, P. I., writing to I. Danziger, of this city, states that he is taking a holiday in Germany.

Bauer Hess, traveling representative of Ehrman Bros. Co., has returned from New York and will very shortly begin his work in this territory again. L. Ehrmann, of the same firm, has gone to Manila in the interests of the firm.

Irving Hess, factory representative of the "Optimo," has gone to Portland, Ore., for a few days.

Walter L. Kohlberg, manager of the La International Cigar Company, of El Paso, Tex., is visiting this city.

Herman Moss, of the S. R. Moss Cigar Company, of Lancaster, Pa., whose headquarters are in San Francisco, has gone on his Northwestern trip.

Emil Judell, of H. L. Judell & Co., has started on his return trip from New York and on the way will stop at some of the Western cities. The firm is changing its quarters to 223-225 Front street. The new premises are much larger and more convenient than those now occupied, the floor space being three times as great.

Fred Barman, of Barman Bros., Los Angeles jobbers, is spending a few days with the San Franciso trade.

Geo. A. Saalburg, of Bier & Saalburg, is on his way to New York, and will spend several weeks visiting Eastern manufacturers.

A. L. Samuels, proprietor of Samuels' Smoke House, which operates retail cigar stores at Sacramento, Stockton, Fresno and Taft, Cal., has been visiting the local jobbers this week.

The Edw. Wolf Company got out of the Custom House a few days ago the big shipment of La Insular Manila cigars which arrived on the Mongolia. The goods were all disposed of prior to arrival, and are being shipped out as fast as possible.

W. I. Pixley, coast representative of a number of lines of smoking tobacco, has just returned from a two months' tour of the north coast States.

The Bercovich Company, operating a chain of retail stores in San Francisco and neighboring towns, has promoted W. W. Wilson, who has been for some time in charge of the stand at Powell and Market streets, to the position of general sales manager for all the stores.

California has not been prominent in the past as a tobacco producing State, but for several years a small crop has been grown with increasing success, and it is believed that the output will gradually grow, as there is a ready market in San Francisco. The Turkish type of tobacco is favored, the growers being members of the Armenian colony near Fresno, Cal. From Exeter, in that district, it is reported that 50,000 pounds of this year's crop have been sold by Mr. Chilikian to Messrs. Whitaker and Gilham, of this city, who are acting for cigarette factories.

W. E. Butterfield, a local retailer, was seriously injured in an automobile accident a few days ago, and the outlook for his recovery is doubtful.

Sol Rosener, vice-president of the José Lovera Company, who was in San Francisco recently, has left for the East after a short visit to Los Angeles.

B. W. McIntosh, coast representative of the R. A. Patterson Tobacco Company, is expected home this week from a month's visit to the Hawaiian Islands.

J. C. Wood, coast traveler for the "José Vila," returned last week from a successful trip through the Sacramento Valley, and is now finishing up his year's business in this city. He expects to go South about the end of the month, and will spend the holidays in Los Angeles.

Wm. Bercovich, of the Bercovich Company, has just returned from Los Angeles, where he has been taking orders for the Luis Martinez line. Though well satisfied with the results of his trip, he says that the situation in that city is rather uncertain, owing to the closely contested municipal campaign.

A. Lobree, formerly salesman for the Manila Cigar Company, is now traveling for Herman Kieser, a local jobber

M. A. Gunst & Co. state that their holiday business is far ahead of the same time last year, and they look for an extremely active movement of high priced goods toward the close of the year. M. A. Gunst & Co. have for the last two years paid a great deal of attention to the jobbing business in pipes and smokers' supplies. They report a shortage of goods in some of their more popular lines of cigars.

M. Reinhart, of the Edw. Wolf Company, who recently returned from his European trip, is now back in the harness, and spent the past week with dealers in the Sacramento Valley.

A number of local cigar, cigarette and tobacco manufacturers placed displays last week at the exhibition of the Home Industry League in the Emporium Building. The exhibition attracted a large crowd and was considered highly successful.

L. Stowell, traveling on the coast for the Surbrug Company, is back from a visit to the trade in the Sacramento district.

H. S. ALLEN.

Al. Sorenson, who has been a road man traveling out of Waterloo, Iowa, calling on the cigar trade, contemplates entering the retail cigar business at Cedar Falls, Iowa, about January 1st next. Quarters will probably be obtained in the Citizens' Savings Bank Building, which will be vacated by them for new quarters.

The cigar store of E. W. Harris, 28 E. Eighteenth street, Chicago, was entered by two burglars some days ago. One of the men pointed a revolver into the face of the proprietor while the other rifled the cash register, securing between $150 and $175. A third man stood on guard at the entrance to the store while the others accomplished their purpose.

S. W. LaShelle and Jasper H. S. Fisher, proprietors of the LaShelle Cigar Co. at Marshalltown, Ia., were arrested some days ago by local police on a charge of illegal cigarette selling. They claimed that the cigarettes seized by the police belonged to customers and were not on sale.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Busy Trade at Lancaster

Cigar and Leafmen Erecting New Buildings—Local Trade Changes

LANCASTER, November 29.

CIGAR manufacturers generally are bending every energy toward getting orders filled, but a number of leaf men are complaining of a quiet trade at present. Goods sold are mostly such as are needed for immediate use. A big production in cigars will be shown this month, and some are of the opinion that it will eclipse the records of some years past.

By way of celebrating the twenty-fifth anniversary of the introduction of "Lancaster" long cut tobacco, J. G. Shirk, the well-known manufacturer and jobber, is this week offering a special free deal, to dealers, and with orders for 100 pounds there are shipped 10 pounds free. The offer is being taken advantage of by many who know the merits of "Lancaster" long cut tobacco, and its free selling qualities. While this brand is already selling liberally it is expected that this special deal will give it another permanent boost.

The Shirk Leaf Tobacco Company was recently formed here by J. G. Shirk and his brother, A. Urban Shirk. A building lot 62 by 127 feet has been secured on Concord street on which it is proposed to immediately erect a warehouse that will afford storage for a couple of thousand cases of leaf.

S. N. Root, of Root & Baker, packers at Landisville, returned some days ago from a trip to California.

S. R. Kocher, leaf packer at Wrightsville, is showing samples of some exceptionally fine 1909 Pennsylvania leaf, which has gone through a second sweat this summer and is fully matured for manufacturing purposes. He informs me that he also has some choice lots of 1910 tobacco to offer.

The M. Kinports Cigar Manufacturing Company, now at Manheim, is securing a factory at Reamstown and will ere long remove its business to the latter place.

Dan Manheimer, of the Imperial Cigar Company, returned last week from an extended trip through the West. He brought in a big batch of orders which will keep the factory busy until the end of the year.

Fred C. Duff, of Duff Brothers & Company, has purchased the brick tobacco warehouse, 227, 229 and 231 N. Cherry street. The building has been used for tobacco purposes for a number of years and will make a commodious factory.

The business of this firm is growing steadily and it will require all the facilities which these buildings will afford.

A new retail store has been opened at N. Prince and Orange streets, by McLaughlin & Son. The place has been thoroughly renovated and finely fitted up with modern fixtures. All the leading popular brands of goods will be carried in stock. At present they are featuring the "King" 5c. cigar, made by J. G. Usner & Son, of Rothsville, Pa.

Wm. H. McLaughlin leaf dealer, will, on January 1st, take possession of a warehouse on N. Charlotte street, formerly occupied by John H. Greenly, trading as the Iona Tobacco Company, and purchased later by John F. Brimmer, a well-known leaf packer. Mr. McLaughlin's present warehouse on South Water street will be used as a warehouse by Ziegler Brothers, now on Market street.

A change has taken place in the personnel of the Our Principal Cigar Company, at 106 E. King street, distributors of "Our Principal" cigars, by the withdrawal from the firm of C. E. Whisler, who is complaining of ill health. The business however, will be continued by H. F. & J. F. Sherick.

S. N. Mumma is erecting a fine new brick warehouse at Landisville just opposite their present building. It is a three-story and basement structure, 110 by 43 feet, and is to be completed in time for receiving 1911 crops.

New Columbus Stogie Factory Opened

G. P. MOHR, a stogie manufacturer, formerly located at Calipolis, Ohio, and who removed his business to Columbus, Ohio, has leased a portion of the Peebles Building at 129 East Gay street, where he has installed a factory.

The first product of the factory is now on the market, and within a short time quite a large force will be employed. The goods of Mr. Mohr's manufacture have had a good sale in the vicinity of Columbus for several years, and it is expected that the change in location of the factory will enable him to develop an even larger business in that vicinity.

York Holiday Rush About Over

Business not as Large as in Some Former Years

YORK, PA., November 28, 1911.

THE rush in turning out holiday goods is about over among cigar manufacturers here, although many factories are still working overtime on standing orders.

The real active season has been a short one this year, and manufacturers in many instances are somewhat disappointed that the volume of business was not greater.

W. S. Nye, well known cigar broker of Kansas City, was a prominent visitor among local manufacturers this week. Mr. Nye makes regular visits to his factories each year to formulate plans for another season.

L. L. Schloss, a Chicago cigar broker, is expected almost any time. He represents a number of York County factories in his territory.

The "Castle Hall" cigar, made by D. S. Erb & Co., of Boyertown, and distributed here by Harry E. Hain, is gaining in sales at a rapid rate. In fact, it is one of Mr. Hain's leaders in the nickel variety.

There was not a more active salesman among the trade this week than Raymond A. Heiland, representing the American Sumatra Tobacco Co. of New York, in placing their line of choice Florida tobaccos.

Henry Steiner, of Wm. Steiner, Son & Co., lithographers, New York, accompanied by Fred Bauer, traveling representative with the house, were circulating in the trade here during last week.

There has been plenty of gossip over in the tobacco trade since it became known here that E. S. Sechrist, of Dallastown, was involved in financial matters, and his recent actions have been subjected to severe criticism.

While no one has been able to interview Mr. Sechrist, who had not been about for some days, it has been variously estimated that his total indebtedness would reach anywhere from $40,000 to possibly $50,000, and aside from some real estate little of value as an asset has thus far been found. Some of the better posted members of the trade declare that they regarded his financial standing as weak for several years, and yet he had been promptly paying his obligations in many instances. His present trouble is attributed to selling goods too cheaply.

Some days ago he announced that he expected to change his business entirely and manufacture goods exclusively for one large handler, and yet he continued to make some purchases of leaf, some of which reached him only a day or so before he suspended operations. This, together with the fact that on the day before closing down he had been favored with a remittance to assist him in meeting pay rolls, has created much bitter feeling, and while no definite action has yet been taken by creditors, it can be easily surmised what they are likely to do, and bankruptcy proceedings have been expected daily. Creditors are scattered from Baltimore to New York, and local dealers are also heavily involved.

Reading Rolling Up Big Business

Factories Busy on Regular Goods, Promise to Eclipse Last Year's Record

READING, PA., Nov. 28, 1911.

THE manufacturers are now on the home stretch in their production for the year, and present indications are that a majority of them will eclipse last year's records. No particular attention has been paid to special holiday packages this year by some of the leading factories because the demand for regular goods has been sufficiently large to keep them busy.

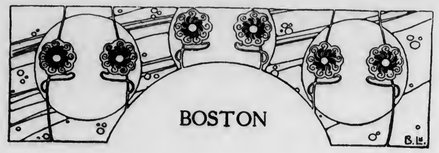
John G. Spatz, of J. G. Spatz & Co., is closing a swift campaign through the West, where he has met with a brisk business everywhere he has been. Locally the brands of this factory are also enjoying a good sale; particularly the "Heidelberg" and "El Volcano" which are ten and five cent goods respectively.

Chas. Breneiser & Sons, who have taken on the "Goodina" five cent cigar made by the G. H. P. Cigar Company, of Philadelphia, are showing an attractive display of them in several shapes, in their Seventh street show window. On the Penn street side of their prominent store they are showing the "Breneiser" brand, which is a high grade ten cent cigar.

Eline & Kutz have a big run on their "Bard of Avon" five cent, and "Soul Kiss" ten cent cigars. In fact their five cent leader has become one of the biggest selling cigars in the city.

J. U. Fehr & Son, leaf packers, have lately been shipping considerable quantities of Pennsylvania leaf to the more active manufacturers. They have for some years specialized on Pennsylvania tobacco, and have become extensive packers.

Chas. M. Yetter & Co. are now making some of the heaviest shipments of the year to their western trade. This popular line of union goods is making friends very fast and sales are extending into new territory constantly.



Changes In the Boston Market

BOSTON, Nov. 23.

CONDITIONS around the trade in Boston and vicinity are but fair at this time, which is a lull, after which a brisk demand for holiday requirements is expected to set in.

A new Panatela shape has been formed by Waitt & Bond, Inc., called the "Wabon," and is sold to the trade at $62. Charles Bryant is attending to the distribution among the retailers.

Bernard Lett, head of B. Lett & Co., 88 Broad street, is one of the most genial of the Boston coterie, as well as among the most prominent men in the trade. His company is the sole New England distributor of the product of Sanchez y Haya, Tampa.

The Robert Schubert Company are settled in their new cigar factory at 15 Fulton street.

C. B. Perkins, head of C. B. Perkins & Co., has returned from Chicago.

Among the visiting salesmen is Mr. Fishack, New England representative of M. Melachrino & Co. John Kroog, with William Demoth & Co., pipes, is expected in town this week.

The H. M. Farrin Drug Company, Everett, has incorporated for $3,000. Harry M. Farrin, 874 Broadway, president and treasurer.

E. D. Sperry and A. F. Loomis, proprietors of the Elmwood Pharmacy, have opened a branch drug store on Browne avenue, Holyoke. They will carry a good stock of cigars and tobacco.

The Ropes Drug Store has been consolidated with the Old Corner Drug Store at Salem, Mass.

Albert Kaffenburgh, of I. Kaffenburgh & Sons, has returned from a trip to Havana.

John Morgan has purchased the cigar store of G. P. Robinson at 13 Elm street, Springfield.

F. A. Standish, conducting a cigar and tobacco store at Montpelier, has filed a voluntary petition in bankruptcy, giving assets of $500 to cover liabilities of $2,000.

Herbert J. Curtiss, with the American Tobacco Company, is featuring a new cigar called "La Plaza," selling for three cents, or ten for twenty-five cents.

"Steve" Herz, representing Bustillo Bros. & Diaz, was in town last week and secured pleasing orders.

HENDERSON.

Pooled Tobacco Sold

THE pooled tobacco in the Green River District of the 1911 crop has been sold, according to an announcement made by the Board of Control of three tobacco growers' organizations. This would indicate that about 29,000,000 pounds of tobacco will bring into that district about $2,500,000. Of the tobaccos sold the American Tobacco Co. gets the major portion, while the remainder is divided between Gallagher, Limited, and the Imperial Tobacco Co.



Death of A. M. Clime

A. M. CLIME, one of the most prominent former members of the cigar trade in Lancaster County, died at his home in Terre Hill, Pa., last week, at the age of sixty-eight years.

For many years Mr. Clime was an extensive cigar manufacturer, having succeeded his father in that business in 1848. He later transferred the business to two sons, who traded under the name of C. M. Clime & Bro., but several years ago he again took charge of the business himself. The business is now conducted by Wm. F. Clime & Bro., A. M. Clime having retired from it a little more than a year ago.

Mr. Clime during his long and useful life won the respect of all who knew him, and his wise counsel in business or personal matters was frequently sought by his many friends. He is survived by a widow and six children.

Death of William Buchanan

WILLIAM BUCHANAN, one of the pioneer tobacco manufacturers of this country, and founder of the firm of Buchanan & Lyall, died at his winter home in Bermuda within the past fortnight.

Born in Scotland in 1828, Mr. Buchanan came to this country at the age of sixteen. In 1851 he entered the tobacco business, opening a factory at Brooklyn, where he became famous as the manufacturer of the "Neptune" and "Planet" brands of plug tobacco and the "Just Suits" brand of smoking tobacco.

This business thrived rapidly and was afterwards merged with the American Tobacco Company. Later the firm became prominent in the manufacture of jute and carpets.

The deceased was twice married. He was a prominent figure in club and commercial life in New York City. A son and daughter survive.

The funeral services over George B. Skinner, a well known tobacco merchant of Baltimore, who died suddenly November 11, were held at his late home on November 14, at 1526 Mount Royal avenue, after which interment was made in Greenmount Cemetery. Members of the Lafayette Lodge of Masons acted as pall-bearers.

The Schwarz Tobacco Co. has removed its factory at Wilmington, Del., from the Bowe Building at Eighth and Orange streets to Ninth and Walnut streets, where they will have much more room. The working force is to be largely increased.

After the store of A. C. Fishback at 103½ Main street, Aberdeen, S. D., had been closed for the night several days ago, a fire was discovered by a passerby, who raised an alarm. It was discovered that the fire was probably started by matches in one of the tobacco cabinets. Prompt action of the firemen saved a spread of the flames to adjoining buildings.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

No Responsibility assumed for errors or duplications.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

ORPHEUM:—23,312. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 14, 1911. American West Indies Sales Co., New York.

LA RAMADA:—23,313. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 14, 1911. American West Indies Sales Co., New York.

EL MADRUCO:—23,314. For cigars, cigarettes, chewing and smoking tobacco. November 14, 1911. B. U. Jones, Tampa, Fla.

ES-A-ES:—23,315. For cigars. November 14, 1911. S. A. Schwarz, Chicago.

G. S. A.:—23,316. For cigars, cigarettes and cheroots. November 14, 1911. S. Goodfriend, New York.

PARTICIPATION:—23,317. For cigars, cigarettes and smoking tobacco. November 14, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

COLUMBUS CASINO:—23,318. For cigars. November 14, 1911. Stewart & Kruschke, Portland, Ore.

A. M. JAMISON'S BEST:—23,319. For cigars, cigarettes, chewing and smoking tobacco. November 14, 1911. A. M. Jamison Tobacco & Cigar Co., Spartansburg, S. C.

SENTILLA:—23,320. For cigars. November 14, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

EL EMIR:—23,321. For cigars. November 14, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

SPANISH WINNER:—23,322. For cigars, cigarettes, snuff, chewing and smoking tobacco. November 14, 1911. Sig. Strauss, New York.

CUBAN NIP:—23,323. For cigars. November 14, 1911. A. C. Henschel & Co., Chicago.

BONDED AGENCY:—23,324. For cigars. November 14, 1911. Wiedmann-St. Louis Cigar Box Co., St. Louis, Mo.

BOY SCOUT:—23,325. For cigars. November 24, 1911. Wiedmann-St. Louis Cigar Box Co., St. Louis, Mo.

TAKE OUT A LICENSE TO SMOKE:—23,326. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 15, 1911. Conover Engraving and Printing Co., Coldwater, Mich.

23,327 NOT ISSUED.

SILVETTE:—23,328. For cigars. November 15, 1911. Heywood, Strasser & Voigt Litho. Co., New York.

LA CADIA:—23,329. For cigars, cigarettes, and smoking tobacco. November 15, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

FERNANDO JONES:—23,330. For cigars, cigarettes, cheroots, chewing and smoking tobacco. November 15, 1911. American Litho. Co., New York.

NATIONAL MONOGRAM U. S. A.:—23,331. For cigars and smoking tobacco. November 15, 1911. Joseph Burianek & Son, Cedar Rapids, Iowa.

MERCHANTS' AND MANUFACTURERS' $10,000 CIGAR:—23,332. For cigars, cigarettes, and smoking tobacco. November 15, 1911. Gustave A. Mueller, Chicago.

NOWA POLSKI:—23,333. For cigars. November 15, 1911. Aloysius Tyczkowski, Milwaukee, Wis.

CLAIRMONT:—23,334. For cigars. November 15, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

EDWARD EVERETT HALE:—23,335. For cigars. November 15, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

CASSIUS M. CLAY:—23,336. For cigars. November 15, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

LORD ALVAN:—23,337. For cigars. November 15, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

LUXONNE:—23,338. For cigars. November 15, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

ITA:—23,339. For cigars, cigarettes, cheroots, chewing and smoking tobacco. November 15, 1911. Seeman Bros., New York.

ZITA:—23,340. For cigars, cigarettes, cheroots, chewing and smoking tobacco. November 15, 1911. Seeman Bros., New York.

RETAILER:—23,341. For cigars. November 15, 1911. Joseph Michl & Sons, Decatur, Ill.

FULL RETURN:—23,342. For cigars. November 15, 1911. Joseph Michl & Sons, Decatur, Ill.

STAMPEDE:—23,343. For cigars, cigarettes, and smoking tobacco. November 16, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

DON DELANO:—23,344. For cigars, cigarettes, and smoking tobacco. November 16, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

DON BRUGO:—23,345. For cigars, cigarettes, and smoking tobacco. November 16, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

GUNDEA:—23,346. For cigars, cigarettes, cheroots, chewing and smoking tobacco. November 16, 1911. Seeman Bros., New York.

LA SOLITUDE:—23,347. For cigars, cigarettes, cheroots, chewing and smoking tobacco. November 16, 1911. Seeman Bros., New York.

RIO BLANCO:—23,348. For cigars, cigarettes, cheroots, chewing and smoking tobacco. November 16, 1911. Seeman Bros., New York.

ANTECEDENT:—23,349. For cigars, cigarettes, cheroots, chewing and smoking tobacco. November 16, 1911. American Lithographic Co., New York.

PHILAVANA:—23,350. For cigars, cigarettes, cheroots, and stogies. November 17, 1911. M. S. Frechie, Philadelphia.

PALMANA:—23,351. For cigars. November 17, 1911. Wiedmann-St. Louis Cigar Box Co., St. Louis, Mo.

LE PANTRO:—23,352. For cigars. November 17, 1911. Le Panto Cigar Co., Chicago.

LE PLANTO:—23,353. For cigars. November 17, 1911. Le Panto Cigar Co., Chicago.

EL ARTE:—23,354. For cigars, cigarettes, and smoking tobacco. November 18, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

OPILENTA:—23,355. For cigars. November 18, 1911. Moller, Kokeritz & Co., New York.

PLANTADOR:—23,356. For cigars, cigarettes, and smoking tobacco. November 20, 1911. Moehle Lithographic Co., Brooklyn, N. Y.

CARINUS:—23,357. For cigars. November 22, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

DUKE OF BUCKINGHAM:—23,358. For cigars. November 22, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

LA VADA:—23,359. For cigars. November 22, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

EL RIGOR:—23,360. For cigars. November 22, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

SERENUS:—23,361. For cigars. November 22, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

FIXTURE:—23,362. For cigars. November 22, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

CALINA:—23,363. For cigars. November 22, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

A TRIPLE COMBINATION:—23,364. For cigars and smoking tobacco. November 22, 1911. Clark Seip, Strinestown, Pa.

CONVENTION:—23,365. For cigars and smoking tobacco. November 22, 1911. Clark Seip, Strinestown, Pa.

SPANISH FACTORY SMOKERS:—23,366. For cigars. November 22, 1911. S. Hirschfield, Chicago.

WORRY:—23,367. For cigars. November 22, 1911. S. Hirschfeld, Chicago.

YOU SHOULD WORRY:—23,368. For cigars. November 22, 1911. S. Hirschfeld, Chicago.

SILK LACE:—23,369. For cigars. November 22, 1911. Chas. La Rochelle, Derry, N. H.

GUARDIAN:—23,370. For cigars. November 22, 1911. C. J. Stettler, Buffalo, N. Y.

CRESTA BLANCO:—23,371. For cigars. November 22, 1911. Krueger & Braun, New York.

DAILY SOLD:—23,372. For cigars. November 22, 1911. S. R. Kocher, Wrightsville, Pa.

DAILY SMOKED:—23,373. For cigars. November 22, 1911. S. R. Kocher, Wrightsville, Pa.

DAILY USED:—23,374. For cigars. November 22, 1911. S. R. Kocher, Wrightsville, Pa.

DELLA CARSON:—23,375. For cigars and cigarettes. November 23, 1911. Moeller & Kolb, Chicago.

GOLDEN POTLATCH:—23,376. For cigars, cigarettes and smoking tobacco. November 23, 1911. F. M. Howell & Co., Elmira, N. Y.

VENTA DE CUPIDOS:—23,377. For cigars. November 23, 1911. National Lithographic Co., New York.
ENTRANCE:—23,378. For cigars. November 23, 1911. National Litho. Co., New York.
LOS AMBAS:—23,379. For cigars. November 23, 1911. National Litho. Co., New York.
THE READER:—23,380. For cigars. November 23, 1911. Petre, Schmidt & Bergmann, New York.
QUAKER BEN:—23,381. For cigars. November 23, 1911. Petre, Schmidt & Bergmann, New York.
THE OLD ROAD:—23,382. For cigars. November 23, 1911. Petre, Schmidt & Bergmann, New York.
No. 23,383. Not issued.
SANFRAN-CALA-PANA:—23,384. For cigars. November 25, 1911. C. S. Gable, York, Pa.
BELLA GROTTO:—23,385. For cigars. November 25, 1911. Leon S. Annable, Springfield, Mass.
FLOR DE CHATEAU:—23,386. For cigars. November 25, 1911. Samuel Litz, Chicago.
SEDALITY:—23,387. For cigars. November 25, 1911. Sprenger Bros., Peoria, Ill.
DOME:—23,388. For cigars. November 25, 1911. Schafer & Planter, South Bend, Ind.
IVELLOS:—23,389. For cigars. November 25, 1911. L. S. Kent Cigar Co., South Bend, Ind.
LUCILLA:—23,390. For cigars, cigarettes, and smoking tobacco. November 25, 1911. Moehle Lithographic Co., Brooklyn, N. Y.
LA MYRTEZA:—23,391. For cigars, cigarettes, and smoking tobacco. November 25, 1911. Moehle Lithographic Co., Brooklyn, N. Y.
LORD MELVIN:—23,392. For cigars, cigarettes, and smoking tobacco. November 25, 1911. Moehle Lithographic Co., Brooklyn, N. Y.
DUKE OF ALVENUS:—23,393. For cigars, cigarettes, and smoking tobacco. November 25, 1911. Moehle Lithographic Co., Brooklyn, N. Y.
SURE PROFIT:—23,394. For cigars, cigarettes, and smoking tobacco. November 25, 1911. Moehle Lithographic Co., Brooklyn, N. Y.
RED TAG:—23,395. For cigars. November 25, 1911. Rand-Milburn Cigar Co., Carthage, Ill.
EL VARE:—23,396. For cigars. November 25, 1911. Louis W. Keyer, Dayton, Ohio.

CANCELLATIONS

RED SKINS:—23,015. For cigars. September 11, 1911. Martin Neff & Son, Red Lion, Pa.
PARIMONT:—23,275. For cigars. November 6, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.
MONEY ORDER:—23,240. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. October 28, 1911. The Moehle Lithographic Co., Brooklyn, N. Y.
SPECULATOR:—23,287. For cigars. November 7, 1911. Heywood, Strasser & Voigt Litho. Co., New York.
FAR WEST:—23,286. For cigars. November 7, 1911. Heywood, Strasser & Voigt Litho. Co., New York.
MANUEL COLON:—23,273. For cigars. November 6, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.
GEORGE CORLISS:—23,276. For cigars. November 6, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.
CASTLE HILL:—23,297. For cigars, cigarettes, cheroots, chewing and smoking tobacco. November 9, 1911. American Lithographic Co., New York.

CORRECTIONS

THE EZEOLA CLUB:—23,293. For cigars, cigarettes, and cheroots. November 8, 1911. Al. Rzekiecki, Chicago. Should read THE E-Z-OLA CLUB.
SIVITZ CROWN STOGIE:—23,277. For stogies. October 27, 1911. Little Pet Stogie Co., Wheeling, W. Va. Should read Sivitz Crown Stogie.

Burley Society and Independent Manufacturers Compromise

THE differences between the Burley Society and Independent Tobacco Manufacturers over the sale of tobaccos, in connection with which suits have been brought in several instances, are now coming to a head, and both sides have agreed to an arbitration by their respective attorneys.

This will also remove the most difficult obstacle in the ten-year pooling plan. Former Senator John B. Foraker, of Ohio, who is the legal representative of the Independent Tobacco Manufacturers, was instrumental in bringing about this result.

The Editor's Letter-Box

Editor TOBACCO WORLD,
Philadelphia.
Dear Sir:
If it is not too much trouble will you kindly give me some information in regard to what demand if any there is for men as superintendents or managers of tobacco plantations who have had say twenty years' experience in raising tobacco, one or more years which have been spent in raising it under scientific management of a State university? In addition I am a graduate of a State university and have done some graduate work. Any information you can give me will be highly appreciated.
H. O. TEISBERG,

Answer: There ought to be a good opening for you, either in Connecticut or Florida, where they are developing tobacco along the most modern scientific lines.

WHEELING, W. VA., Nov. 21, 1911.

THE TOBACCO WORLD,
Philadelphia, Pa.
Gentlemen:
Kindly give us the address of a manufacturer who puts up a good cigarette with individual monogram.
Very truly yours,
THE LITTLE PET STOGIE CO.

Answer: M. Babayan, 213 S. Fifty-second street, Philadelphia, and Apollo Bros., 143 N. Eighth street, Philadelphia, are reliable manufacturers of Turkish cigarettes with individual monograms. D. Theocaridis, 2786 Broadway, New York, manufacturers of very fine cigarettes for special orders, as well as I. B. Krinsky, 207 N. Fourth street, Brooklyn.

LANCASTER, PA., Nov. 24, 1911.

THE TOBACCO WORLD,
Philadelphia, Pa.
Gentlemen:
We are writing to see if you can furnish us with a list of Union Cigar Factories in this state—we have quite a demand for union made cigars and are desirous of having this list sent us by return mail, if you can furnish it. Hoping to hear from you, we are,
Yours truly,
SHISSLER & FORNEY.

Answered by letter.

New Haven Manufacturers Accept "Smoker" Proposition

THE so-called "free smoker" proposition has greatly agitated the manufacturers and cigarmakers of New Haven, and has in several instances caused strikes and other troubles with the cigarmakers. Recently, however, the cigarmakers presented a proposition which seems fair to many of the manufacturers and which they accepted. The following are among the manufacturers who accepted the proposition made by the cigarmakers:

Gus Goebel, 164 Scranton street; Christian Vordenbaum, 18 Winchester avenue; Varsity Cigar Co., 239 Water street; Morris Gompertz, 19 Broadway; J. A. Stodel, 58 Ellsworth avenue; P. H. Rafter, 265 Park street; Thomas Coffey, 373 Grand avenue; Alex Laine, 339 East street; Oscar Schmidt, 517 Grand avenue; Paul Zimmerman, 28 Nash street; John Frankforter, 545 State street; Midas Brothers, 551 State street; William Zimmerman, 322 State street; Baron & Co., 153 Oilve street; A. Mendoza, 677 State street; John Uhl, Montowese; L. Mailhouser, 363 State street; M. J. Whalen, 11 Clark street; W. E. Mapes, 132 Bradley street; Ferdinand Woehlert, 201 Washington avenue; William Aufort, Mt. Carmel; August Jeve, 216 West street; Herman Ertelt, 118 Adeline street; Moses Rosenthal, 5 Frank street; Edward Lefling, 98 Elliott street; Jacob Winnen, 834 Congress avenue; Samuel Hecht, West Haven; Charles R. Smith, West Haven; Gustav Roelke, Mt. Carmel; Ruben Liberman, 137 Congress avenue; Mrs. Abbott, 52 Washington avenue; William Rush, 186 Bradley street.

Negotiations are pending between G. E. Rolph, a prominent business man of Duluth, Minn., and the Ron Fernandez Cigar Manufacturing Co., whereby the first named may secure control of the business of the latter. The Fernandez Co. is the largest cigar manufacturing enterprise in that vicinity.

LEAF TOBACCO MARKET

Wisconsin Tobacco Active Feature of New York Markets---Philadelphia Traders Have Steady Business---Ohio Packers Buying Little Dutch Tobacco---Only Low Grades Now Left in Wisconsin---Delivery of Connecticut Has Commenced

NEW YORK.

NEW YORK CITY.

THE change in ownership of several large lots of Wisconsin Tobacco during the past fortnight was the principal feature of the seed leaf market, although there was also some trading in 1910 Pennsylvania and Ohio tobaccos. The market is already well cleaned up in Connecticut leaf and desirable offerings find ready buyers. There was no marked advance in prices lately notwithstanding that goods were taken in larger volumes and the market still further depleted of available supplies of the respective types.

The demand for light wrappers in Sumatra leaf continues as strong as it has been at any time, but manufacturers finding it impossible to secure sufficient to satisfy them have also taken into consideration the more medium shades. General conditions in the Sumatra market continue favorable and if more light could be offered the volume would no doubt have been still greater.

The report of heavy rains in Cuba and the fact that considerable damage had been done has caused some anxiety in the leaf market. While it is not yet too late for a crop to be raised it will probably be a little late owing to the necessity of replanting in some sections. There are a number of buyers in the Cuban capital, and according to reports this number may be augmented in the near future. Market conditions have remained quiet.

PENNSYLVANIA.

PHILADELPHIA.

PHILADELPHIA leaf houses have participated in a rather steady business during the past two weeks. There was a fair movement in Wisconsin, Pennsylvania and Ohio tobaccos. Manufacturers are reported to be in a mood to replenish their stocks with all desirable goods offered at moderate prices. Ohio tobaccos have also developed a greater activity lately and desirable offerings are commanding a fairly ready market.

In both Sumatra and Havana tobaccos there has been a moderate amount of business done. Offerings of light Sumatra wrappers are getting scarcer each day and all manufacturers do not yet seem reconciled to the fact that importers can not give them what they can not obtain themselves. A steady demand has existed for good Havana tobacco.

LANCASTER.

The activity in the leaf market is a little less pronounced now than it has been in the way of actual sales. There is, however, no lack of inquiry for goods and the requests are largely for 1910 goods. Last week a number of good sized transactions in 1910 goods took place, and the available supply of that year's crop is rapidly diminishing. New York houses were last week heavy purchasers of 1910.

No effort has yet been made by packers to acquire 1911 crops. There have been several offers made which were around the ten and eleven-cent mark, but farmers spurned the offer claiming they have a fine crop and that it will certainly bring more money than that this year. On the other hand enough has been learned by packers of the development of pole burn and stem rot, that they can not see their way clear to make a decided step toward procuring any crops until they have been stripped and can be more readily and more thoroughly examined and its characteristics more fully determined.

OHIO.

DAYTON.

THE only buying on 1911 tobacco thus far has been on Dutch and this buying has been quite limited. The prices paid have been from eight (8) cents to nine (9) cents. All this buying has been done by firms located outside of Ohio. The Ohio packers seem to feel that Dutch will sell lower.

The 1911 crop of Ohio tobacco is very leafy—a great deal leafier than the average Ohio tobacco. It had some unfavorable curing weather and buying likely will go slowly until stripping is further along, as the packers all seem to fear more shed damage tobacco than growers will admit.

The 1910 goods are tabling up unusually clean and as noted in our letter of last month there is a material shortage of 1910 Ohio B tobacco. This applies to both Zimmer-Spanish and Gebhardt.

The 1909 Zimmer-Spanish B market is better than at any time since these goods were tabled and packed.

WISCONSIN.

EDGERTON.

A BUYING movement still continues, but it is not progressing very rapidly, first, because there remain only scattered crops, and secondly, because packers are withdrawing some of their forces. The unsold portions of the low grades of this year's crops and each week sees this type of leaf more fully removed from first hands.

There was some seasonable weather lately which growers took advantage of fully in taking down their tobacco and preparing it for early delivery.

There was an impetus in the market for old goods and stocks of a bindery nature have lately been finding buyers at market prices. No material advance has been experienced but prices were at least firmly maintained, and stocks in the hands of local traders are steadily growing lighter.

Shipments to all points show a substantial increase over the previous week and the corresponding period of last year.

NEW ENGLAND.

HARTFORD, CONN.

THE recent damp spells which have rendered the tobacco crops to a condition of being stripped, have enabled growers to remove the major portion of their crops and prepare it for delivery to warehouses. The almost unanimous report is that the crops have cured particularly well, and a remarkably small percentage of damage is shown from pole sweat, fat stems, white veins, or other objectionable features.

This condition is in a large measure due to the better ventilation which has been given the crops this year. Besides shed room was generally more plentiful, too, and that had a lot to do with the result as it is now ascertained.

The new Lichtenstein warehouse, in East Hartford, is in active operation and a force of 150 hands are now busily at work in handling 1911 crops. Rush orders have been received from New York and the working force will be largely increased, or as fast as they can be obtained and sufficient leaf is on hand to be cared for.

SPRINGFIELD, MASS.

It is already the talk in tobacco circles that the acreage in shaded tobacco next year will be nearly double this year. That looks as though the growers were feeling pretty well satisfied with the results thus far obtained with their crop of this year.

The new crops have now been pretty thoroughly examined and the general report is that it is as fine as has been produced in recent years. Of course, the priming method was largely in vogue in this section, and an instance of its illustrious success is shown in the fact that a certain farmer who had not before been engaged in raising shade-grown leaf made an experiment this year. Of course, he had the capital to undertake the venture, and put out twenty-five acres of Cuban plants under cloth. The crop was harvested (priming method, of course) and is sold. It is said to have brought the grower 90 cents per pound, and averaged him 1,400 pounds to the acre. At this rate it should show an income of $31,500 for the entire crop.

SUFFIELD, CONN.

More tobacco warehouses are being opened almost daily. At West Suffield, the Kutinsky, Adler & Co., warehouse is now in active operation. They have made a number of purchases some of which have been received and these are now being assorted and sized.

Besides the above, the American Cigar Company warehouse, and those of several local packers have commenced work in handling 1911 crops and ere long full 500 people will be at work here.

WINDSOR, CONN.

For several weeks past the beginning of each week has marked the opening of one or more tobacco warehouses in the town. The Kearney warehouse was among the latest to go into active operations.

Growers in this vicinity would welcome more damp weather so that they might complete the stripping process of their crops.

BUSINESS OPPORTUNITIES

For Sale, Wanted and Special Notices

RATE FOR THIS DEPARTMENT, THREE CENTS A WORD, WITH A MINIMUM CHARGE OF FIFTY CENTS PAYABLE IN ADVANCE

Special Notices.

L. L. SCHLOSS,
CIGAR BROKER,
29 Randolph Street, Chicago, Ill.
Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
CIGAR BROKER,
36 La Salle St., Chicago, Ill.
6-17-he

HARRY L. ROBY, Leaf Tobacco Broker

21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

N. D. ALEXANDER, Leaf Tobacco Broker

18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

PIPE FOR IRRIGATION PURPOSES.
We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
167 South St., New York City. 3-15-tf.

M. E. STERN & CO.
Leaf Tobacco Broker, Dayton, Ohio

FOR SALE—Special lots of Spanish, Gebhart, Dutch, Pennsylvania, Wisconsin and Connecticut first quality tobacco at attractive prices. Write today for quotations and samples.

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio

In daily touch with all the country as well as local packers. Samples and quotations cheefully furnished. 12-1-ch.

Situations Wanted.

WANTED BY EXPERIENCED SALESMAN—Cigar salesman with experience desires to represent well known line of cigars in the Central Anthracite Coal region of Pennsylvania. Only well advertised and established brands will be considered. Commission or salary. Address Box 100, care Tobacco World. 9-15-tf.

WANTED—Expert familiar with the flavoring and improving of the burning quality and taste of manufactured pipe tobacco. Apply "Specialist," 102 S. 12th St., Philadelphia. 12-1-c.

WANTED—Position as superintendent of cigar factory by thoroughly experienced man, who thoroughly understands every detail and is practical buyer and blender. Address Reliable, Box 98, care Tobacco World.

For Sale.

FOR SALE—Pure Dutch, Gebhardt or Zimmer Spanish scrap filler tobacco. These scraps are from old resweat wrapper B tobaccos—high quality, clean, dry and ready to work. Write for samples and prices. Horner Tobacco Company, 208 S. Ludlow St., Dayton, O. 3-1-ch.

FOR SALE
HAVANA
Table Shorts and Scraps. Price 45 cents per pound.
ALONZO B. PANDOZ COMPANY, 173-175 East 87th St., New York.

FOR SALE—"PROCTOR" DRYER.
We offer a second-hand Drying Machine, of Philadelphia Textile Machinery Company's make, guaranteed to be in first-class condition. Capacity, 5,000 pounds dipped fillers per day. For particulars address Smith & Scott Tobacco Co., Paducah, Ky. 11-1-a

FOR SALE—Old established cigar box factory in Pennsylvania, doing paying business. Address Box 93, care Tobacco World. 11-15-a.

FOR SALE—Complete set of second-hand cigar store fixtures, in good condition. Same was taken in trade on a new outfit. The Cleveland Store Fixture Co., 4059 St. Clair Ave., Cleveland, Ohio. 5-15-tf.

TOBACCONIST—For sale or to let, Long Island, Mineola, transfer point for three trolley lines, near depot. Best location on Long Island for cigar manufacturer or distributor. Two-story factory building, 3,000 square feet, two dwelling houses. Will sell at a sacrifice. Owner, 901 Madison Ave., Elizabeth, N. J. 12-1-c.

FOR SALE—Humidifier, Progress power scrap machines, Gordon and other long filler bunching machines, lever packing presses, shafting, belting, dynamo, cigar molds and other apparatus for cigar manufacturing. Address "J," care Tobacco World. 12-1-c.

Patents of Interest to Tobacconists

Cigar case, Charles L'Enfant, New York, N. Y.
Trick cigar, Alfred T. Warren, New York, N. Y.
Match machine, Jacob P. Wright, Barberton, Ohio.
Cigarette machine, Ewald Koerner, Dresden, Germany.
Attachment for tobacco pipes, Ernest H. Ziebarth, Helena, Mont.
Tobacco receptacle, Hjalmar Berg, Iola, Idaho.
Tobacco pipe, Gustav Knochenhauer, Schaala, near Rudolstadt, and C. Beathe, Rudolstadt, Germany.
Cigar and cigarette tube or holder, Renault C. Acutt, Germiston, Transvaal.
Apparatus for extracting and distributing nicotine, Karl Boll, Fort Madison, Iowa.
Mechanism for feeding bands, labels, etc., William C. Briggs, Winston-Salem, N. C.
Tobacco pipe, Benjamin J. Such, Perth Amboy, N. J.
Cigar bunching machine, Napolean Du Brul, Cincinnati, Ohio.
Match, Elmer J. Kreidler, Hecktown, Pa.
Match splint carrier, Ferral C. Dininny, Suffern, N. Y.
Tobacco press, Daniel Eagleson, East Granby, Conn.
Tobacco feeding device for cigarette machines, Max C. Grahl, Dresden-Lobtau, Germany.
Match safe, Arthur D. Hallett, Vancouver, British Columbia, Canada.
Cigar rolling machine, Rudolf Schmitt, Frankfort-on-the-Main, Germany.
Tobacco pipe, William T. Kline, Mifflinburg, Pa.

The C. E. Zeigler Tobacco Co., of Louisville, in amended articles of incorporation filed with the county clerk some days ago, changed the price of its capital stock from $100 to $10 per share, and the number of shares from 1,500 to 15,000.

Your New Brand Should Have One of Our
Territorial Labels
We have up-to-date Lithographed Cigar Labels and Bands on which we protect you in your territory. Samples and prices upon request.
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Growers, Packers and Dealers in **Leaf Tobacco**
Figuras 39-41, Cable "CUETARA" Havana, Cuba

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Muniz Hermanos y Cia
S en C
Growers and Dealers of
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Reina 20, Havana
CABLE: "Angel" Havana P. O. Box

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(Sobrinos de G. Palacios)
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Vuelta Abajo Factory Vegas a Specialty
Proprietors of famous Lowland Vuelta Abajo Vegas
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Cable "SODECIO"

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Packers of VUELTA ABAJO, SEMI VUELTA, PARTIDO, and all varieties of Tobacco grown
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E. L. NISSLY & SONS
GROWERS AND PACKERS OF
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Packing Houses: Lancaster, Florin. Main Office: Florin, Pa.
Critical Buyers always find it a pleasure to look over our samples.
Samples cheerfully submitted upon request.

PLANTATIONS:
Decatur County, Georgia,
Gadsden County, Florida

AMERICAN SUMATRA
TOBACCO COMPANY

WAREHOUSES:
Quincy, Florida,
Amsterdam, Georgia

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1911

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Corner Store Chat

All That's New With Jobbers and Distributors

Reports from Leading Trade Centers

Registrations of New Brands of Cigars, Cigarettes, Tobacco, Etc.

ESTABLISHED 1881

Vol. XXXI No. 24

PUBLICATION OFFICES: 102 South 12th St., Philadelphia
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"THE MASTERPIECE OF ALL BROADLEAF WRAPPED

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Made by

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"QUALITY CREATORS"

A Valuable Business Asset to Every Up-to-Date Cigar Dealer

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FINE HABANA CIGARS

are on sale wherever highest quality is the prime consideration.

Made by

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at

Tampa, Fla.

Offices: New York Warehouse: Havana

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If You Do Not, You Ought to Know

that we have built our reputation on quality

That

ALVAGAR

and annexed brands of clear Porto Rican Cigars of

Alvarez & Garcia

are repeating wherever placed.

What better reason would you want?

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New York at 128 Water Street

Established 1857

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Havana Cigar Makers

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For Gentlemen of Good Taste



San Felice
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The Deisel-Wemmer Company
LIMA, O.

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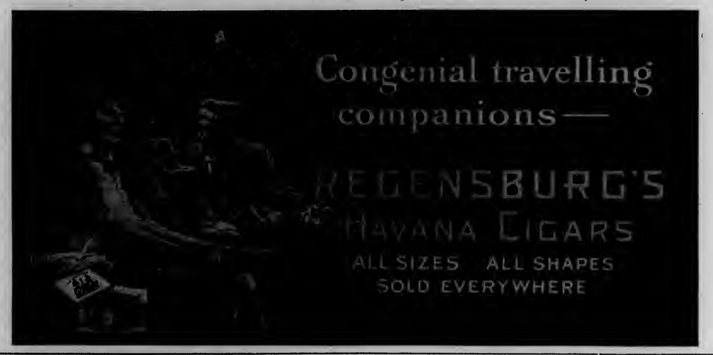
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RICHMOND, VA.





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Nothing as good for Pipe or Cigarette.
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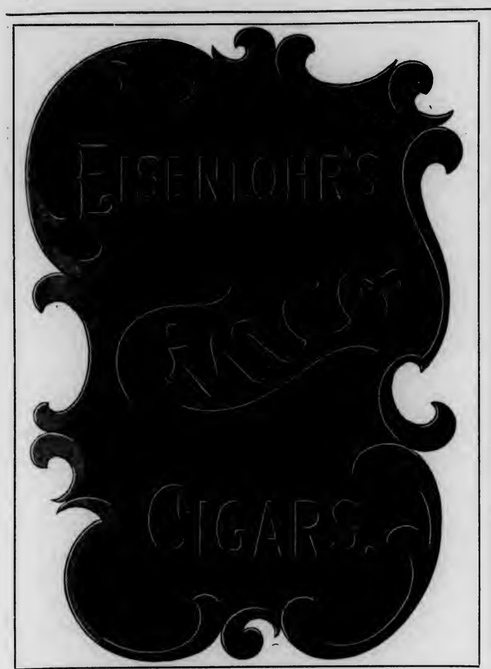
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One of our salesmen has just finished covering his route for the first time since our big advertising campaign began. He not only received repeat orders from every dealer who had stocked Rigolettos from the beginning of the campaign, but in every case these orders were bigger than the first orders.

This is a significant example of the manner in which Rigoletto Cigars have made good. The same story from every section of the country. This cigar is fast becoming a standard smoke at 10c. everywhere.

Dealers who realized the quality of Rigolettos, who appreciated the demand for such a cigar when it was made known and the value of our big advertising campaign, have won out big by stocking and pushing it.

Yet the advertising of Rigoletto Cigars has only begun. There are great things for the future. Will you share in them?

Rigoletto Cigars are made in only four standard shapes, all to retail at 10c. Get in touch with your jobber or write to us and we will see that you are supplied.

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we have some territory open for good live jobbers

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Both retail at $2.00 the lb., in 25c, 50c, and $1.00 tins.

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Tomorrow will not be too late, but today is better. Let us quote you, your jobber will do the rest. Write

PHILIP MORRIS & CO.
402 W. Broadway, New York City

FACTORIES
New York Montreal
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BAYUK BROTHERS



FIVE CENT CIGAR

PHILADELPHIA



CLARK'S "SAMSON" TOBACCO PRESS

The platform of this press is 3½ feet wide and 4 feet long.
The height in the clear is 4 feet. The total height with rack fully extended is 8 feet, 10 inches.
The press or jack stand is on top of the beam overhead.

This is a very Powerful Press

Many hundreds of them are now in use throughout the tobacco sections and giving entire satisfaction. Larger sizes made for special work.
The woodwork is made of best hard Maple, Ash or Oak. The ironwork is constructed of the very best iron and steel, strongly bolted together.

Write Today for Special Prices

Cutaway Harrow Co.
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Send all orders for the following brands of Snuff to Weyman-Bruton Co., 50 Union Square North, New York:

Banjo Strong Scotch
Bruton Strong Scotch
Good Luck Strong Scotch
Hot Scotch Strong Scotch
Old Mill Strong Scotch
Rooster Strong Scotch
Rose Leaf Strong Scotch
Standard Strong Scotch
Red Flag Sweet Scotch
De Voe's Brands
Anchor Brand
Bell Brand
Copenhagen
Dalkullan
Horse Shoe
Key Chewing
Seal Brands
Seal Rappee
Sobieski Polish

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Rail Road Mills Brands
Three Thistles Brands
Lorillard's Brands
Carolina Strong Scotch
Conqueror Strong Scotch
Hero Strong Scotch
Ralph Strong Scotch
Square Strong Scotch
Arnd's Golden Plain Scotch
Ladies Choice Plain Scotch
Lilienthals Fresh Plain Scotch
McAlpin's Plain Scotch
Navy Plain Scotch
Scotten's Plain Scotch
Starr's Plain Scotch
Blue Ribbon Sweet Scotch
Buttercup Sweet Scotch
Carolina Belle Sweet Scotch
Cremo Sweet Scotch
Honey Bee Sweet Scotch
Honey Dew Sweet Scotch
Lucky Sweet Scotch
Navy Sweet Scotch
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Orange Sweet Scotch
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Wild Cherry Sweet Scotch
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Checkerberry
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A-1 Maccoboy
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Cherry Maccoboy
McAlpin's Maccoboy
Scotten's Maccoboy
American Gentleman Rappee
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Fatherland Rappee
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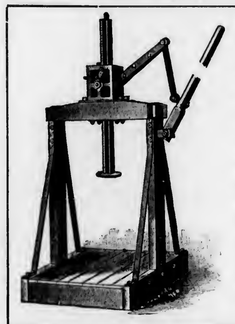


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"HAVANA RIBBON"

FIVE CENT CIGAR

PHILADELPHIA



CLARK'S "SAMSON" TOBACCO PRESS

The platform of this press is 3½ feet wide and 4 feet long.
The height in the clear is 4 feet. The total height with rack fully extended is 8 feet, 10 inches.
The press or jack stand is on top of the beam overhead.

This is a very Powerful Press

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De Voe's Brands
Anchor Brand
Bell Brand
Copenhagen
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Horse Shoe
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Seal Rappee
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Hero Strong Scotch
Ralph Strong Scotch
Square Strong Scotch
Arnd's Golden Plain Scotch
Ladies Choice Plain Scotch
Lilienthals Fresh Plain Scotch
McAlpin's Plain Scotch
Navy Plain Scotch
Scotten's Plain Scotch
Starr's Plain Scotch
Blue Ribbon Sweet Scotch
Buttercup Sweet Scotch
Carolina Belle Sweet Scotch
Cremo Sweet Scotch
Honey Bee Sweet Scotch
Honey Dew Sweet Scotch
Lucky Sweet Scotch
Navy Sweet Scotch
North State Mills Sweet Scotch
Orange Sweet Scotch
Society Sweet Scotch
Wild Cherry Sweet Scotch
Bell Wintergreen
Checkerberry
Railroad Wintergreen
A-1 Maccoboy
Century Maccoboy
Cherry Maccoboy
McAlpin's Maccoboy
Scotten's Maccoboy
American Gentleman Rappee
Conqueror Rappee
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added for selling, incidental expenses, nor for losses in accounts.

Our terms are cash, hence no losses.

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means an average saving for your bank account on each purchase you make. This can be accomplished in making your *Manila* and *Porto Rican* cigar purchases through us.

Our cigars fill every requirement and most advanced ideas of cigar making. Honest, never varying in material, superior finish and *Reasonably Priced.*

OUR PORTO RICAN Cigars are made exclusively of Porto Rican grown tobacco.

Fresh shipments of Manilas reach us semi-monthly

MANILA Of all the ***Manila*** made Cigars our blends are the most popular. *Our enormous sales* and *direct alliance* with all the factories at Manila enable us to receive concessions, which are ample profits in themselves, thus assisting us to give the very closest quotations.

We send samples express prepaid, for which charge is made. In ordering please state price you wish to pay and if a full or limited line is required.

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The "El Sayon" is a truly up-to-date cigar built to produce more business for the dealer handling them. It has quality, style and workmanship—which makes a winner.

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by their quality-tobacco, workmanship, package, for more than forty years; They are still pleasing the consumers and benefitting the trade because

"THEY HAVE NO EQUAL"

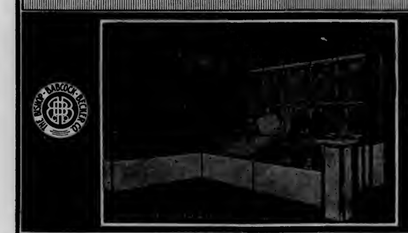
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They Lead the Leaders

26 SIZES

Acker, Merrall & Condit Company
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Vuelta Abajo "Castaneda"
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POR LARRAÑAGA

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A Splendid Record of Over 51 Years
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High Grade Egyptian Cigarette
A Cigarette of Records
Write for prices and trade discounts.
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F. RODRIGUEZ Y CA. Galiano 127, Habana, Cuba.

"ELITE" F. Ry Ca HABANA

Manufacturers of the celebrated
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MAX SCHATZ
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Sole Representative for United States and Canada.



BUILD YOUR TRADE ON
Red Rabbit Stogies
Fine proposition for distributors.
PENN CIGAR COMPANY
2247 La Place Street, Pittsburgh, Pa.

G. S. Nicholas & Co.
41 and 43 Beaver Street, New York

DIRECT IMPORTERS of the highest grades of Cigars manufactured by the

Independent Factories of Havana

all of which are made under the personal control and supervision of the oldest cigar manufacturers in Cuba, thus retaining for each its own individuality.

Price List Mailed Upon Request.

Kings Club, Made in Tampa

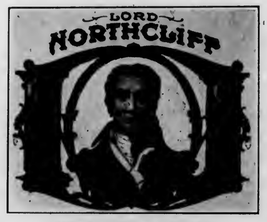
HAND MADE Guaranteed FINEST HAVANA TOBACCO

Kings Club — Clear Havana—Made in Tampa

FORTY SIZES. SOME NEW TO THE TRADE

CUBA CIGAR COMPANY
3 PARK ROW, NEW YORK

THE REAL GOODS
Are the only lines that make prosperous dealers



FIVE CENT CIGARS

Lord Northcliff
Are real good 5c. cigars and duplicate on their quality. That means easy sales and quick returns. Try them.

Monarch Cigar Co.
Red Lion, Pa.
We can supply superior medium priced goods. Jobbing trade only. Correspondence solicited.

CORRESPONDENCE SOLICITED

JUST THINK-5¢ BUYS A **LA FAMOSA** EQUAL TO ANY MILD 10¢ **CIGAR**

E. Kleiner & Co., Makers, New York

THE KEY WEST CIGAR FACTORY — WEST

THE
Key West Cigar Factory
Factory No. 413, KEY WEST, FLA.
Office and Salesroom:
43 to 47 W. 33d St., New York



SURETY CIGAR CO'S

"ANSWER and POSTER"

Five Cent Cigars

Live Distributors Write for Terms

"Made in Detroit"



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¶ They make trade for you—they make money for you—also some for the makers.



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QUATILITY

5¢ CIGAR

YES!

IT IS DIFFERENT

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"THE DAYLIGHT FACTORY"

PHILADELPHIA

World Famous Gold Medal Brands

"Diligencia"
"Imparcial"
"Flor de Moreda"
"Cornelia"

LA DILIGENCIA DE M. Y. G. HABANA

None Better can be Made in Cuba

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Havana, Cuba

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The only 20-Cent Plain or Cork Tip Cigarette made to meet the demand for a mild smoke. Try a few and satisfy your customers.

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NEW YORK

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CONDAX STRAW TIPS

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Factories: Quakertown, Blooming Glen. 1st Revenue District Pennsylvania

The Tobacco World

Vol. XXXI. PHILADELPHIA AND NEW YORK, DECEMBER 15, 1911. No. 24.

Supreme Court Refuses Appeal; Last Hope in Cummins Bill

Independents' Right to Appeal American Tobacco Decree Denied—Action by Congress Awaited

Special Dispatch to Tobacco World.

WASHINGTON, D. C., December 13th.

UNLESS the bill presented in the United States Senate this week by Senator Cummins should be passed by Congress, and stand the legal test to which it is sure to be subjected, all efforts to have the Supreme Court review the United States Circuit Court's approval of the American Tobacco re-organization have been exhausted. On Monday of this week, the Supreme Court refused to interfere at this time with the lower court's decree. This decision came in response to the request made by the attorneys of the Leaf Tobacco Board Trade of New York.

In refusing the request, the Supreme Court speaking through Chief Justice White gave three reasons as follows:

"One who is not a party to a record and judgment is not entitled to appeal therefrom.

"The action of the court below in refusing to permit the movers to become parties to the record is not susceptible of being reviewed by this court on appeal, or indirectly, under the circumstances here disclosed, by the writ of mandamus.

"The merely general nature and character of the interest which the movers alleged they have in papers filed here is not in any event of such a character as to authorize them in this proceeding to assail the action of the court below."

On the same day as the independents received this blow, they took new hope when Senator Cummins presented his bill which aims to grant to the independent interests the right to appeal to the Supreme Court from the New York decree.

Speaking on behalf of his bill in the Senate, today he contended that a dissolution of the American Tobacco Company was not in compliance with the Anti-Trust law as that law had been construed by the Supreme Court. He contended that under the re-organization, the same control exists, and the same powers of monopolization, the only difference being that it is more inconvenient to exercise the control than heretofore.

Mr. Dula Takes Charge at St. Louis

Will Direct Liggett & Myers Co. Subsidiaries From That Point—Big Corps of Salesmen

ST. LOUIS, MO., December 4th.

TODAY marked the beginning of an epoch which promises to see this city develop into the largest tobacco distributing centre in the world.

Severance of connection between the Liggett & Myers Tobacco Company and the American Tobacco Company became formally effective today when C. C. Dula, the new president of the Liggett & Myers Company assumed active charge of the business here and started the wheels humming which promise much for the industrial future of this city.

The Liggett-Myers plant in St. Louis, itself, today, is the largest producer of plug chewing tobacco in the world.

Continued on page 23

Receiver Is Named For Meerschaum Co. of America

Business Outgrows Facilities and Temporary Financial Embarassment Is Felt—Early Settlement Predicted

SINCERE regret has been expressed on all sides by the trade at the news of the appointment of a receiver for the Meerschaum Company of America, which was organized five years ago with a capitalization of $750,000. Judge Holt appointed Attorney Walbridge S. Taft as receiver, upon request of a creditor holding a note for $20,613.33 against the company.

W. J. Seidenberg, of the famous cigar family of that name, who disposed of their interests to the American Tobacco Company, several years ago, was the moving spirit in the formation of this concern, and had invested largely to make it a success.

The officers of the company are: W. J. Seidenberg, president; E. M. Ledden, secretary, and J. J. Keller, treasurer. The board of directors consists of Charles E. Bell, C. Laurence Perkins, Irving E. Tufts and James S. Dunstan.

The firm operates a three-story plant, located at 33 East 32d street, New York; a meerschaum mine in New Mexico, and they had just completed a mammoth plant at Ogdensburg, New York, which was to be opened on December 15th.

Some idea of the proportions of the company may be gained when it is learned that the plant, which is nearing completion in Ogdensburg, is 350 feet by 50 feet, and the machinery, which had already been contracted for, cost more than $40,000.

Mr. W. J. Seidenberg made the following statements to the Tobacco World representative:

"The volume of business has simply outgrown the present facilities for handling it. There is every likelihood of a quick settlement and resumption of business. The trouble has certainly not been the want of a market for the goods because our order files will show that we have enough orders on hand to keep the factory busy for the next four months to come. A number of those who were originally in the company have withdrawn the financial support which was necessary in order to keep pace with the rapid increase of the business and this has temporarily paralyzed the affairs of the company. However we are now working under the receivership and there is no cessation in the activities at the factory."

The liabilities of the company are approximately $350,000, while the exact assets have not yet been inventoried by the receiver.

Mr. Lipschutz Elected to Manufacturers' Club

MR. B. LIPSCHUTZ, president of the "44" Cigar Co., has just been elected a member of the Manufacturers' Club of Philadelphia. Among the first club functions which Mr. Lipschutz attended, was the reception tendered the Western Governors on December 9th. In meeting some of the governors, Mr. Lipschutz was introduced as the "President of the '44'," and he found that although he was a stranger personally, all of them knew of the "44" cigar, which has tremendous distribution in the Western territory.

Where His Majesty, The Cigar, Reigns In Aristocratic Elegance

A Little Journey Through the Subterranean Humidors of the Waldorf-Astoria Segar Co. Ltd.—How the Famous Vintage Weeds are Preserved

WHEN the gigantic Astoria addition was built on to the former Waldorf Hotel, some years ago, and the joint structure became the Waldorf-Astoria, writers throughout the world described the palatial hostelry as the eighth wonder of the world. Their ecstasies were natural, for from turret to foundation stone, the details of architecture, structure and equipment are so elaborate and perfect that they have neither been rivaled nor surpassed by any of the more recently built hotels.

The Waldorf-Astoria Segar Co., Ltd., whose headquarters occupy two of the subterranean floors are worthy of equally as elaborate a review as is the hotel itself.

One is greeted upon entering by a number of courteous attaches, who bring back the recollection of the earlier days of commercial activities, when men combined business training with good breeding, and at all times demonstrated both. Fortunately the staff of the Waldorf-Astoria Co., are gentlemen in business, and they never forget the obligations of the host, and in receiving their prospective customers, they display that air of hospitality which smacks of the old days in Virginia.

Probably the first feature which attracts the eye of the visitor is the giant two-section humidor in the sub-cellar, which has a capacity of eight million cigars. This is conceded to be the largest individual humidor in the world.

The entire humidor is encased in walls of cement and rock, and there is a twelve-inch space for an air flow, between the outer walls and the direct humidor walls. The outside of the humidor walls are covered with a wax preparation, to further assure protection to the stock.

It is interesting indeed to linger for a few moments in this huge wareroom, where millions upon millions of the world's costliest and fanciest weeds are arrayed in all sizes, shapes, colors and packages. The finest products from the Antilles as well as the foremost brands manufactured especially for the company in America, are kept in such perfect condition that there is not the slightest chance for any decline in the quality, condition or value of these delicate manufactures.

Some of the Special Packings.

Among the fancy packings featured, are several varieties put forth by Cifuentes, Fernandez y Co., makers of the famous "Partagas." These fancy assortments are packed especially for the Waldorf-Astoria Co., and are new this season. Deserving of a special notice in this line is a "Boite Nature," natural cabinet, which is made of one-half inch cedar, with rounded edges, and a specially designed patent brass lock, which is neat in appearance, and adds considerable tone to the boxes. In addition to this attractiveness, this lock makes the cabinet one which is durable.

The "Partagas" factory have taken exceptional pains this season, and made considerable effort toward novelties in the way of special assortment boxes.

They have a series of cabinets, ranging from the "Boite Nature" previously mentioned, to a more elaborate cabinet, holding five sizes. All of these packages are designed with a view not only to attract the purchaser's eye, but to protect the contents as well. They are a compliment to this old-established firm, which has always been in the foremost rank of Havana factories.



THE WALDORF-ASTORIA, NEW YORK

The Waldorf-Astoria Co. have naturally met with a great deal of success in featuring this line.

A novel package which is attracting considerable favor this season is the Upmann Cabinet Amastistas. The cigar is five and a half inches long, and straight. The package is a "Boite Nature," very fine finish, and has an extra heavy cover, with a patented brass lock, which keeps it air-tight. The following three Upmann sizes are also packed in similar cabinets: "Petite Coronas," "Perfectos" and "Iris."

The Boldt "Specials," which are in a five-compartment cabinet, include a German silver lighter. The sizes vary from a four-and-a-half-inch straight shape to a large "Invincible."

Handsomely packed are the "La Magnolia" varieties, consisting of five sizes, ranging from a conchas to a perfecto, and including a Nassau German silver lighter.

"Intimidad" varieties are packed attractively in a two-part double-door cabinet, holding two sizes, "Exceptionales de Rothschild" and "Perfectos." This cabinet is made with fancy beveled edges. A similar packing is shown in the "Corona" brand.

Where the "Vintage" Cigars Are Kept.

One of the interesting features of the Waldorf-Astoria Segar Co., is the special stock room for vintage cigars. An entire section of the giant humidor is devoted to the large quantities of cigars which are held for special customers by the company. In many instances, consumers find favor with the cigars made of certain crops, and in a great many cases they purchase the entire supply, and the Waldorf-Astoria Co., takes care of their cigars in their humidors until called for.

They have cigars in this department which were purchased ten years ago, and which the individual consumers are using up from time to time.

It is impossible within the limited space to describe in detail all of the interesting features of this splendidly-equipped cigar department, but it is well worthy of a visit and closer inspection.

MEN WHO MADE GOOD

SIDELIGHTS ON INTERESTING TRADE PERSONALITIES

IF "works be but the shadows of the man" the enterprises of Godfrey S. Mahn are monuments of himself.

By methods, original but not erratic, daring but not o'er-reaching, by persistency, and, above all, by general efficiency, not only as a judge of tobacco qualities and cigar technique, but as a merchant of shrewd foresight and ability, Mr. Mahn has built up a wholesale, retail and manufacturing cigar business that reflects his personality in every detail.

This is neither a biography nor a panegyric, but the plain tale of how one man with an idea has made good. It holds many lessons for the ambitious cigar merchant who, beginning his career under present conditions, may be terrified by the bug-a-boo that the days of the independent retailer have passed and that individual effort cannot stem the tide of combined competition.



GODFREY S. MAHN

For more than 30 years Godfrey S. Mahn has been identified with the cigar business. Entering it as a mere boy, first as a clerk, then street salesman, he associated himself with the firm of Gray, Moralles & Dalton then conducting a manufacturing and retail cigar business at Eleventh and Chestnut streets, Philadelphia. It was while connected with this firm that Mr. Mahn really made his first step as a proprietor of a cigar store when he purchased a comparatively small store on Girard avenue below Broad. This store was conducted as a side venture and was abandoned when, about 23 years ago, he and M. J. Dalton formed the firm of Dalton & Mahn and took over the retail business of Gray, Moralles & Dalton at the Eleventh and Chestnut streets stand, which place Mr. Mahn continues today, in addition to his retail store in the Mint Arcade Building.

The business of Dalton & Mahn prospered and became recognized as the premier cigar depot of Philadelphia. In 1899 this firm was dissolved and Mr. Mahn started business under his own name, since which time the business has been steadily expanding.

Takes New York By Storm.

About 12 years ago Mr. Mahn, encouraged by his success in Philadelphia, invaded New York and opened his first store at 162 Broadway, which immediately became the headquarters for the distribution of high-grade goods. In quick succession, he opened stores at 6 Wall street, 170 and 1169 Broadway, and about four years ago, opened his sixth store at 12 East Forty-second street. Mahn's Wall street store is regarded as one of the finest in the country, being in the heart of the financial district, and patronized by the wealthy financiers who know good cigars and are willing to pay for them. This store probably distributes more high-grade cigars at retail than any other single stand in the metropolis.

Such, in a few words, is the business career of Mr. Mahn. In looking for the secret of his success, one spies standing out in sharp relief the policy of finding the right goods, sticking to them, and pushing them with energy and intelligence.

The most successful stroke in his career was when he originated the "As You Like It" brand about nine years ago. These cigars, made by the Ruy Lopez Company of Key West, achieved an instantaneous hit and the demand for them has been growing with each passing year. This brand being his own, Mr. Mahn has developed it along original lines which have proved tremendously successful.

Keystone of Success.

Another brand owned by him which has played a prominent part in the development of his business is the "Veracidad," made by S. and F. Fleitas.

On these two brands rests the cornerstone of the Mahn business, but there were other factors which have played a prominent creative part.

Mr. Mahn was the first to introduce the "Castanedas" in America and has been a large distributor of these goods ever since. He also recalls with pride the fact that he was the first to give an order to "Pepin" Rodriguez when he took over the "Romeo y Julietta" factory in Havana. Other prominent Havana brands which Mr. Mahn has featured are the "Juan Lopez," "Por Larrañaga," "Hoyo de Monterrey" and "Upmann's."

As a large and discriminating handler of Havana goods, Mr. Mahn is a well-known figure in Havana, and his arrival in that market always causes a flutter of expectancy among the big manufacturers.

In the Domestic Field.

In addition to the clear Havana business Mr. Mahn has been very successful in developing his exclusive domestic lines. His "Mint Arcade," "Columbia Club," "Americana" and "Mahnolas" are among the most successful brands in this line.

Within recent years he organized the Godfrey S. Mahn Company to take care of the manufacturing end of the domestic cigar business. Associated with himself in this branch is his brother, George, who directs the factory at Perkasie, Pa.

Personally Mr. Mahn is affable, easy of approach, and "hale fellow, well met." His one particular hobby has been for thoroughbred horses and he has always been a prominent figure in Philadelphia horse circles, being president for some years of the Cedar Park Driving Club. He also takes a prominent part in club matters, being a member of the Columbia Club, Philadelphia Yacht Club, Manufacturers' Club and others. His membership in the Masons and Shriners has been a constant source of pleasure to him.

This, in brief, is the story of a man who has really made good.

Over the Demi=Tasse.

THE following poem, written by J. Newton Patrick, of St. Louis, Mo., was sent to Philip Morris & Co., Ltd., New York, as an appreciation of the writer's enjoyment of the "Philip Morris Cigarettes," which he has been smoking for years, and which he declares he will not quit until he can find something better. In the knowledge of past experiences, he has no expectation or real desire to find anything better:—

'Twas under the mistletoe first that I kissed her,
By coaxing her under with promise to show
The picture of one dearer far than a sister,
The woman for whom my heart's ever aglow.

Eager she came with her eyes shining brightly,
Like music the trip of those daintiest feet,
The rose in her cheek and the lips parted slightly,
Presenting a vision most tempting and sweet.

As she stood there beside me I gazed to her soul
Through the fathomless depths of her eyes,
And knew in my heart that whatever the goal
Her love was the world's dearest prize.

"Your check, sir," brought me tumbling
From the world of things that seem,
With my airy castles crumbling
Into mist of golden dream
As the flashing lights and laughter,
The music's brazen flare,
Drew me slowly back to living
From a bliss beyond compare.
The smouldering "Philip Morris,"
And a check, made out for *one*,
Drove cheerless truth upon me,
And my dinner dream was done.

She waited and wondered, her smile growing less,
Till my arms softly folding her 'round,
I clasped her firm and with tender caress
From her lips drew the nectar there found.

And the picture I promised I showed her in truth
In the mirror built over the grate,
Which threw back to us twain the one vision of youth—
Two lovers with spirits elate.

She turned from the mirror, her head on my shoulder,
Her lips almost touching my ear,
Whispering faint as her spirit grew bolder,
"Let's keep that old mistletoe up all the year."

Cantrill Bill Resurrected

A BILL to authorize the Director of Census to collect and publish additional statistics on tobacco, was again brought up in the House of Representatives last week and resulted in a lengthy and vigorous debate, in which ex-speaker Cannon and Republican leader Mann took prominent parts, both opposing the measure.

The purport of the bill, according to representative Cantrill, who is its author, is to give to the raiser of tobacco, information about the amount actually held by dealers at any given time.

Democratic representatives urged its adoption, on the ground that the present statistics of the Government relating to tobacco afforded information merely in respect to the amount raised, which they claimed was largely of value only to the buyers or manufacturers of tobacco.

Sumatra Inscription Dates for 1912

H. A. GEBING, well-known tobacco broker at Amsterdam, Holland, has issued his customary notice to the trade of the plan of the Sumatra sales at Amsterdam and Rotterdam, during the spring and summer of 1912.

The plan outlines the preliminary inspection days, general inspection days, and the dates of sale, which are as follows:

Amsterdam, March 8, 15 and 29; April 4; May 3, 10 and 24; June 7, 22 and 28; July 5. Rotterdam, April 26 and June 22.

Chicago Hold-up Victim Tells Own Story

S. W. HARRIS, retail tobacconist, at 29 East 18th street, Chicago, who was the victim of a bold hold-up recently which was described from news dispatches in the issue of the "World" on December 1st, says it was not altogether accurate and he therefore gives his own story of the unfortunate affair as follows:

"I had just made up my sales for the day when two men walked in. One called for a package of tobacco, and the other going to the rear of the store asked the price of a magazine. As I walked down to the end of the counter to wait upon him, he pointed a gun at me saying: 'Keep quiet, we want what you have.'

"I seized the hand holding the gun, and then I was attacked by the other man. With one hand on my arm and the other on my throat, I was pushed back to the office, thrown on the floor, and $260 to $270 taken from my pockets. When they ran from the store, a third man entered and went to the cash register, taking out the small change left there."

Walter Root has purchased the cigar business of Geo. F. Odeno, at 16 Water street, Waterbury, Conn. Mr. Root took into partnership John F. Williams, and the business will be continued under the name of Root & Williams.

G. H. Smith, representing the importing label firm of Moller, Kokeritz & Company, New York, was renewing old acquaintances in the Philadelphia trade recently.

CIGAR LEADERS SHOWN BY ACKER, MERRALL & CONDIT, NEW YORK



Bock y Ca. Special Size for Duke of Monaco

La Corona Made Especially for Coronation

Bock y Ca. Special for King George V

Bock y Ca. Special for King Edward

Intimidad St. James Club

Santa Damiana Kaiser Wilhelm

Bock y Ca. Made for Baron Rothchild

Bock y Ca. Special for Monte Carlo

Photo by Jos. R. Gannon, World Photographer

IN the year 1820, Thomas Hope and W. J. Merrall started a grocery store at the corner of Chambers street and West Broadway. Their assets were a few dollars in cash, and the determination to treat fairly and squarely all those who would favor them with their patronage. At the same time that this business was started, a great many other stores of like kind were established, whose very existence had been forgotten long before the present generation came into being. Hope & Merrall prospered and prospered, adding on to the foundation until today, we have that giant commercial structure, the Acker, Merrall & Condit Company, a house that requires no special introduction to the American public.

Its name is synonymous with everything that stands for integrity and uprightness in business.

It is the old, old story, success to those who are deserving of it, by reason of the unabated efforts to gain the confidence of their customers by legitimate conduct of their business, offering to their trade the best productions that they can discover, in the markets of the world, and at a reasonable margin of profit.

The little corner grocery store has grown into a business which today employs more than one thousand people, in its various branches, and requires three hundred horses and numerous automobiles in its delivery department.

One of the branches to which Acker, Merrall & Condit Co. pay particular attention has been its wholesale and retail cigar department. While imported goods have always been a feature of this department, they carry a good assortment of Key West and domestic goods, and a complete stock of cigarettes and tobaccos of all makes.

Mr. Coe, who had gained an enviable reputation as a cigar man in the West, came here eight years ago, and took charge of the cigar business for the company, which position he still fills most efficiently. By virtue of his efforts, combined with merchandise handled, and the facilities of the house, Acker, Merrall & Condit Co. today have a cigar and tobacco business which is second to none in this country.

The major portion of their trade consists of a large number of fastidious smokers, whose purses permit them to engage in luxuries, and in catering to this clientele, Mr. Coe and his many able assistants have assembled an assortment of fancy smokes, which may well be described as the "Alpha and Omega" of the very finest that the skill and natural wealth of the Antilles produce.

Among the fancy packings there are cigars which were made especially for the Coronation in London; the special "Fancy Tales," which were made for the late King Edward; the cigars that grace the tables of their Majesties, King George and Emperor Wilhelm, and the smokes used by that cigar connoisseur, the Duke of Monaco.

We print a photographic reproduction of these aristocratic cigars, as they were arranged in one of the holiday displays at the 42d street store of Acker, Merrall & Condit Company.

In keeping with the ever-increasing demand for varieties and assortment packages, the firm is showing special assortment cabinets made for them by the manufacturers of the following brands:

"La Corona." "Santa Damiana." "Henry Clay." "Bock y Ca." "La Carolina." "Intimidad," "Redencion." and "Graham Courtney." They range from packages holding four sizes of cigars to the more elaborate "Corona" assortment, which holds twenty sizes.

Anticipating a much heavier demand for fancy goods this season than was ever experienced before, the importations by this firm were nearly twice as large as during any former year and the wisdom of their foresight has already become apparent. Sales up to date are far and above their expectations.

all that's new with JOBBERS and DISTRIBUTORS

Birmingham Cigarists in New Home

THE R. D. Burnett Cigar Co., at Birmingham, Ala., is now comfortably housed in its new home at 1909 Second avenue, that city, to which place they removed from First avenue, some days ago. The establishment is one of the finest in the South and those who have seen it say it rivals many establishments of the North in point of elegance, arrangements and facilities.

The new building was built specially for the firm, and is equipped with modern humidors for keeping stock in perfect condition. The first floor of the building, which is furnished in mahogany, contains the offices, pipe department, humidors and display rooms. The pipe department alone contains a stock valued at $20,000.

The second and third floors are devoted to storage and stock rooms, where all the case goods, plug and granulated tobaccos are kept. Every care is afforded the stock in the building and the various kinds of tobaccos and cigars are always in fine condition.

The officers of the company are R. D. Burnett, president; W. G. Patterson, vice-president, and A. B. Raines, secretary. R. F. Burnett and P. H. Plumlee, in addition to the above, constitute the board of directors.

Receiver for Wheeling, W. Va., Jobbing House

THE cigar jobbing house of Wells & Wingerter, consisting of Geo. N. Wells and Adrian Wingerter, made application for a receiver some days ago, and W. R. Stevenson was appointed to take charge of the business. The bond was fixed at $12,000.

The business was commenced in the fall of 1907, and for a time did a thriving business. When several counties in Ohio from which they drew a large amount of trade went dry some time ago they lost considerable money by not being able to collect their accounts. The receiver has expressed himself as hopeful that they will be able to effect a re-organization in the near future.

"Post Dispatch" Cigars on the Coast

A PARTICULARLY strong campaign is being planned by Eitel & Cassabohm Co., of Louisville, Ky., on their "Post Dispatch" cigar, to begin January 1st next. In Los Angeles, Cal., arrangements have been made with the Klauber-Wagenheim Co., to distribute the goods in that section, and the factory interests will be constantly represented by Morris Burke, a well known broker in Los Angeles. Mr. Burke will co-operate with the Klauber-Wagenheim Co., in promoting the sale of these goods.

Systematic Robbery of Cincinnati Jobbing House

AFTER a great deal of trouble in tracing and finally placing the responsibility of the loss of goods upon employees, the J. B. Moos Co., wholesale cigar and tobacco dealers in Cincinnati, had to call into service the city detectives, who caused the arrest of two of their employees.

Many repeat orders are following in the wake of the highly attractive window displays made about San Francisco on "El Wadora" cigars. The distributor—Chas. Mattheas—is hoping that the factory will be able to make larger and more frequent shipments so as to meet the growing demand promptly. Local retailers who have permitted window displays installed, have noticed an increase in the volume of their sales and are now eager for more such publicity. Mr. Ed. Marshall, the Coast representative of Sig. C. Mayer & Co., Philadelphia manufacturers, is on a trip to factory headquarters.

The Baltimore branch of Acker, Merrall & Condit Co., is fully prepared for the holiday trade with the finest line of goods they have ever shown. In addition to the splendid array of fine cigars, they are also showing beautiful specimens of humidors, smokers' articles, etc., this season. The "Milo" package of holiday cigarettes is strongly featured and makes an attractive showing.

Switzer & Macauley, live distributors at Rochester, N. Y., lately made a special drive of the "Smokecraft" cigars of A. L. & M. L. Kaufman, New York, and which have come into good favor among retailers of that city. The house is also doing a fine trade on the "Charles Denby" cigar, made by H. Fendrich, at Evansville, Ind., and the "Savarona" of the Cayey-Caguas Tobacco Co., New York and Porto Rico.

The "Charter" cigars of E. M. Schwarz & Co., which were placed with Dunbar & Co., at Washington, D. C., not long ago, are meeting with a good reception in the Capital City. In order to bring them quickly and forcibly to the attention of smokers, a quantity were distributed gratis by one of the factory representatives, who expects to repeat the operation in the near future.

The Lamar-Rankin Drug Co. at Atlanta, Ga., have taken possession of new quarters in Forsyth street, which enabled them to increase the space devoted to cigars, which department, under the direction of W. I. Jones, is making steady headway. They are at present featuring the "Savarona" Porto Rico cigars, made by the Cayey-Caguas Tobacco Co., of New York and Porto Rico.

The Straus Cigar Company, at Richmond, Va., are meeting with much success in placing "Otto the Great" cigars, made by Kraus & Company, of Baltimore. The goods are being very well received by the local trade and the salesmen are now starting on the road placing goods in North and South Carolina.

The "La Famosa" nickel cigars, made by E. Kleiner & Co., New York, are well distributed about Chicago through the distributing agency of Thorwart & Roehling. Sales are on the increase in that territory, and after the new year the firm will have a resident representative in Chicago to aid in a further expansion.

Late Jobbing Trade Items

The Henry Lowe Cigar Co., at Fort Worth, Texas, was recently incorporated with a capital stock of $7000, by Henry Lowe, Earl Parks and Thad. N. Hewlett.

The Schenck Cigar Co. at Maroa, Ill., has been incorporated with a capital of $10,000. The incorporators were Charles F. Schenck, Lillian A. Schenck and Carl D. Schenck.

A building permit has been taken at Altoona for the erection of an additional story to the Reid Tobacco Company's building at Green avenue and Tenth street, to cost about $2500.

The F. and F. Cigar Company has been organized in Los Angeles, Cal., with a capital stock of $25,000, of which $10,000 has been subscribed. The directors are M. E. Fagg, M. J. Davis, W. E. Fredd, L. F. Fagg and E. J. Davis,

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Herman Heineman & Co., San Francisco jobbers, are planning to open a branch house at Seattle in the near future. Their object is to supply the trade there direct from their local establishment and thus save them much lost time of having goods in transit.

When S. Winfield, representing Deisel-Wemmer Co., of Lima, O., called on the Cincinnati trade, recently, he found that Krohn & Co., the local distributors of their product, had the situation well in hand and that the goods were well represented among the local dealers.

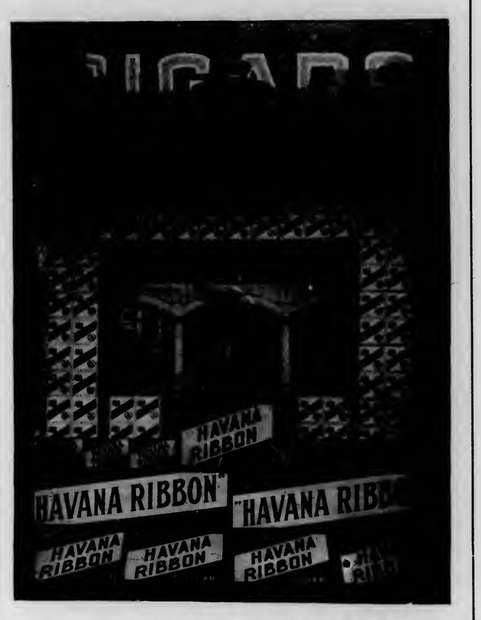
The Max Mosher Cigar Company, of Omaha, are engaged in some extensive improvements to their establishment. New fronts are being constructed and the main storeroom extended thirty feet back. They are strongly pushing the sale of the "Senator Millard" cigar, made by Jeitles & Blumenthal, Ltd., Philadelphia.

The "Charter" brand of nickel cigars, made by E. M. Schwarz & Company, New York, have been placed with the new distributing firm of Parker-Gordon Cigar Company, at Kansas City. This line is already meeting with much favor and the house expects it to become one of the largest selling cigars in that city.

Dan Loughran, one of the oldest cigar distributors in Washington, D. C., is showing a line of Theobald & Oppenheimer Co.'s "Royal Lancer" seed and Havana cigars in several sizes. The "Quatility," a nickel proposition from the same factory, is also making many devotees in the capital city.

The "Rigoletto" cigars are fast approaching new sales records in Indianapolis, where they were distributed by L. G. Deschler Co. and the House of Crane, both of whom are doing a large volume of business on E. A. Kline & Co.'s product. Mr. Kline personally visited the trade there recently.

Sales of the "3-20-8" cigars, made by A. B. Smith & Co., at Boston, are increasing quite rapidly through New York State. The Hjalmar Boedtker Tobacco Co., who are the local distributors at Syracuse, report that the brand is proving a success wherever they have placed it, and that the sales are growing at a rapid rate.



DISPLAY OF "HAVANA RIBBON" CIGARS AT RED BANK, N. J.

"Havana Ribbon" Cigars in New Jersey

A DISTRIBUTING agency of the "Havana Ribbon" cigar was secured not long since by M. V. Pach, at Red Bank, N. J., who promptly entered into an active campaign in their introduction in his territory. Every possible means of publicity was taken advantage of, and several fine window displays were installed. An illustration is shown herewith of a display made at the Pach store, which attracted much attention and comment. He reports that "Havana Ribbon" have proven active duplicators.

Mr. Pach is a very progressive member of the trade, and at a recent meeting of the New Jersey Retail Tobacco Dealers' Association, held at Newark, he was elected president of the organization.

The cigar trade at Terre Haute, Ind., was stirred to a higher pitch of enthusiasm some days ago when Geo. J. Yocum, with Yocum Bros., Reading, Pa., called on the dealers in the interest of the "Y-B" and "Spana-Cuba" 10 and 5 cent goods, respectively. The goods are being placed through that territory by the Mooney-Mueller Drug Co., of Indianapolis.

The delay in completing the Mansur-Hume Building in Indianapolis is causing a lot of inconvenience and annoyance to the cigar distributing firm of Donahue & Eaton, jobbers of the "Havana Ribbon" cigars at Indianapolis. They were to have possession by this time and will have the exclusive cigar privilege of the building.

PROBLEMS of the RETAILER

The Importance of Knowing Why

KNOWLEDGE of the thing you handle is necessary to good salesmanship," says a writer in one of our exchanges, and has particular application to the man behind a retail cigar counter.

"Some slick fellows I know get by without much knowledge just as some men can make a stirring speech who would think it time wasted to read one of Emerson's essays.

"To know your business keep one word in your mind and let that word be 'Why.' Why have we to get more for this than we get for that? 'Why' is the basis of knowing. 'Why' starts you thinking. When you place before a customer two brands with a difference in price, and you say in a lazy way that you guess one is better made than the other, you are not a 'Why' man.

"Another thing—the more you know about difference in quality the more quality goods you'll sell, and that's what builds up business."

If you are pushing Porto Rico cigars you ought to know that the goods made from tobacco grown in the interior of the island is far superior to those made from the leaf that grows near the coast.

If a customer says that he likes clear Havana cigars but cannot smoke them because they are too strong for him, you should be able to tell him why he will find the Panatella shape much milder than the larger, thicker shape like the Club House or Perfecto sizes.

And so on through a long line of points, not only as regards cigars, but concerning cigarettes and smoking tobaccos. You should possess the knowledge that will enable you to tell a customer "why" certain goods and certain brands are likely to please him, and in quality goods why they cost a little more.

Cheerfulness Necessary to Success

ANY business man seeking success must have a cheerful manner. The man with a gentlemanly style and smooth manner has greater chances of success than the sour independent; and if the business man wishes victory, he must cultivate good will and a pleasing style, regardless of any troubles. Use plenty of oil; it goes in deep, smoothes out the rough places and carries you over difficulties, while a gruff "Good morning," drives trade away from your store.

Independence is a losing game. No business man, and particularly a retail tobacconist, can afford such methods. The shrewd dealer does not employ clerks who are not always courteous, pleasant and attentive. Cheerfulness puts everybody in a good humor, while gloom casts a shadow over the entire business and chills the customer.

Always be awake, cheerful and good-natured; greet everyone with a smile, and teach the same to your clerks or employees and then watch your trade grow.

Easy Way to Push Cigars

AN easy way of pushing the sale of a cigar is to give them a good window display once in a while. Don't be afraid the manufacturer will be the largest beneficiary if you display his goods. That is a mistake, for if you did not make such a display and get the attention of a few people upon whom a favorable impression had been made before, your competitor may do so and then you lose.

We want to emphasize the fact that by a window display we do not mean the filling of the show window with a lot of dummy packages and plastering the window full of gaudy signs, such as are sometimes supplied by manufacturers, but rather, a trim of the window that is based on some novel display, different from what you have done before, so that it will get the attention it deserves.

It is also much easier to advance the sale of a cigar if the case in which they are kept is tastefully arranged and perfectly clean, so that a customer will notice the care and pride you are taking with your goods. It is offensive to refined customers to see a lot of burned matches lying about the counters or show cases. The cutter and lighters should be well cared for, too, and everything about the cigar case ought to shine conspicuously.

You are expected to have the cigars the customers want, and not be obliged to constantly offer the just-as-good brands, even if you think they are just as good. Nearly ever man tires from time to time of a brand he has been smoking and desires a change. If he does, give it to him, but don't try to induce him against his will to change a brand.

Window Bulletin Suggestions

If you smoke

Buy your cigars by the box.
Let us tell you about it.

We have no week-end sales.
Every day here is a
BARGAIN DAY

Seasonable Hint

Haste makes waste. Come in and take your time in selecting Christmas Goods

Late Retail Bulletins

B. Abbott has purchased the Farrell cigar store at Battle Creek, Mich.

William O'Neil has purchased the tobacco and candy store at Haydenville, Mass., of James Mansfield.

A new cigar store will be opened at No. 15 Clinton avenue, Rochester, N. Y., by Frank Thomas.

James Simon has bought the cigar store of John H. Burns, at Middlebury, Vt.

R. F. Doremus has purchased an interest in the "Smoke House" cigar store at 407 N. Burdick street, Kalamazoo, Mich.

John A. Miller, news agent at Atlantic City, N. J., has opened a cigar and stationery store in the Wilhelmina Apartments at Massachusetts and Atlantic avenue.

Virgil Baker is removing his cigar store from the present premises, on North Columbia street, to the Kelley Block, in South Jackson street, Frankfort, Ind.

Conte & Co., of St. Johnsbury, Me., have opened a store in St. Albans, Me., where they will offer an up-to-date line of cigars and tobacco.

The cigar store of Harry Hess, 15 E. Tenth street, Kansas City, Mo., was broken into recently and the cash register touched for its contents.

The Booster Cigar Store, on North Walnut street, Brazil, Ind., has been sold by Charles Smith to Ben. Wyatt, who took charge at once.

A cigar store is being opened in the new Donovan Building at South Division and Oak streets, Grand Rapids, Mich.

Elisha Thompson has purchased the Ray Hill tobacco and cigar store in the Rockford Building, in West State street, Rockford, Ill.

Wm. R. Harper is opening a new cigar store in the First National Bank block at Alliance, Ohio. The store has been thoroughly renovated, both interior and exterior.

The Cuba Rica Stores Co., who operate a chain of stores, has just taken over the Wells Building stand of Steve Surman Co., in Milwaukee. Mr. Surman becomes vice-president and resident manager of the new company.

Prominent New Orleans Cigarist

THERE are few men in the cigar business in New Orleans who are better known or more highly esteemed by the general public than Laz Michel.

For many years Mr. Michel was interested in the New Orleans Cigar Stores Company, and on the dissolution of that company last month he purchased from U. Koen & Co. the Acme cigar stand on Royal, near Canal street.



LAZ MICHEL

The Acme stand is an old established retail place, and under the able management of Mr. Michel will be sure to enjoy an increasing trade.

Laz Michel numbers his friends by the score, and his old customers have followed him to his new stand. In addition to the following brands of cigars, "Bachia," "Garcia," "John Ruskin," "Owls" and "Urido," the Acme stand carries a full line of imported goods and smokers' articles.

Lee R. Jones and Austin C. Travis have purchased a cigar store at 113 Portage street, Kalamazoo, Mich. Mr. Jones was formerly connected with the Charles J. Stamm cigar store, of that city.

A petition in bankruptcy has been filed by William Scholl, cigarist, at 441 State street, New Haven, Conn. His liabilities are $1,701.33 and assets $274.88. He made oath that he did not have sufficient money to pay the filing fee.

C. A. Mitts, owner of the Pantlind Hotel cigar stand, Grand Rapids, Mich., will conduct an additional branch of his business on the east side of the Grand Rapids Grocery Company.

The A. Novak Cigar Co., of Chicago, Ill., has been incorporated with a capital of $2500, to deal in tobacco, cigars and other merchandise. The incorporators were Edward J. Novak, Sidney H. Pollack and Charles Yannicky.

F. A. Standish, formerly a tobacco and cigar dealer in the Rialto Building at Montpelier, Vt., but which was burned last winter, has filed a voluntary petition in bankruptcy, placing his liabilities at $1,991.36 and assets at $345.

The Waukesha Cigar Company is being formed at Waukesha, Wis., by J. E. Reeves, W. A. Becker, Rudolph Schroeder and Otto A. Schroeder. They expect to open for business this week and hope to get some of the holiday trade.



A NUMBER of well-known cigar salesmen met at a popular down-town café, in New York, and were discussing the wonderful amount of business which each of them was securing.

The white-jacketted ruler of the emporium, who is a total abstainer and noted for his level head, listened quietly until he could stand it no longer. He then offered the prize of a quart of "Frappeed Joy Bubbles," to whichever salesman would bring in the most orders inside of one hour.

They all started out and returned after an hour when the count was taken. All of them with the exception of one, whose name we refrain from mentioning, had secured but a single order. This lucky "Knight of the Grip," proudly stepped up and stated that he had secured three orders, one from Jones and two from Brown. Jones ordered 150 cigars on consignment, while Brown ordered the salesman "To get out" and also ordered him "To stay out," which made three orders. He took the wine.

* * *

The old song, "If I only had a moustache like the Kaiser" has been revised in St. Louis to read "If I only had a cigar like the Kaiser." At least, the friends of Charles Gilpin, proprietor of the Union Station cigar stand, who were not fortunate enough to receive one of the Kaiser's cigars, are humming this refrain.

A friend of Gilpin's in New York City, who is a big importer of Havana cigars, sent him a Christmas present of 25 cigars, each seven inches long and an inch in diameter. The only mark on the box was the coat of arms of the Royal German family, but each cigar is adorned with a monogram band with the initial "W," meaning, of course, "Herr Wilhelm." The donor of the royal cigars explained that he obtained them from the Havana manufacturer who makes goods for the Emperor of Germany, and advised Gilpin, that if he should smoke one of these when he was feeling mellow, he would imagine that he was President of the Tobacco Trust.

I have not heard the outcome of Gilpin's dream.

* * *

One of the most popular cigar salesmen in the country who covers the southern territory for a well-known house, had a run of bad luck last summer, and found mighty hard picking.

The firm who were relying upon him kept the mails and wires busy requesting orders. Finally in desperation, they sent him the following: "We must get order in your next letter." Several days afterwards they received from their representative a large envelope which contained the following self-explanatory note,

Dear Sirs:—

Enclosed please find order for I'm durned if I can.

It is the little details that go to make the sum total of an able man. This is well borne out by a little story which has been traveling up the Rialto in which James Thornton, the versatile song-writer and cynic, and an actor financially embarrassed and out of work, were the principal characters. Thornton met the aforesaid actor a few weeks ago in front of a well-known hostelry in New York and was braced by the latter for a loan of ten dollars. "Jim" drew himself up haughtily and inquired why he should produce. The actor repeated a long story of misfortune and hard luck. Thornton questioned him closely. Finally, he said, "What part did you play last season"? The man replied that he had played the part of a Mexican in "Arizona."

"Ah!" Thornton replied, "and did you play the part well"? "Indeed, I did," replied the actor, "I was the hit of the show." Whereupon Thornton produced a package of tobacco and some cigarette papers, and said, "If you could play the part of a Mexican well, you can, of course, roll me a cigarette from the makings."

The embarrassed Thespian reluctantly took the "Bull Durham" and paper and attempted the job. He made an awful mess of it. Thornton snatched the materials and snorted, "If you played the part of a Mexican as badly as you rolled this cigarette, you ought to be out of work and money."

The ten dollars was never lent!

* * *

I was standing in a cigar store in Pittsburgh the other day when a well-dressed man with an overcoat on his arm walked in and stepped up to the counter, as if he were about to buy a box of real cigars.

"Just read your card in the theatre program," said he, as he threw down two dimes on the counter. "May I use the 'phone"? and he seized the free 'phone and talked for five minutes. Then he called up someone else. All the time the clerk was eyeing those two dimes. "Two cigars," I said to myself. Then he used the other telephone, also free, and after he had finished with this "phoney" talk, he walked over to the clerk and said, "Can I trouble you for twenty pennies"?

"Only got eleven," said the clerk.

"Give me eleven for a dime"? says he. "I want to keep one for luck," said the clerk, disguising as much as possible his admiration for his nervy visitor.

All right," said the gentleman, "give me a couple of matches." As the clerk handed him the box he grabbed for a hundred.

"Take but two," said the clerk, "and just put back the other ninety-eight,—you have deceived me."

THE ONLOOKER.

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CIGAR MANUFACTURERS' ASSOCIATION OF AMERICA

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EDITORIAL

The passing of the primitive open-air cigar stand from the streets of many western cities, notably San Francisco, marks the evolution of the cigar business from a peddling to a higher sphere of merchandising. In many western cities, it has been a common sight to see the cigar storekeeper standing behind his open-air stand, exchanging pleasantries with the passersby, exposing his goods to the grime of the street, and generally conducting his business like a "street hawker."

From Peddling to Real Store Keeping

The advent of the "chain" store such as "Gunst's" and the "United," has shown the old-time cigar dealer that the cigar business to be successful, must be conducted like any other merchandise store.

The shop window is one of the biggest drawing cards and assets of the modern cigar store, provided it be properly trimmed and used. Stock kept in up-to-date humidors, within doors instead of being exposed to the dirt of the street, is sure to be kept in better condition, to attract better trade, and to raise the store to a higher plane of dignity and profit.

No one reading the latest report of the Internal Revenue Commissioner, for the fiscal year ending June 30th, 1911, can fail to be impressed with the figures relating to the cigar industry. While the number of cigar factories shows a decrease of 393 in the year, the increased production of 111,674,849 cigars more than outweighs this loss.

Pennsylvania's Supremacy in Cigar Production

Pennsylvanians will feel a particular thrill of pride in the fact that this State continues its leadership in the volume of cigars, producing a grand total of 1,878,694,249 cigars. This production, of course, means cigars weighing more than three pounds per thousand and represents an increase of nearly 28,000,000 cigars over the year preceding.

The TOBACCO WORLD, being published in the heart of this vast industry, notes with pride the fact, that the First District, which embraces Philadelphia and vicinity, produced 694,635,755 cigars, representing a gain of nearly 13,000,000 cigars over the year preceding while the Ninth District, which embraces the thriving centres of York and Lancaster, produced 715,999,485 cigars, a gain of more than 8,000,000 over the production of 1909-10.

The tremendous gains in the First District indicate that the Philadelphia-made goods, that is, goods made in the district in and around Philadelphia, are today at the height of their popularity. And no one can question that they have won the place, due to the energetic efforts of the manufacturers, not only in producing the best cigars that can be had, for the money, but also adopting the most modern methods of exploiting them.

Closely following Pennsylvania in production are the States of New York, with 1,169,345,379 cigars; Ohio, with 651,239,317 cigars, and New Jersey with 492,808,672 cigars.

Spanish Names For Cigars Upheld by Court

An interesting point has been raised by the recent decision of the Chancery Division of the High Court in England in regard to the use of Spanish names for cigar brands.

A Dutch firm wished to register a label and trade-mark, in which their brand name "Los Alumbradores" appeared, with a typical Spanish picture. The Havana Cigar Protection Association, Limited, of England, immediately entered formal objection which has finally been dismissed by the Court who held that if the use of Spanish brand names for cigars, should be confined only to countries where Spanish was spoken, it would seriously embarrass a number of well-recognized brands now on the British market.

Of course, the decision was quite correct and it cannot fail to have a far-reaching effect. It recognizes the fact that most of our best known brands, whether they be made in Tampa, Key West, Havana or Holland, are of Spanish derivation. If the manufacturers of the cigars in question should have claimed that the cigars were made in Havana, they would have transgressed the law, and could rightfully be held as impostors, but merely to use a Spanish name, is only following an old custom, which can work no harm to legitimate Spanish goods.



From The Tobacco World Bureau, 910 Hartford Building, New York.

Independent Tobacconists Invite More Members

Dues Reduced So As To Swell Organization To One Thousand

DETERMINED to increase their membership until it reaches a scope of national importance, the Independent Retail Tobacconists' Association, at a meeting held in Terrace Garden, on December 8th, adopted a resolution to reduce their dues to $1.00 a year, until one thousand members have been secured.

Henry H. Hunter, attorney for the organization, principally pointed out that "the battle had just begun," and that while the proceedings throughout the past few weeks might have been discouraging to the layman, there was not a single depressing note that could be gathered or felt by a legal mind.

Mr. Hunter was most emphatic in his declaration that success was bound to follow the united efforts of the thousands of independent retailers throughout the country.

A number of new members, both from outside points, as well as New York City, were enrolled.

Attention was called to the forthcoming meeting of the recently organized Independent Retail Tobacconists' Association of New Jersey, which will be held at Newark, December 14th, and a great many of the members present volunteered to attend.

The delegates of the New York Association, headed by Oscar S. Veit, made very favorable reports as to the progress of the New Jersey Association, and the address of Mr. Veit, who is one of the ablest men in the movement, proved stimulating and encouraging.

A great deal of detail business was transacted, and a lengthy discussion ensued when chairman Murray Buxbaum called for talks under the order of "Good and Welfare."

The new secretary, Otto S. Jones, had prepared a lengthy and careful report, which met with the approval of those present.

Esberg-Gunst Plan Expansion

HENRY ESBERG, of the Esberg-Gunst Company, will leave, December 18th, for Tampa, Florida, to remain until after the first of the year, so as to be present when the annual inventory is taken. Since the re-organization of the Esberg-Gunst Company, under the name of the Alta Cigar Company, more than a year ago, all of the departments have been materially strengthened, and business has increased proportionately. Other changes may be expected shortly after January 1, the most prominent among which is the addition to the organization of so valuable a man as Mr. Preston Herbert, who has been prominently connected with the Havana-American Company, for a number of years.

Salesmen To Co-operate With Retailers

THE sincere interest to cope intelligently with problems affecting directly the best interests of the salesmen was demonstrated at the last meeting of the Independent Salesmen of America, held on Friday, December 1st, at Terrace Garden. When the chairman called for "Trade Discussions" it was responded to by a number of serious and beneficial talks from various members.

Mr. Bernd, a Director of the Organization, stated that one of the vital objects of the new association was the consideration of such difficulties as the average "Knight of the Grip" encounters in his daily rounds. This talk brought forth expressions about troubles and cross-fires which they had met in attempting to place their respective lines with the distributors. All agreed that an exchange of ideas would lead to a closer and firmer alliance among the salesmen.

Oscar S. Veit, made a stirring appeal to the association to exert all efforts toward the central movement and to cooperate with the retailers, who are making their movement a national one.

Upon Mr. Veit's suggestion it was decided by the salesmen to contribute Twenty-Five Dollars toward the general fund which was being used by the trades' interest in defraying the expenses of the legal contest against the American Tobacco Company's dissolution procedure.

Henry Hunter, one of the attorneys representing the Independents' interests, addressed the meeting and stated that he would shortly proceed to Washington for the purpose of laying before Commissioner Herbert Knox Smith additional information, concerning the bill of complaints which was entered by the Independents some time ago.

After the meeting the men were entertained by a concert which had been arranged by President Prochaska, who, himself, is an excellent cellist, and participated in offering the musical treat. The next meeing of the association will take place at Terrace Garden, on the evening of the first Friday in January.

New Package of Carlos Fernandez a Hit

CARLOS, FERNANDEZ & CO., have hit the bull's eye of popular favor, by introducing a "Boite Nature" package, holding ten perfecto-shaped cigars of the "Flor de Carlos Fernandez" brand. They are presenting this cigar to the trade in both their Porto Rican brands and their New York-made seed and Havana. Charles Jacobs, the president of the company, who has just returned from an extensive trip, is very gleeful over the reception which greeted this innovation at all points.

Christmas Trade Now in Full Tide

WHILE the holiday business has been slow in starting with the New York retailers, things took a sudden boom about a week ago, and that air of hustling activity, which usually produces the smile of satisfaction on the countenance of Mr. Cigarman during Yuletide, is to be witnessed everywhere.

The heads of the large chain stores report more than satisfactory holiday business up to date. They regret, however, that the consumers have delayed so long in securing their supplies of Christmas gifts, because it will mean a very heavy strain on the men behind the counters, for the next two weeks.

The total cash receipts are expected to exceed those of former seasons, because there is a tendency toward the purchase of expensive articles, principal among which are humidors, fancy cabinets, varieties, smokers' sets, and miscellaneous high-priced paraphernalia, for the equipment of smokers' dens.

Most of the retailers have again made the error of delaying with their window displays.

For several years the Tobacco World has recommended that handsome Yuletide displays be made as early as possible.

It is learned from a number of the leading retailers that they are going to eclipse all their former efforts in the way of special displays, and the local window-dressing companies have already received orders which will keep them busy day and night until Christmas.

Hussey's Bookkeeper Arrested

CHARLES E. TOMKINS, cashier and bookkeeper for the A. Hussey Leaf Tobacco Company, 127 Maiden lane, New York, has been arrested on the charge of embezzling more than $14,000 of the company's money during the past year. Tomkins disappeared October 1st, following which his books were found to be in bad shape. The National Surety Company, which had bonded him for $2000, made good to that amount. Detectives from the Burns Agency arrested him in Rochester and brought him to New York last week.

Off to Cuba for Leaf

ALFRED K. ETTLINGER, of Emanuel Hoffman & Son; J. N. Kolb, of Theobald & Oppenheimer Co., and Max Schatz, maker of the "La Primadora" cigars, are among the well known leaf buyers who will spend the next few weeks in Cuba. Mr. Ettlinger and Mr. Kolb have already left for the Island. Mr. Schatz expects to sail within the next few days.

Preston Herbert Joins the Gunst Forces

ONE of the most important changes in cigar circles to be effected on January 1st, will be made by the M. A. Gunst Company in the acquisition of Preston Herbert, who for the past eleven years, has been connected with the Havana-American Company. Mr. Herbert resigns his position as First Vice-President of the Havana-American Company in order to enter the organization of the Gunst Company.

To those who are conversant with trade affairs, it need hardly be told how valuable an addition this will be to the well-known house. Mr. Herbert is one of the best known and most capable men in the cigar business. For a long period he has practically controlled the extensive manufacturing and selling branches of the Havana-American Company. He is a man of judgment, conservative views, and unlimited executive ability.

While still enjoying youth and vigor, he possesses that experience, which most men gain at a riper age, and his presence in the Gunst organization cannot fail to strengthen it.

"Aplomos" Make Big Hit with Hotel Men

AS stated in our last issue, "Aplomo" cigars were officially selected by the New York State Hotel Men's Association for use at the 25th annual banquet, which occurred at the Waldorf on Thursday evening, December 7th.

This function was one of the most notable of the winter held thus far at the Waldorf, and it is needless to say, that all that money and ingenuity could devise in the way of viands and liquor were provided for the 700 or more guests, who were the proprietors of the leading hotels in the city of New York.

Every standard brand of champagne was represented on the boards, but the only cigars in evidence were the beautiful packages of "Aplomos" which are illustrated herewith. Jackson H. Kelley, who secured the contract for his firm, Salomon Bros. & Stern, for their goods, was warmly congratulated on the artistic beauty of the package as well as the quality of the goods, which was proven after the matches were applied.

Many of the guests were so tickled with the appearance of the souvenir boxes in which the cigars were packed, that they slipped them into their pockets and regaled themselves with "Laurens" cigarettes, during the course of the dinner.



SPECIAL PACKING OF THE "APLOMO" MADE BY SALOMON BROS. & STERN, NEW YORK

Late New York Notes

Faustino Lozano and José M. Lozano have just returned from a fortnight's vacation spent in Quebec. This trip was made for the purpose of recovering from the severe shock caused by the loss of their mother, Mrs. F. Lozano, who expired in this city several weeks ago. Mr. Faustino Lozano will probably remain in the city until after the holidays, and then make a trip to Tampa and Cuba, as is his usual custom.

Ben Lesser, the firm's well-known travelling representative, returned from his fall trip several weeks ago. James (Jimmie) Burns, is giving a fine account of himself from various points in the South, where he is now travelling for the Lozano interests.

The Hydegrade Wine & Liquor Company, who operate over twenty wine and liquor stores in this city, have recently put in a full line of cigars in each of their stores. They are featuring among other brands the "Webster," Y. Pendas & Alvarez; "El Sidelo," Samuel I. Davis & Co., and "Optimo," made by A. Santaella & Co. The seed and Havana brands, made by E. M. Schwarz & Co., are given prominence in the displays at the various stores.

Balbino Balbin, office manager and city salesman for Balbin Bros., reports that the season has been a very good one with his firm. Heavy orders from all sections of the country have been keeping the capacity force of the large factory, at Tampa, strained to the limit in the effort to cope with the increased demands of the Balbin Brothers, distributors.

It is learned that one of the oldest Spanish cigar houses in the downtown district is preparing to move their offices and salesrooms to the uptown section, probably between 28th and 45th streets. There are also indications that there will be a general exodus of cigar manufacturers now in Pearl and Water streets to uptown quarters.

The lithographic house of Kaufman, Pasbach & Voice, who specialize on cigar labels and cigar bands have increased their selling staff by engaging John J. Brunnic, who is well acquainted with the cigar trade, and is meeting with success in handling the fine work produced by this new and enterprising firm.

E. Soter & Co. is a new corporation that was recently formed to engage in the manufacture and sale of cigarettes, etc., with a capital of $100,000. Incorporators are E. Soter, C. Catsaros and W. V. Zipser, all of New York.

A store has been leased by the People's Cigar Co., at 114 East 28th street, New York.

Another Box-Stuffer Goes Up

THE Government is continuing its crusade vigorously against box-stuffers in the United States Circuit Court in New York. Last week Judge Holt sentenced Joseph Guiterrez to a fine of one dollar and a thirty-day term in the penitentiary, after the latter pleaded guilty of using old cigar boxes of foreign brands and filling them with his own make of cigars.

To Consider Free Smoker Question

THE Clear Havana Manufacturers' Association, of Tampa, Fla., will meet some time this month to discuss and act upon the recent decision of the Internal Revenue Department affecting revenues on free smokers.

The Cigar Manufacturers' Association of America has left this delicate matter in the hands of the Tampa committee, which body will come to some agreement at the forthcoming meeting as to the best uniform plan which can be adopted by manufacturers throughout the country to comply with the ruling. Most of the members of the Board of Directors of the Tampa Association were present in person at the recent hearing in Washington, and are thoroughly conversant with the ruling as well as the exceptions and demands of the Revenue Department.

Telephone "Red Book"

FIRMS and individuals who have occasion to use the telephone system in New York City, will be pleased to note, that the publishers of the "Red Book" have established a free department of special information supplementing and enlarging the field covered by the general list of this well-known telephone directory book.

Through the courtesy and co-operation of the New York Telephone Company it is now possible for anyone having a telephone within Greater New York and the Metropolitan district, also in New Jersey, West Chester County and Long Island to call Cortlandt 1208 for the purpose of locating firms or individuals furnishing any special article or service desired.

The "Red Book" as issued by Reuben H. Donnelly, publisher, is one of the most convenient and necessary directories that have ever been placed on a busy man's desk.

Night Rider Fines Affirmed

THE United States Circuit Court of Appeals at Cincinnati last week affirmed the penalties assessed against eight Kentucky farmers whom a federal jury in Covington, Ky., last year found guilty of violating the interstate commerce laws during the Night Riders' tobacco war. They were charged with interfering with a shipment of tobacco from Dry Ridge, Ky., to Cincinnati. The fines ranged from $300 to $1000.

The estate of Edward L. Jones, for many years in the tobacco business in New Haven, Conn., and who died some time ago, has been probated at an estimated valuation of $60,000. Part of the estate is in real estate in New Haven and Orange. It is devised by will to his surviving son and daughter.

Sumner C. Lewis, proprietor of the Nicollet hotel cigar stand, Minneapolis, Minn., died recently at his home in that city after an illness of three weeks. He had been the proprietor of the stand ten years.

He is survived by a widow and two sons.

Carl Martinson and H. A. Rozene, of Paxton, Ill., contemplate opening a cigar factory at Farmer City, Ill., early in January next. These gentlemen visited that town recently and selected a building which was thought suitable to their purpose.

Mr. Dula In Charge at St. Louis

Continued from page 9

and in addition to this the company will control ten factories elsewhere. These vast interests will be directed by Mr. Dula and his associates from the St. Louis centre.

In undertaking his work, Mr. Dula, who is forty-seven years old, approaches it with an exceptionally fine mental and physical equipment. He is regarded as the ideal man for the task.

On his first day, Mr. Dula, when interviewed, said: "We expect to use a sledge hammer to increase business and to get the details in working shape. I expect to handle matters as they come up and get them ironed out smooth in a short time. This plant and subsidiary companies will be absolutely separate and distinct from all others. We will not mix in the affairs of any other."

Fifty officials and clerks have arrived at the local plant and more are expected during the week from New York. These are in addition to a staff of more than 600 tobacco salesmen who will be directed in the field from the St. Louis headquarters. Besides these men, there will be 200 salesmen working out of the ten subsidiary companies in special lines which will be controlled from St. Louis.

In re-districting the territory, the traveling salesmen will "follow the brand" as they did previously under the American Tobacco Company.

The St. Louis factory will continue the manufacturing of plug tobacco and will remain in charge of R. D. Lewis, who becomes a vice-president. Captain D. C. Bordley remains as business manager. Four new vice-presidents who will be in charge of departments are C. W. Toms, E. B. McDonald, H. A. Walker, and R. D. Lewis. T. T. Anderson has become treasurer and E. H. Thurston, secretary. Mr. Feist, has charge of the smoking tobacco salesmen.

The plants now composing the Liggett & Myers Tobacco Company include the local plant for making plug tobacco; the Catlin plant for the manufacture of smoking tobacco; the John Bollman plant at San Francisco where cigarettes are manufactured; the W. P, Irby branch, at New Orleans, a smoking tobacco plant; the Allen & Ginter plant, at Richmond, Va., for cigarettes.

The plant of W. Duke, Sons & Company, at Durham, N. C., is included as a subsidiary company for manufacturing cigarettes and smoking tobacco. The Pinkerton Tobacco Company, at Toledo, will manufacture scrap tobacco. Smoking and fine-cut will come from the Spaulding & Merrick plant in Chicago. Two plants at Philadelphia and Wilmington, Del., will manufacture cigarettes and little cigars, to be distributed under the St. Louis management.

Hernsheims Take Another Factory

NEW ORLEANS, LA., Dec. 10.—The Hernsheim Cigar Company has leased for a long period the large building at the corner of Magazine and Julia streets. This location is directly opposite their old factory and one of the most desirable locations in the city. The structure has a frontage of 97 feet on Julia street and 125 feet on Magazine. Steam heat, a sprinkler apparatus, and other modern conveniences will be installed. When the improvements are completed it will be one of the most thoroughly modern and best equipped factories in the South. H. W. Cobb is president of the company, and will employ about 400 hands. It is expected that the building will be ready for occupancy some time next month.

PELICAN.

Division of Securities Arranged by A. T. Co.

NEW YORK, December 9th.

TREASURER J. M. W. HICKS, of the American Tobacco Company, has announced the detailed plan of stockholders made necessary under the re-organization of the American Tobacco Company. Arrangements for the re-distribution of securities are explained in a circular which has been sent to security holders. Each common stockholder will be entitled to receive on each share of common stock standing in his name December 1st. The following securities (all of which are in shares of the par value of $100 each, except the shares of British-American Tobacco Company, Limited, which are of the par value of £1 each):

	Fractions of 1 share.
American Snuff Co. common stock	75908-401824ths
American Snuff Co. pfd. stock	23764-401824ths
Geo. W. Helme Co. common stock	27602-401824ths
Weyman-Bruton Co. common stock	27602-401824ths
MacAndrews & Forbes Co. common stock	21129-401824ths
J. S. Young Co. common stock	7043-401824ths
The Conley Foil Co. stock	4950-401824ths
The Johnston Tin Foil & Metal Co. stock	1800-401824ths
R. J. Reynolds Tobacco Co. stock	50000-401824ths
Corporation of United Cigar Stores stock	60000-401824ths
Porto Rican-American Tobacco Co. stock	13236-401824ths
British-American Tobacco Co., Ltd., ordinary shares (£1 each)	5270892-401824ths

On and after January 10, 1912, and until the time fixed by said decree, the holders of the 6 per cent. bonds, the 4 per cent. bonds and the 6 per cent. cumulative preferred stock of the American Tobacco Company may surrender their securities to the Guaranty Trust Company of New York and receive new securities and cash.

The securities of Liggett & Myers Tobacco Company and P. Lorillard Company received by the American Tobacco Company under the plan, and available for the purposes set forth in this circular, are as follows:

	Liggett & Meyers Tobacco Co.	P. Lorillard Company.
7% bonds	$15,507,800	$10,933,500
5% bonds	15,059,600	10,617,450
7% preferred stock	15,383,800	*10,846,000
Common stock	21,496,400	15,155,600
	$67,447,600	$47,552,550

*In addition to this P. Lorillard Company will issue $461,600 at par of preferred stock to take up existing preferred stock of the old P. Lorillard Company not owned by The American Tobacco Company.

Two new companies that will take over the business of the American Snuff Company have elected their officers as follows: Weyman-Bruton Company—president, Jonathan Peterson, of New York; vice-president, J. P. Bowers, of New York and D. E. Rice, of Chicago; secretary and treasurer, H. Brook, Jr., of New York; directors, the officers and Ernest Schmeisser, of Baltimore; A. A. Devoe, of Spotswood, N. J., and Henry D. Moore, of Philadelphia.

George W. Helme Company—president, Otis Smith, of New York; vice-presidents, J. C. Flynn, of Atlanta, and C. W. Bumstead, of Helmetta, N. J.; secretary and treasurer, E. D. Christian, of New York; directors, the officers, William G. Moore, of Philadelphia, George A. Helme and J. S. Prall, of New York.

These are the last two concerns to be organized and complete the re-organization scheme of the American Tobacco Company.

A. B. Heavenrich, well-known Sumatra salesman and leaf broker, of Detroit, is visiting New York.

PHILADELPHIA.



Busy Season at "44" Factory Not Yet Over

THE busy season which the "44" Cigar Company has experienced this fall is not over according to reports from headquarters. Both in Philadelphia and at branch factories there is a continued effort to get out more goods and yet the trade can hardly be supplied fast enough. The strong demand for the goods from the West has piled up the orders, and the East has been looming up with numerous duplications which it will take some time to supply.

When O. L. Myers, who has been in the West, returned to factory headquarters last week, his reports showed some fine business, too, for future delivery, because he knew the goods could not be supplied this year any more. The George G. Edloff Cigar Company, at Dallas, Texas, will handle the "44" cigar in their territory after January 1st, and a good volume of business is expected from this account.

M. A. Funk, sales manager, has finished his visit to Eastern points, and finds the volume of his business about the biggest he ever secured in the same time. He says: "They want '44' cigars up there."

W. H. Nicholson, representing the factory in the South, returned to factory headquarters last week, wearing a broad smile of satisfaction with the results of his efforts.

Fine Success With "Rey-Oma" Cigars

THE very cordial reception which has been given the introduction of the "Rey-Oma" cigars, made by Sig C. Mayer & Company, is but an indication that it may rival the fine record of the "El Wadora." Of course, the "Rey-Oma" is a ten-cent proposition, and the "El Wadora," the manufacturers say, looks like 15c., and smokes like 10c., but sells for only 5c.

The "Rey-Oma" was recently placed on the market, and the progress thus far made is almost remarkable, in fact it might be termed an instantaneous success, in the territory in which they have been offered. The success of this brand in particular has necessitated increased facilities at the Philadelphia factory, and the firm congratulates itself in having secured an additional building immediately adjoining their present factory which will about double the capacity.

The seven factories of this firm are still working overtime to make rush shipments and hope to fill all urgent orders in time for the holidays.

T. & O. Activities Continue Unabated

EVERY one of the Theobald & Oppenheimer Co., factories is continuing to turn out vast quantities of goods and present indications are that their full force will be kept busy up to the last minute before the holidays.

Special orders for holiday trade have been about filled, but the demand for regular goods is coming in so strongly that no abatement in the activities can yet be permitted. There is a noticeable run on for the "Wm. Penn," "Royal Lancers," in higher-priced products, while the "Little Wm. Penn," "Misko," "Quatility," and others in the nickel variety are commanding such a volume of business that it taxes the extensive facilities of their factories to keep the trade fully supplied.

President Kolb, of this company, is at present in Cuba, making selections of some choice Havana tobaccos for their factories.

Boosting "Blu-J" Stogies in Cincinnati

THE Geo. A. Voige Cigar Co., of Cincinnati, recently took the distributing agency of the "Blu-J" stogies, made by the Blu-J Tobacco Co., of Philadelphia. Mr. Voige, the head of the house, was so much pleased with the line that he sent a letter to the trade which was of his own composition, and read as follows:

In old Philadelphia
They are trying to help you,
By making the famous "Blu-J";
Its the best little "Stogie"
And is handled by "Voige,"
It is showing all others the way.

So we tell you by letter
It's "Just a little bit better"
Than anything made in the land.
"Blu-J" is "Long filler,"
A great, big trade-builder,
And every one's "Made by Hand."

In the "3 for 5" packing
No "Quality's" lacking;
The "Blu-J" is prime and a winner;
The "Senator" and "Panatelas,"
Which are "2 for 5" sellers,
Are great—they'll please saint or sinner.

'Tis a very small profit
That the dealers make off it,
But they'll surely win in the end.
For the famous "Blu-J"
Will please you all day,
Which fact you'll tell every friend.

Sunday Cigar Sales Permissible

WHEN several cigar stores in this city were ordered closed by the police last Sunday, it caused some alarm among cigar dealers who well recalled that several years ago some of the smaller dealers were prosecuted several times in succession for selling a few cigars on Sunday.

The announcement has, however, been made that the closing of stores last Sunday was through a misunderstanding on the part of the police, and that unless cigar dealers allow their establishments to become unsavory, they will not be molested.

Louis H. Eisenlohr Visiting Havana

LOUIS H. EISENLOHR, of Otto Eisenlohr & Bros., sailed for Havana, Cuba, last week, accompanied by Ventura Blanco, who is their broker, and Harry Eimerbrink their factory superintendent. Mr. Eimerbrink is making the trip for recreation before entering upon a new year of activity with this widely known house.

Mr. Eisenlohr will endeavor to make selections of some choice lots of fine Havana tobaccos during his stay on the Island, and will be assisted by Mr. Blanco.

Ed. Marshall Visiting Philadelphia

ED. MARSHALL, representing Sig. C. Mayer & Company, on the Pacific Coast, has spent a short time at factory headquarters here, making arrangements for most vigorous campaign during next year on the "El Wadora" and "Rey-Oma" cigars.

His reports show that these lines are steadily forging to the front in his territory notwithstanding the severe competition of numerous other brands.

Jeitles & Blumenthal's Greatest Year

THE well-known manufacturers of the "Masterpiece," "Flor de Jeitles," "Royal Peer" and "Statesmen" brands, find with the close of 1911 that they had the greatest expansion in the history of the house. Jeitels & Blumenthal attribute the steady gain to a general appreciation of the high quality of their product, and they promise that 1912 will find no relaxation in their earnest efforts to continue to produce cigars of quality that sell.

Busy Season at "Counsellor" Factory

THE closing season of 1911 is proving the busiest period with Allen R. Cressman's Sons, in the production of the "Counsellor" cigar. While several months of this year showed good advances over the corresponding period of last year, none show more healthful gains than does December. The demand for "Counsellor" cigars from local dealers also shows the increasing popularity of the goods in this city.

Jos. F. Gallagher, of the firm has been absent some days, but the office is constantly receiving substantial evidences of his activities on the road. He was for some time engaged as a traveling representative and knows the trade thoroughly. His old acquaintances are again giving him a hearty reception.

Christmas Packages of "Tom Keene" Cigars

The trade is now being supplied with Christmas packages of "Tom Keene" cigars through H. N. Goldsmith & Co., local distributing agents of the brand. The goods are put up in 1/40 fully ornamented with the original labels and other trimmings. The package is being well received by local dealers and the sales of the brand during the holidays is likely to show big gains.

"Condax" Cigarettes in Downtown Stores

AT the retail store of A. Runge & Co., Delaware avenue and Market street, "Condax" cigarettes are being featured this week by a special and highly attractive window display, and afford suggestions of suitable Christmas gifts for smokers.

This is but one of a number of attractive displays which are being exhibited about town at the most advantageous points. We are informed by the local representative of E. A. Condax & Co., New York, the manufacturers, that the sales are showing a steady gain in this city.

Grauley Presents a New Package

HB. GRAULEY is out with a new package in the shape of a humidor can containing "Frank Mayo" cigars. This style of packing seems to be gaining popularity steadily in this city.

Orders are also coming in nicely for the "Orange Flower" and "Golden Rule" brands, on which the house has a large sale among distributors in the principal cigar distributing cities east of the Mississippi River.

A new cigar factory was started not long ago by J. Rosoff, at 826½ Chestnut street, in the rear of his retail stand. Mr. Resoff, who was formerly a cigarmaker, bought the stand which is directly under the Continental Hotel, some months ago, and is now featuring two brands of his own. The one is the "Rossetta," a nickel cigar, and the other "La Boquita," a ten-cent smoke. He reports doing nicely on both. In stock goods he features the "Roig" line strongly.

J. Harvey McHenry returned a few days ago from a ten days' flying trip through the Middle West in the interest of the Blu-J Tobacco Company, makers of the "Blu-J" stogies. During his trip he visited Cleveland, O., Jackson, Kalamazoo and Detroit, Mich., Chicago, Indianapolis, Cincinnati and Louisville. He is pleased with the reception he received and reports the opening of a number of new accounts which will greatly increase the outlet for "Blu-J" stogies.

Henry Hilbronner, of Hilbronner & Jacobs, has concluded his road work for this year and will remain at factory headquarters for some time. The firm is fully occupied in getting out goods that are still on order, and in planning for an active beginning early in the new year. Encouraging reports continue to come from their distributors, on sales of the "El Gonzalez" and "Havana Brown" brands as leaders in their nickel product.

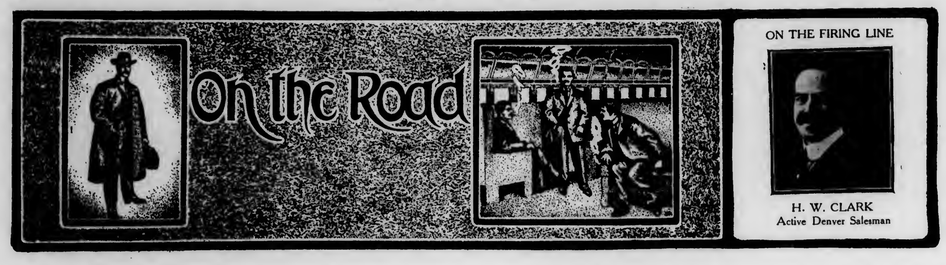
B. Wasserman, widely known cigar importer and head of the New York house of B. Wasserman, was calling on some of his friends in the Philadelphia trade last week.

Jerome Regensburg, in charge of E. Regensburg & Sons' Tampa factory, spent a short time in Philadelphia during the past week, renewing old acquaintances.

Wm. Hemmerle has succeeded to the cigar business of A. McGinnis, at 501 West Girard avenue.

Harry Boston, representing William Demuth & Co., pipe manufacturers, New York, has spent three days in Philadelphia calling on the trade during the past week.

Charles Saunders, of the Cortez Cigar Company, has been looking over the Philadelphia field within the past few days.



An Active Denver, Col., Cigar Salesman

H. W. CLARK, of Denver, Colorado, who associated himself with the G. H. P. Cigar Company, of Philadelphia, has certainly made a mark in that territory. With an entirely new line at his command he opened many live accounts, and so earnest was he in his efforts that his aggressiveness has earned him the title of "Hustler" Clark.

The State of Colorado, which he has covered thoroughly, has kept the G. H. P. Cigar Company in full activity. He has also opened accounts with desirable jobbers in Kansas City, and in Wyoming and Iowa; and deserves credit for the work he has accomplished in the short time he has been with the G. H. P. Company.

It demonstrates that right goods, in the hands of a hustler will bring successful returns.

W. W. Russell, one of the oldest tobacco salesmen on the road, and traveling for Larus & Bro. Co., Richmond, Va., has been telling the trade at Cincinnati about a new brand of goods under the trade-mark "Round-Trip," which will be put on the market very shortly. It will be a cut plug product.

W. D. Leak, a specialty man on "Laurens" cigarettes, who is operating in St. Louis with a crew of missionary men, has done some very effective work on that product in that city.

While in Detroit, Mich., recently, Val. G. Keogh, of John W. Merriam & Co., New York, had a fine reception, and was the recipient of many orders of the "Baron de Kalb," "Henry Irving," and "Segar de Luxe."

Otto S. Murphy has been engaged by Jos. Berran & Co., New York, to represent them in the Central West. He will carry a line of cigars ranging from clear Havana to a nickel product.

Harry Boston, the veteran pipe salesman, traveling for Wm. Demuth & Co., New York, was last week showing a specially attractive line of goods to the trade in Pittsburgh.

"Jack" Fowler, general representative with the United States Tobacco Co., Richmond, Va., is again on the road and when last heard from he was doing a lively business in the Middle West.

F. L. Striblen, with Guedalia & Co., manufacturers of clear Havana cigars, New York, is scheduled to visit the trade in Minneapolis this week.

O. S. Hendrickson, a traveling representative, with P. Pohalski & Co., New York, is at factory headquarters for the holidays.

Samuel Marcuson has been engaged by the E. A. Kline & Company, Cleveland, manufacturers of "Rigoletto" cigars, to represent this line in New England. Mr. Marcuson is thoroughly familiar with the trade.

Gus. Neuwahl, an Altoona, Pa., cigar broker, who covers the Middle Western States, is now visiting his factories in Eastern Pennsylvania.

Chas. Gabinski, formerly of Butler-Butler, has accepted a position with the Surbrug Company, and will represent that line in the West, making headquarters in Denver.

George Becker, representing the "Eden" factory of Calixito Lopez y Ca., New York and Havana, recently visited the trade in Pitsburgh and the Middle West.

J. J. Planco, of Ruy Suarez & Co., makers of the "El Planco" Havana cigars, last week visited Minneapolis and other Northwestern points with gratifying results.

Julius Weiss, representing Kaufman Bros. & Bondy, New York pipe manufacturers, is this week visiting the trade in Boston and the New England States.

J. B. Clugston, traveling for the J. A. Rigby Cigar Co., at Mansfield, O., has been a visitor in Indianapolis within the past week.

Herman Moss, with the S. R. Moss Cigar Co., Lancaster, Pa., has been circulating through the Northwest and pocketing a bunch of orders for the products of that factory.

An additional boost was recently given the "Oxford" cigarettes, made by the Khedivial Co., when J. H. Hull visited Seattle, Wash.

Wm. Jeffries, formerly with the Surbrug Co., and now with the International Cigarette Co., was a recent visitor at Washington, D. C.

Harry Marks, with Geo. L. Storm & Co., New York, was in Buffalo, N. Y., recently, and his order-book showed good results of his work.

Frank Rowland, representing Calixito Lopez y Ca., New York, lately covered the trade through New York State.

I. D. Nelson, selling Schinas Bros. cigarettes, has been in San Francisco lately.

H. L. Siddall has joined the selling staff of Fritz Bros. Co., of Cincinnati, and will cover western territory.



Key West Cigars Being Rushed By Express

Manufacturers Hard Pressed by Demands from Distributors Who Underestimated Holiday Demands

KEY WEST, FLA., December 9th.

WHILE many millions of cigars have been shipped from Key West to satisfy the holiday demand during the last few weeks, the rush is not over yet and many of the shipments are now going forward by express. It was stated by a prominent manufacturer yesterday that several of the jobbers had underestimated the holiday consumption and that telegraphic orders had been sent in for further shipments. It would be impossible to get these goods to market by freight, so the express was resorted to.

This promises to be a bright Christmas for the cigarmakers of Key West, as they have all had plenty of work and good prices have been paid. All of the shops have removed the limit for some time and the men were allowed to make as many cigars as they cared to, provided, of course, that their work was up to the high standard of excellence required by the manufacturers as a whole.

The City Council has just taken an important step, which means much to the cigar business in this city. The proposition in brief is this: The Key West Realty Company, one of the leading real estate concerns in the city, offered to sell to the City of Key West, a large tract of land to be used as a public park, the consideration being $60,000. The Realty Company stated that they did not want a dollar of this money, but it was to be used to secure new enterprises, preferably cigar factories, for the city, to the extent of $50,000, the remaining $10,000 is to be used to improve and beautify the park. The $50,000 in question is to be placed in the hands of five trustees, two of whom are to be named by the City Council, two by the Realty Company and the four to name a fifth. These trustees are to use the money as bonuses to enterprises in an effort to have them locate here. The original $60,000 is provided for by the sale of bonds, which were voted for some time ago.

There is already a proposition from a large factory to locate here, and it is almost assured that $15,000 of the money will be used to locate the new shop in Key West.

The Realty Company expects to benefit by the general improvement of the city by the influx of the new factories and the natural increase in value of their other holdings in the city.

The first steam railroad passenger coach ever seen in Key West, arrived here last Thursday and was part of a special train bearing Henry M. Flagler and President J. R. Parrott, of the Florida East Coast Railway. The train did not come all the way to Key West by rail, however, but was transported by barge from Marathon to Big Pine Key and placed on the rails at that point. The railroad now runs to a distance of 26 miles from Key West and there remains but a very small gap between here and the mainland now to be completed, and then this island will be connected with the rest of the United States by a railroad.

Plans are rapidly maturing for the great celebration in commemoration of the completion of the railroad, and the Key West cigars will be boomed thoroughly at the event.

Norberg Thompson, of the Key West Box Factory, has returned from a business trip to New York. Mr. Thompson states that the output of the factory is increasing rapidly and that the Key West manufacturers are beginning to appreciate the value of a plant of this character.

It is expected that the Havana-American Company will move into their new quarters soon after the first of the year. Some of the work of finishing the new factory has been delayed to some extent, but it is not believed that this will delay the moving. A. L. Sylvester, head of the leaf department of the American Cigar Co., spent a short time here last week on his way to Havana and will stop here again on his return to the North.

The Key West Manufacturers' Association held a meeting during the week and discussed the "smoker" question. No decisive action was taken and one of the members stated to a representative of the WORLD, that it was the idea of the association to do nothing definite in the matter until after the first of the year, when the ruling of the Commissioner of Internal Revenue becomes effective.

The R. Fernandez Havana Cigar Co. is getting out its line of samples for the spring trade, and the layout is exceptionally fine and makes a very attractive appearance.

The latest reports from Chas. R. Wolf, of S. Wolf's Sons, are that he is improving from his operation for appendicitis, which he underwent in one of the New York hospitals.

The Cortez Cigar Co. is as busy as usual, and they are shipping many cases of cigars by express.

José Lovera, of the José Lovera Cigar Co., has been spending a few days in Key West in the interest of the local factory, which is rushed with orders. Mr. Lovera left for Havana last night and will return to Key West next Tuesday.

John Wardlow, president of the Ruy Lopez Ca., spent a few days in Havana last week, looking over the tobacco situation. Mr. Wardlow states that his factory is very busy, and a visit to the place verifies these remarks. Every available space is being utilized and the output is exceptionally large.

The E. H. Gato Cigar Co. is keeping up with its great record for this year, and they have turned out many millions of cigars since the first of January.

N. B. RHOADS.



NEW ORLEANS' ONLY CIGAR DELIVERY AUTO, USED BY GEO. C. MOROY, DISTRIBUTOR, MAGAZINE AND JACKSON AVE., NEW ORLEANS

Burley Society Sells Pool

THE remaining portion of the 1909 pooled Burley tobacco was sold last week at a good figure to the American Tobacco Co., by the Burley Tobacco Society. The sale amounts to about 8,000,000 pounds, and closes the pool of 1909. It is the fourth time that tobacco was pooled by the society during the time of its existence.

During the five years since which the Burley Society was formed tobaccos have shown considerable advance on certain grades, and, of course, the society claims credit for having brought about a higher market price for its product. In the course of the fight for higher prices, night riding outrages that terrified many counties in Kentucky, Southern Ohio and Indiana, took place.

Recently a pooling agreement to cover a period of ten years was agitated, and the satisfactory price just obtained for the tobacco sold will, it is believed, have much to do with the effective consummation of such an arrangement.

Por Larranaga In Pyramid Boxes

AMONG the novelty Christmas packings which are attracting much attention, everywhere shown, has been the "Piramide de Kehefren" from the Por Larranaga factory, Havana. These packages are in the Boite Natore style, arranged in a hollow pyramid instead of the usual oblong box. The cigars are set on end, pointing towards the top of the pyramid. They come in packages of fifty, each retailing for $15.

The Weston Loose Leaf Tobacco Warehouse Company, at Weston, Mo., has been organized with a capital of $10,000. The incorporators were H. B. Doran, F. E. Doran and J. C. Stone.

Made in Detroit

DETROIT, December 10.

THE very soft weather of the week just flown does not appear to have been in the least unfavorable to our cigar and tobacco merchants. In fact, the mildness of the atmosphere encouraged one to smoke, whether outdoors or in. Holiday business is in full swing and windows already wear their gayest and most inviting aspect, while "My Lady Nicotine," artful creature, lures her devotees at every turn with blandishments that are well-nigh irresistible.

The month of December finds cigar and tobacco manufacturers still very busy, although reports from box factories foretell times of inventory and inactivity in the closing days of the year. It is safe to predict that few, if any, will fail to show satisfactory results by tidy balances on the proper side of the ledger.

The marvelous good fortune (which means success) that seems to mark the history of some of the individual factors of the trade in this city is an ever-recurring and fruitful topic of conversation. One of the most conspicuous instances is provided by the Scotten, Dillon Co., whose activities in the manufacture of tobacco have developed to stupendous proportions in comparatively few years. Mr. Oren Scotten, founder of the business, is now dead. The story of how he secured the dismantled plant and neglected real estate, at a ridiculous figure, from the Tobacco Trust, who had paid a fat price for it when they bought out Mr. Scotten's uncle, Daniel Scotten, would make an interesting story. Mr. Scotten's partner, Michael Dillon, played his part in the game. They were up against the strongest kind of a proposition from the jump, for they had a big fight on their hands. They were suckled in strife and waxed strong and grew bigger, every year seeing them mightier than its predecessor. From time to time these columns have chronicled increase in dividend rates, extra dividends, special dividends and stock dividends. Again a melon is about to be cut, and this time it is in the form of a 100 per cent. stock dividend to dispose of the greater part of a surplus of assets, amounting to $800,000, that has accumulated during the year. This will mean an increase of the capitalization from $500,000 to $1,000,000. The proposition will be voted on at a special meeting of the stockholders called by President E. C. Way for January 8. The stockholders will also vote on the proposal to increase the number of directors from seven to nine and to change the date of the annual meeting. The regular dividend rate is 8 per cent. a year. Last year there were two extra dividends of 16 per cent. each, making a total of 40 per cent.

The internal revenue returns for November of first district of Michigan as compared with last year:

	Tobacco.	Cigars.
1910	$113,069.17	$71,186.92
1911	135,937.36	78,284.37

The above figures show a decided gain in both divisions.

Collector McLeod and his staff of assistants are now removed to new quarters, embracing the entire north side of the second floor of the new annex to the federal building. The suites are very long and spacious, affording Uncle Sam's minions abundant opportunities for pedestrian exercises, which might possibly prove efficacious in reducing surplus flesh. When entirely finished and furnished the offices will present a most attractive appearance. They are exceptionally well lighted by a northwest exposure.

Just about moving day Deputy Collectors Little and Jordan hotfooted down to the office of the American Express Company on a tip there was something doing. On arrival they surrounded and seized three innocent looking fish barrels which the express company officials had had on ice for several days, awaiting a call from the consignee, an individual whose name they failed to find in the city directory. Investigation disclosed that within the real nice fish barrels, beneath a deceptive layer of salt, were ten thousand long, lovely, black Italian stogies, neatly arranged in attractive bundles, but neither boxed nor stamped. The barrels were marked as shipped to this city by Wilson & Barry, commission dealers and shippers of fresh fish, 17 Fulton street, N. Y. The firm deny any knowledge of the shipment prior to notice from the American Express Company that the barrels were lying at Detroit unclaimed. They believe some Italian has made use of their shipping tags, which possibly he found about the market. The party to whom the shipment was consigned has not been located as yet, but a rigid search is being made.

"Sandy" Stuart, of the Superia Cigar Co., was called away for a week on an important trade mission. About February 1st the Superia expect to be in their new home.

"Card" Garrison, of the Banner Cigar Mfg. Co., who returned from his travels for Thanksgiving dinner among home and friends, was slightly indisposed and confined to the house for a number of days thereafter.

Mose Eisenburg must have a wonderful disposition to be able to throw off trouble as he does and always keep smiling. The latest was only what Mose deems a trivial affair, but they put him to bed quite suddenly last Tuesday and without administering chloroform or ether proceeded to cut a tumor out of his back that apparently had developed in a very short time. Feeling that his services were wanted at the office he was down the following day, taking with him an extra supply of lint and shirts to put on as, one after the other, they became saturated with blood.

The business of the Harry W. Watson Co. shows an increase in sales of 40 per cent. over 1910, according to Mr. Watson. The machinery of the business is moving finely. L. H. Stradley, of the L. H. Stradley Cigar Co., well known in this State by the work he did in placing the "Plantista" cigar, has assumed the position of general sales manager of the Watson Company.

Bernard Schwartz, manufacturer of the "Red Bell," a nickel cigar well and favorably known in this section and of a high grade Havana known as the "R. G. Dun," has recently removed to Russell street from his former factory, which was located at 271 High street E.

Geo. W. Becker, cigar manufacturer and dealer, Marine City, Mich., spent a little time in the city on his return home from Flint, where he had been since Thanksgiving Day. Mr. Becker was somewhat pale and peaked. He explained that himself and nearly his entire household had been down with sickness at one and the same time. "We're all well now," he added, "so I had something for which to be truly thankful."

C. Rippe, old-time manufacturer, of Flint, Mich., has been spending some time at Mt. Clemens, taking the baths for rheumatism.

Edwin Heineman shows a most attractive window this week at O'Brien & Co., mostly a display of Esberg, Gunst & Co.'s "Van Dyke," of which O'Brien & Co. are Detroit distributors. The window was one of the earliest to be embellished with Xmas symbols.

La Fond & Co. showed a very fine "Pastora" window in their Majestic store. If the genial president of the San Telmo Cigar Mfg. Co. reads this, and will send me an electrotype or half-tone reproduction I believe the publishers of THE TOBACCO WORLD could be persuaded to print it in a forthcoming number.

Norman Williams has removed from 725 Woodward avenue to 228 Griswold street, opposite the Griswold House.

Ben F. Glines, who conducts the cafe at 729 Woodward avenue, has taken over the cigar business which was formerly run by Williams at No. 725. The best of the old stock was retained and new stock added.

"Oh! THE TOBACCO WORLD! That's the best paper of all," exclaimed Della Sanjule, gleefully, at the Hotel Brunswick. "I learned to shake dice on it." This is the most unique of the many pleasant things I have been told about THE TOBACCO WORLD. Della supplemented her remark by handing over a dollar like a little major, and now the more she sees of the WORLD the better she likes it.

J. R. Nye, artist missionary of the Banner Cigar Mfg. Co., is expected to return for a Christmas visit home, after several months' stay in Wisconsin and the Northwest.

N. C. Rogers, who until early in November conducted a retail cigar business at the corner of Dix and Cavalry avenues, is now at the Hotel Metropole stand under J. B. Girard.

Among witnesses expected to be summoned to Los Angeles to give testimony before the federal grand jury in the dynamiting investigation is A. A. Sage, proprietor of the Oxford Hotel cigar stand. Mr. Sage was acting in the capacity of clerk of the hotel when Ortie McManigal and J. B. McNamara registered and were arrested there last April.

Notwithstanding the bold charges of Detective Burns hurled at Samuel Gompers the Detroit Federation of Labor went on record in resolutions passed December 6th supporting the leader. The resolutions were introduced by Anthony Entenza, a delegate from the Cigarmakers' Union.

Recent visitors are: Jno. Eckerle, John Berger & Son, Cincinnati; Leo Taussig, Taussig & Co., Chicago; Max Maier, A. Blumlein & Co., New York and Chicago; Jos. Cullman, Jos. Cullman & Son, N. Y.; Jos. Bimberg, Elmira, N. Y.; Sidney Cahen, E. Regensburg & Sons; Samuel W. Levine, E. H. Gato Cigar Co.; Frank H. Forrest, Compeer Cigar Co., Indianapolis; Wm. Higgins, Park & Tilford; A. J. McBlair and Wm. Gestal, Marcelina Perez & Co.; Val Keogh; Jno. W. Merriam Co.; Harry Weller, Geo. W. Nicholas & Co.; Mr. Dillingham, of J. A. Rigby & Co.; Ben Strauss, selling "Mi Rey;" also, Mr. Conover, of E. A. Calves & Co., Philadelphia; H. R. Harner, of Columbus, Ohio, representing the Khedivial Co., N. Y.; Willis Andrus, finishing trip for The Surbrug Co.; F. B. Marrin, of the Los Angeles branch of J. G. Johnson Cigar Co.; John Thatcher, Henschel & Co., Milwaukee; H. C. Metzger, western representative of Moehle Lithographic Co., Brooklyn; W. J. Aufsprung of the Bay-Poplar Lumber Co., of Mobile and Cincinnati.

S. F. HEAVENRICH.

Tampa Tips

300,000,000 Output for Tampa

Continued Shipments of 1,000,000 a Day Will Exceed All Previous Years' Record

TAMPA, FLA., Dec. 12th, 1911.

THERE is every indication of a 300,000,000 output of cigars for Tampa this year. Up to December 2nd the total shipments had amounted to 274,575,000, and the same ratio of output should bring the grand total by the end of the year, up to the 300,000,000 mark. Certain it is that the previous high records of 280,000,000 will be nicely overtopped. Of course, there may be a recession of activities about Christmas and an average of 1,000,000 a day may not be maintained during the business days of the entire month, but, in any event, it will be the record year in the cigar manufacturing industry of Tampa.

The comparatively new firm of Francisco Bolano y Ca., is making fine progress in the introduction and sale of its line of high class clear Havana cigars. Even though they have been but a short time in the market with their line, orders have come in at such a rate that their facilities have been taxed to supply the demand promptly.

The Tampa-Cuba Cigar Co., which is Tampa's newest enterprise, is getting under way in good shape. Already their goods have received much favor among the drug trade, with which they are particularly identified as a co-operative concern, whose stockholders, numbering about 700, consist almost entirely of druggists. E. Berger, who is one of the most active members of the company, is prominently identified with the drug trade, and as president of the Florida State Pharmaceutical Association, and a director of the National Pharmaceutical Association, he has become widely known in that trade. Closely associated with Mr. Berger, is Emilio Pons, who has been identified with the cigar business a number of years and has practical experience in the line. These two gentlemen recently visited Havana and made selections of Havana tobacco for the factory. They express themselves as satisfied that they have secured several lots of very fine leaf.

Balbin Bros. are having some trouble in making shipments of their "Elisardo" brand fast enough to please all their customers, but every effort is being made to make deliveries as speedily as possible.

The Havatampa Cigar Co., is receiving a deluge of orders from their New York distributing agents, H. A. & H. B. Swortfinger, of 29 Broadway. The goods they say are being well received in New York City, and they look forward to a large trade, feeling confident also that if the goods suit New York, they will meet with favor elsewhere.

Business with Rey, Straus & Co. continues phenomenally well, and the firm is being forced to consider the acquirement of added facilities. They now contemplate the erection of an addition after the rush has abated a little. Their "Mi Rey" brand has won popularity in all sections where it has been offered. Locally they are also selling well.

Sales with Arguelles, Lopez & Bro., are showing large gains this year, and promise to exceed all previous records. Sanchez y Haya during the past several weeks made record shipments of their goods, which represent the largest line they ever offered. Recently fourteen new sizes were added to an already large list, so that the Sanchez y Haya product is now shown to its fullest advantage in their many sizes.

Fernandez, Lopez y Ca., are receiving some fine orders from the Pacific Coast for their factory here. This year promises to be a very good one with this factory.

The Editor's Letter-Box

New York, December 6, 1911.

Editor THE TOBACCO WORLD.

Dear Sir: We notice in your beautiful issue of December 1st, under answers to queries, in your letter box, which is not quite complete, as we have quite a plant running making special or monogram cigarettes for consumers as well as to the trade.

Yours respectfully,
AMERICAN CIGARETTE CO.
Per Becker.

(This company makes the "Eton" Turkish Cigarettes.—Ed.)

New York, November 24, 1911.

Editor THE TOBACCO WORLD.

Dear Sir: Will you kindly find out for me where I could procure some Perique tobacco leaf?

Yours truly,
A. DATESGOLD,
120 Allen Street.

Answer: Try Falk Tobacco Co., 149 Broadway, New York.

October Revenue Returns

THE tobacco division of the Internal Revenue Department has just made public its report of stamp sales for tobacco products during October, and its comparison with the corresponding month of the previous year.

It will be noticed that these stamp sales show a gain in all products, and is particularly noticeable in the output of manufactured tobacco.

The figures are as follows:

	October, 1910.	October, 1911.
Cigars weighing over three pounds per thousand	$1,901,027.90	$2,102,490.74
Cigars weighing not over three pounds per thousand	73,385.32	83,865.58
Cigarettes weighing over three pounds per thousand	5,233.90	5,264.29
Cigarettes weighing not over three pounds per thousand	1,079,569.51	1,152,016.06
Snuff of all descriptions	207,720.72	247,942.62
Tobacco, manufactured, of all descriptions.	2,532,249.61	2,726,264.79
Total	$5,799,186.96	$6,317,844.08

Three Ricker Cigar Stores at Portland, Me.

THREE retail stores are operated in Portland, Me., by the Ricker Cigar Co., operating as The Smoke Shop, at 567 Congress street; The Falmouth Cigar Store, at 219 Middle street; The Exchange News Depot, at Exchange and Fore streets. They are fine establishments in every way and furnished with mahogany fixtures.

They conduct their own premium department and offer almost every conceivable article of usefulness or in the line of novelties.

The establishment is now six years old and a short time ago the business was incorporated. Fred B. Ricker is the president; George F. Cushman, secretary, and Frank C. McLaughlin, clerk.



The Cuban Market

From Our
Exclusive Bureau
Neptuno 24
Altos
Havana, Cuba.

HAVANA, December 6, 1911.

THE principal topic of conversation in our city since the last fortnight has been the coming crop, and the opinions expressed vary so much that it requires a Solon to understand what has really happened since the late heavy rainstorms visited the Vuelta Abajo, as well as the provinces of Havana and Santa Clara. The first reports which reached us were undoubtedly greatly exaggerated, as they claimed that not alone was the whole crop in the Vuelta Abajo ruined, including what had been planted, but also the seedbeds, and that the fruitful soil (Capa Vegetal) had been carried away from the hills, and in those places where the rivers had overflowed their banks and inundated the low lands (Tierra Llana), depositing sand on a few farms, besides causing the loss of some lives, carrying away bridges and interrupting the communication by railroad.

That there was a great deal of truth in these reports cannot be denied and undoubtedly a large amount of damage had been caused, but the question is not, what has been destroyed and cannot be remedied, but whether there was not something saved, and above all whether we should not have seedlings this month to be able to commence planting again, and from the later news it seems sure that seedlings can be procured, although perhaps at high prices. Near the north coast of the Vuelta Abajo where the soil is very heavy the rains did little damage, but on the contrary, benefited the plants, as for instance, at "La Palma" and "Esperanza." To tell the truth, this class of leaf is usually only fit for export and is employed in the manufacture of seed and Havana cigars.

As we have had northerly winds since the 29th ulto., with light showers only, and we have at last entered in our winter season, the chances are, that we may henceforth have more favorable weather, and in this there is still hope of having a crop which might turn out satisfactory after all. For the present we can do nothing but wait, and trust in the bondage of nature.

The harm done in the Partido district has not been as great and some seedlings have been saved. The Santa Clara province has also suffered in some places, and instead of a very large crop there might be a somewhat smaller one, but as "Posturas" (seedlings) are to be had, there is still a better chance of obtaining a fair crop, provided of course that we should not later on have a prolonged spell of drought.

Our market has been considerably more active, as our local manufacturers were the first ones to give impulse to a better feeling by quite liberal purchases, and later on we have had some big buyers in town from the North who have operated also, and this in connection with purchases for export to Europe have made the total swell up to a respectable amount. Excepting colas of Vuelta Abajo and the lowest grades of Remedios (Hojas), which have advanced fully twenty per cent., the prices for other classes of fillers might be said to have recovered only their former level, and that our dealers have appreciated the difficult position under which leaf dealers and manufacturers have been working, in order not to kill the hen that lays the golden eggs.

Our dealers know well enough that there is a limit, and that the higher the prices the lesser will be the demand, therefore as long as thy do not lose any money they are satisfied with a small profit and let the next man make some money likewise. Before the rains had wrought the havoc many of our dealers had made up their minds that they would have to lose money on their hold-long as they do not lose any money they are satisfied with a small profit is but natural and just, particularly as the stocks here in first hands are by no means large, and if the demand were in reality as strong as in normal years we should soon notice a perceptible shortage.

It is calculated, that the stocks of Remedios, first capaduras, in the open market for sale do not exceed 10,000 bales, while of second capaduras hardly 5000 bales could be found, and if one big manufacturer who is in town should only buy half the quantity, which he is in the habit of buying, there would remain only a very small amount to go round amongst the many buyers who have not yet come here. The situation in heavy styles of Vuelta Abajo and Semi Vuelta fit for mixing purposes is similar, therefore the late buyers may regret that they did not come here earlier, when they still had a good opportunity to lay in stocks. At the moment there is a fair supply to be had, but it depends upon the number of buyers who may come here how long the same will last, as there can be no doubt that all good lots will be sold long before the new crop can be harvested.

Sales ran up to 13,967 bales in all, and consited of Vuelta Abajo, 5957, Partido, 1584, and Remedios, 6426 bales.

Buyers were: Americans, 5,269; exporters to Europe, 2,125; shippers to South America, 400, and our local cigar and cigarette manufacturers 6,173 bales.

Exports of leaf tobacco from the port of Havana from November 20th to December 2nd were: to all ports of the United States, 7,797; to all ports of Europe, 1,895; to Buenos Ayres and Montevideo, 210; to the Canary Islands, 7, thus making a total of 9,909 bales.

Principal Buyers of Leaf Tobacco That Come and Go.

Arrivals.—H. Knispel, of Kuhles & Stock Co., St. Paul, Minn.; Fred La Brun, of Decatur Cigar Co., Chicago, Ill.; John Wardlow, of Ruy Lopez Ca, Key West, Fla.; F. Fleitas, of S. & F. Fleitas, Key West, Fla.; Luis Martinez, Luis Martinez Havana Co., Key West, Fla.; Louis H. Eisenlohr, of Otto Eisenlohr & Bros., Philadelphia, Pa.; Ventura Blanco, of Ventura Blanco, Philadelphia, Pa.; Joseph Perlman, of Perlman Bros., Baltimore, Md.; Arturo Ruiz, of Arturo Ruiz, Brooklyn, N. Y.; José Negreira,, of José Negreira, New York, N. Y.; E. H. Smith, of Hindsdale, Smith & Co., New York, N. Y.; Allie Sylvester, of the American Tobacco Co., New York, N. Y.; Alfred K. Ettlinger, of E. Hoffman & Sons, New York, N. Y.

Returned.—Florentin Mantilla, of "El Rey del Munda" (cigarette factory), Havana; Frank Arango, of Havana-American Co., (Tampa), and Henry Clay & Brock & Co., Ltd., Havana; Carlos E. Beck, of Carlos E. Beck & Co., Havana; Buno Diaz, of B. Diaz & Co., Havana; H. H. Strater, of H. H. Strater, Havana.

Departures.—For New York: Lennie Greenhall, Morris Rosenberg, Julius Davis, T. T. Anderson, E. H. Smith, Arturo Ruiz, José Negreira and Theodoro Garbade en route for Europe. For Chicago: Fred La Brun. For St. Paul: H. Knispel. For Key West: John Wardlow, and F. Fleitas.

Cigars.

The export of cigars from the first half of November were according to the official Custom House returns, and as compared with the same period of 1910, as follows, viz.:

	1911.	1910.	Increase in 1911.
Nov. 1 to Nov. 15th.....	13,498,087	8,622,765	4,875,322 cigars
Jan. 1 to Oct. 31st	151,048,812	132,563,650	23,360,484 "
Jan. 1 to Nov. 15th.....	164,546,899	141,186,415	23,360,484 "

The above figures speak eloquently enough about the state of our cigar industry, and hardly need any further comment as regards the expansion of the exports this year. Nevertheless, as far as money making has been concerned 1911 will not be counted as one of the good years. The cost of production has been too high, owing to the extreme prices which our manufacturers have had to pay for choice fillers of Vuelta Abajo and the impossibility of raising their selling figures, in fact through the strenuous competition the principal current sizes had to be sold at a very slight margin of profit, while on the lower priced shapes, instead of a profit there would be a downright loss, if on the other hand some of the higher priced regalia cigars did not leave a fair remuneration. This week will see the end of the last shipments for the nearby holidays to the United States, and henceforward we may see a slackening of activity in our principal factories; which state of affairs however is the usual occurrence.

The demand for England, South America, Australia and a few smaller far away countries is less affected by the Xmas festivities, and therefore there will always be sufficient work for the good cigarmakers, as besides, the United States has some steady calls for current sizes pending and which are to be forwarded regularly every month independent of the seasons. The shipments for France will also commence with the 15th of next month, and while the same may be not as large as this year, they will give some work to our factories, and everything helps.

The uncertainty of the coming crop is the only disquieting factor which is clouding the horizon for 1912, but surely the world is not coming to an end and there is hope that the dark clouds may roll away and give us a fair crop yet.

Spain has submitted counter propositions as regards the "Modus Vivendi," but until we know more definitely what Cuba's reply will be, it is useless to lose many words about it, as it seems it will be a long time yet before this matter is finally settled.

H. Upmann & Co. continue quite busy in their H. Upmann factory, although they have dispatched all their Xmas orders. Don Teodoro Garbade has left for a visit to his native home, Bremen, in order to spend the holidays with his family.

Partagas is still hard at work to fill some belated Christmas orders, and besides it has enough calls from other countries so that work is by no means slack. The factory has bought during the past fortnight 2,000 bales of leaf, part of which was for its cigarette branch.

Sol never seems to lack orders, as when it appears that the bulk of them are executed new ones are sure to be received, and for this reason the factory is still working with a full house.

Castañeda is doing first rate as its steady orders from the United States have increased considerably, and their European trade has also augmented as well as the calls from South America.

Henry Clay and Bock & Company are still fully occupied in their principal factories. Owing to the general average sustained, by the French S/S Espagne, they have had to replace a shipment of about 600,000 cigars, and which will go forward on January 15th.

La Diligencia is working with a full complement of cigarmakers, which is surely a sign that the factory has enough orders to fill yet. Don Bernardo Moreda says, that business is normally good.

La Flor de P. A. Estanillo only regrets that its factory is too small for the despatch of its many pending orders, as the trade it is doing at present, is greatly in excess of its capacity. The owners, F. Rodriguez & Company, say, that they will look for a larger building as soon as business should become a little quieter.

La Flor de José Otero has had a splendid season this year; has increased its output over last year to a great extent, and is looking forward to a still better season in 1912. They have a sufficient stock of choice tobacco on hand.

Romeo & Julieta, La Escepcion, Por Larrañaga, C. E. Beck & Co., Allones, Ltd., Figaro, & La Devesa De Murias are all fully occupied.

Buying, Selling and Other Notes of Interest.

Sobrinos de A. Gonzales sold 1,496 bales of all kinds of leaf tobacco during the past fortnight to their customers.

Sylvester & Stern were heavy buyers as their purchases amounted to 2,500 bales of Vuelta Abajo and Partido during the last fourteen days.

Cano & Hno. report sales of 1,600 bales of Remedios.

E. H. Smith was a large buyer as he has acquired 1,300 bales during his stay here of Remedios and Vueltas, and his son, Ted Smith, is still in treaty upon several lots.

Muñiz Hermanos & Co. made several transactions footing up to 938 bales of Vueltas.

Leslie Pantin operated to an extent of a trifle over 1,000 bales of all kinds of leaf, partly for a customer in town, and also on cable orders for others.

Menendez & Co. disposed of 700 bales of Remedios.

J. F. Berndes & Co. bought 1,135 bales for export to Europe.

José F. Rocha closed out 666 bales of leaf.

Romeo & Julieta added nearly 900 bales of choice Vuelta Abajo to its holdings.

H. H. Strater turned over 600 bales of his Santa Clara escojida.

H. Knispel purchased close on to 800 bales of Vueltas and Partido for the Kuhles & Stock Co., of St. Paul.

Camejo & La Paz were sellers of 535 bales of Vueltas.

H. Upmann & Co. were buyers of 718 bales of leaf for export.

José C. Puente sold 500 bales of Vueltas, Partido, and Remedios.

Hija de José Gener was in the market for 515 bales of leaf for her cigarette factory.

Elias Diaz & Co. made one transaction of 400 bales of Vueltas.

John Wardlow bought around 500 bales of Vueltas and Partido, although the sellers refused to give the exact particulars.

M. Abella & Co. disposed of 345 bales of leaf to their various customers.

Selgas & Co. purchased 600 bales of tobacco for their customers.

A. M. Calzadz & Co. sold 150 bales of Vuelta Abajo to a local factory.

Diego Montero selected 400 bales of Remedios for his South American trade.

Juan Pino closed deals amounting to 324 bales of Vueltas and Partido.

Celestino Corral bought 250 bales of Vueltas for his firm of Corral, Wodiska & Co.

José Menendez was a seller of 300 bales of Vueltas and Partido.

Lennie Greenhall was a buyer of about 250 bales of leaf, although the exact quantity could not be ascertained.

Gonzales & Benitez closed out 275 bales of Remedios and Vueltas.

One of the large New York buyers, who comes here twice a year, has operated also to quite an extent, but no particulars could be obtained, as both the buyers and the sellers would not divulge the quantity.

Cardenas & Co. in order to help out one of their fellow manufacturers sold him 200 bales of their choice stock of Vuelta Abajo.

Herrera, Calmet & Co. were big sellers of their fine packings of Remedios, as they had made transactions summing up to 1,273 bales during the past fortnight.

F. Fleitas, Fred La Brun, Arturo Ruiz, José Negreira, Morris Rosenberg, and Julius Davis were also buyers in our market, but the exact extent of their purchases could not be ascertained.

The proposed export duty does not seem to have the ghost of a show in our congress, as the opposition on the part of our farmers, leaf dealers and commission merchants is sufficiently strong to kill the project.

The principal shippers during the past fortnight were: Sylvester & Stern, 1,226 bales; J. F. Berndes & Co., 1,135; H. Upmann & Co., 718; Leslie Pantin, 624; Garcia & Co., 624; Mark A. Pollack, 605; Ernest Ellinger & Co., 573; and below 500 bales: M. V. Perez I. Kaffenburgh & Sons, Aixala & Co., Jorge P. Castañeda, Selgas & Co., Menendez & Co., E. H. Gato Cigar Co., Alta Cigar Co., M Stachelberg & Co., M. Suarez, Bridat & Co., Heinrich Neuberger, Rodriguez, Menendez & Co., I Bernheim & Sons, Michaelsen & Prasse, and Sidney Rothchild.

Receipts of Tobacco From the Country.

For fortnight ending December 2nd, 1911.		Since January 1st, 1911	
1318 bales	Vuelta Abajo	175,700 bales.	
345 "	Semi Vuelta	13,681	"
43 "	Partido	18,777	"
3074 "	Remedios	107,236	"
1 "	Mayari	1,117	"
4781 "		316,511	"

ORETANIV.

Cleveland Stores Alive With Activity

CLEVELAND, Dec. 10, 1911.

VIEWING the many beautiful window displays here, one would hardly find it necessary to consult a calendar to know that Christmas is coming. Many of the better stores are showing a full line of high-grade imported cigars in artistic holiday packings, together with an elaborate assortment of pipes and humidors. All dealers are stocked heavily anticipating a prosperous holiday trade, and as no one seems to be complaining, the indications seem to point to satisfactory business.

A visit to E. A. Kline & Co.'s "Rigoletto" factory revealed everyone hustling about and busy. Larger offices are being built on the second floor and improvements throughout the entire factory are under way. E. A. Kline, head of the firm, is spending several days in New York.

Archie Horwitz has just opened an up-to-date cigar store on East Ninth street, in the Priscilla Theatre Building, next to the Gillsy Hotel. All his fixtures and decorations are of the latest designs.

Manufacturers here are experiencing much anxiety as a result of a shortage of cigar boxes. The cause of shortage is the increasing demand for fancy holiday boxes which take more time to build than regular sizes.

G. E. Goldstein, of the Dominion Tobacco Co., of Montreal, Can., manufacturers of cigarettes, plug and smoking tobacco, spent a few days here, visiting friends and relatives.

Other visitors were: C. E. Dillingham, with the J. A. Rigby Cigar Co.; Ed. Wodiska, of Corral, Wodiska y Co.; Tom Brandon, with José Escalante & Co., Tampa.

HOLLANDER.

John F. Jones has opened a fine new cigar store at 9th and Walnut streets, Wilmington, Del., which has been furnished with handsomely polished show cases, etc. He has been conducting a store at 7th and Market streets, which will be retained.

BOSTON

Boston, December 8th, 1911.

BUSINESS conditions in and about Boston have greatly revived since last week; there is a firm demand for holiday goods among the retailers, and the wholesalers are continuing on full-time basis. There are many really beautiful window displays, many tastefully decorated with holly and other greens. Several new corporations have been added to the cigar and tobacco trade about New England.

William O'Neil has purchased the cigar store of John Mansfield, at Haydenville.

Mitchell & Gainor, druggists, have opened a store at the corner of West Newton street and Columbus avenue.

George E. Wardrobe, manager of the store of Charles Clarke & Sons, Lawrence, for many years, has resigned and will open a drug store at 493 Broadway, West Somerville.

P. C. Lamprey, of Laconia, N. Y., has purchased the drug store at 28 Pleasant street, Newburyport. Mr. Lamprey has filled prescriptions for several years with Theodore Metcalf, the well-known Boston druggist.

Adin French, for twenty-five years connected with the Lee Pharmacy, Peabody, has severed his connection, and opened a drug store of his own in the Thomas Block.

John Levis has opened a new drug store at Haverhill, in company with his brother.

John M. Dineen has filed a city certificate to carry on business known as The Home Cigar Company, at 216 Worthington street, Springfield.

A. H. Hall & Company, 7 Water street, have an attractive window display of Manila cigars, which causes many passersby to pause and admire. The open boxes are placed flush with the plate window, apparently defying the laws of gravity.

C. L. Polep, of Syracuse, N. Y., has purchased the old quarters of H. Traiser & Company on Court street.

The popular "Pall Mall" and "La Marquise" cigarettes are successfully exploited in this territory by M. A. Early, Butler-Butler's division manager.

J. F. Callahan & Company, Federal street retailers, have a full window display of "La Integridad" cigars, which are popular in this locality.

J. F. Saville, who has successfully managed the cigar stand at 131 State street, since 1894, has secured possession for himself of this location.

The customers at the Riker-Jaynes drug store are three-deep at the cigar counters, purchasers buying at the noon hour having to wait several minutes owing to the volume of sales.

Sigmund Weiss and family, conducting a cigar store at Newport, R. I., have departed for the pleasures of European travel.

W. W. Pike, of Whitefield, N. H., has opened a cigar store on Main street.

B. A. Kaiser, the well-known importer of leaf tobacco, is enjoying a firm demand for his product.

Johnson's "Private Stock" five-cent cigar is selling well at the various counters at which this brand is carried.

Among the visiting trade last week were A. Bloom, (Butler-Butler) J. W. Surbrug, (Surbrug Co.) and Edward M. Davis, the exponent of "Roig" cigars.

Henderson.

Factory Notes

A. R. Randall has purchased the cigar factory of Duane Bennett, at Augusta, Ill.

Julius Adams has opened a cigar factory at Staples, Minn., and will manufacture two brands for the present, under the name of "El Refino" and "Idela." The factory is located in the Miller Block.

William Miller, formerly connected with Spencer & Miller, a cigar firm of Houghton, Mich., will engage in business for himself in Laurim, Mich., where he will manufacture but one brand of goods.

The Dierdorf Cigar Co., of Grand Rapids, Mich., has filed notice of dissolution. The principal stockholders are C. W. Dierdorf and H. J. Ringold. C. W. Dierdorf will become the sole owner after the dissolution

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The Nathalie Farmers' Union Prizery Co., has been organized at Nathalie, Va., with a capital of $25,000. The officers are as follows: President, T. P. Green; vice-president, W. L. Murphy; secretary, A. P. Wimbush, and treasurer, J. M. Anderson.

The S. L. Uhrig Tobacco Co., of Pittsfield, Mass., has been incorporated with a capital of $25,000, to manufacture cigars, cigarettes, and other tobacco products. They now occupy quarters at 28 West street, but contemplate erecting a new factory, in the near future.

L. H. Rosenberg, operating the Empire cigar factory at Boise, Idaho, is doing a successful business on his several brands, which include the "State Seal of Idaho," and "James Ward." The factory was opened on April 23rd last and now a force of eight cigarmakers are employed, turning out an average of 2000 cigars per day.

The Esterville Cigar Factory, at Esterville, Ia., under the management of Mr. Hogett, is making substantial progress. There are now a half dozen cigarmakers steadily at work turning out from 7,000 to 9,000 cigars per week, and local dealers at Esterville are always promptly supplied with any of the six brands now made at that factory.

"Union World" Litigation Ended

Detroit, Mich., December 4th.

AFTER litigation extending more than three years the suit brought by the American Tobacco Co., against the Globe Tobacco Co., of this city, has been decided in favor of the defendant company.

The American Tobacco Co. brought suit for infringement, asserting, that their brand of tobacco, "Union Leader," was infringed upon by the Globe's brand of "Union World." Judge Angell, sitting in the U. S. Circuit Court for the Eastern District of Michigan, decided that the complainant had no grounds for this suit.

The decision covers all the different size packages of the "Union World" plug cut.

The Globe Tobacco Co.'s interests were represented by Attorneys Frank H. Watson and C. M. Hamper. W. R. Hamper, secretary and treasurer of the Globe Company, expresses himself as very well pleased with the outcome.

Fine Trade In San Francisco

Retailers Specializing Strongly on High Grade Goods and Attractive Displays are Being Shown

San Francisco, Dec. 5, 1911.

OWING to the holiday, last week was a little quiet with the San Francisco jobbing houses, but business is again coming out in good shape, and all the wholesalers expect to do a rushing business between now and Christmas. Many of the outside salesmen, of course, came in off the road for Thanksgiving, but they are now out again. Retail trade has been extremely active, both here and in the country, and the outside trade is buying freely.

Local retailers are not inclined to take on much stock beyond immediate needs, but they are beginning to prepare for the holidays, and many little improvements making for attractiveness are being installed. It is predicted that an unusually large number of fine cigar and pipe displays will be shown during the holiday season, and a good number of them have already appeared. A little rain the first of this week has caused a better feeling in the country, and outside retailers are putting in quite a lot of new stock for the holidays.

In the matter of fine cigar stands San Francisco is much better off than before the fire. The pace was first set by some of the more powerful interests, but some of the stands under individual ownership are now in the lead, the more progressive dealers realizing that they could not compete for the down-town trade except in elegant quarters. The space generally occupied is smaller than in some eastern cities, but marble, plate glass and fine woods have been used with excellent effect. More attention than ever is given to the display of fine goods, the retailers being frequently assisted in this by jobbers and manufacturers' agents.

L. A. Sawyer, representing "Las Dos Naciones," and P. San Martin & Leon, has just returned from a trip through his Nevada territory.

M. A. Gunst & Co. are, as often happens, a little behind deliveries in some of their more popular lines. They are starting a new advertising campaign on the "General Arthur" cigar, one of their old favorites.

"Doc" Hoffman, of the Hoffman-Moore Company, has just returned from a trip up the Coast. This company is getting quite a lot of business from the coast counties of northern California.

Arthur Bachman, of S. Bachman & Co., returned from his trip East about the end of last week.

R. J. Boyer, of this city, has taken the agency for two new lines, a 5c., and a 10c., made by F. X. Smith's Sons Co., a Pennsylvania manufacturing house.

Arthur Meyer, Coast representative of Bustillo Bros. & Diaz, has just returned from Santa Barbara, Cal., where he attended a Thanksgiving dinner, given by a number of southern California dealers.

J. L. Daniels, a local leaf dealer, passed through San Francisco recently on his way to New York, from Honolulu. He is shipping a large lot of Hawaiian leaf to the New York market, and is very optimistic as to the future of the tobacco-growing industry in the Islands.

A. Ehrman, of Ehrman Bros. & Co., accompanied by Mrs. Ehrman, left a few days ago for Manila. He will make a short visit in the Philippines, looking over the cigar situation there, and continue around the world before returning.

On the same boat was E. M. Elam, of E. M. Elam & Co., representatives in this country of the "La Giralda" Manila cigar. Mr. Elam will spend some time in the Islands, arranging for next year's shipments.

Harry M. Fernandez, of Fernandez, Lopez & Co., of Tampa, has arrived for a long visit at the San Francisco office.

Boltz, Clymer & Co., were short of "El Palencias" a week or so ago, owing to the rapid increase of orders, but shipments are now coming forward in good shape and they expect to catch up very soon.

Frankel, Gerdts & Co., the local manufacturers, are making a special price on some of their smaller packages for the holiday season, as a result of which they are having an extremely heavy run. This house gained a great deal of new trade during the Tampa strike, and the amount that has been held speaks highly for the quality of its goods. D. Frankel, who returned last week from a trip through the Northwest, states that the distributing agency at Spokane, Wash., has been placed with L. W. Stocker & Co.

Alexander Herbert, of Philip Morris & Co., is expected in San Francisco soon after the first of the year.

John Bollman, president of the John Bollman Company, one of the leading Coast cigarette manufacturing firms, has been suffering from a severe illness for some weeks past, but is able to be about town again this week.

The jobbing stock of Peter Olson, who has been in business here for some time and is well known in the trade, was disposed of at a trustee's sale, November 23, being purchased by H. & S. Bercovich, of Oakland, for $1850. Mr. Olson will continue his work as representative of the "St. Elmo" cigar.

Sam Newmark, who has conducted a retail stand at Pine and Liedesdorff streets for several years, and recently purchased a stand in a more favorable location, has sold out his old place to W. S. Stephenson, who was formerly at Clay and Front streets.

A. Drosser's stand, in the Hotel Stewart, was burned out recently, but repairs are now being made, and the place will be re-opened shortly.

Mr. White, of the Compeer Cigar Company, of Indianapolis, has been calling on the local trade for the last week.

T. DeVitt, Coast representative of the Philip Morris line, came to the city for Thanksgiving, after a successful trip in southern California.

H. Pendas, of Y. Pendas & Alvarez, who has been visiting the trade along the Coast, left a few days ago for Monterey, Cal., and will leave for the East by the end of the week.

Mr. Walt, representing the Manhattan Brier Pipe Company, New York, has been calling on the local dealers.

The Los Angeles Cigar Company has been incorporated at Los Angeles, with a capital stock of $25,000, by A. Morrison, A. L. West and S. Busch.

Coughlin & Silva, cigar dealers, of Newman, Cal., have dissolved partnership.

Allen.

Anti-cigarette Agitation at Springfield, Ill.

ACCORDING to a report given out by Thomas K. Sigler, representative of the Anti-Cigarette League of America, Springfield, Ill., is to be the battle ground in a general campaign. Mr. Sigler has been in Springfield for some days outlining the work to be undertaken preparatory to launching a campaign in Central Illinois.

A local league is to be formed first and then the movement is to be spread to other large cities in that State.

PENNSYLVANIA TRADE NEWS

Late Reports from Lancaster, York, Reading

Short Holiday Season at Lancaster

Factory Output Shows Decrease as Compared With Previous Year—Local Trade Notes

LANCASTER, PA., Dec. 14th.

THE report of Collector H. L. Hershey, of this District, has been a disappointment to the members of the tobacco trade who were not prepared nor expecting to hear that there was a big falling off in the production of cigars in the Ninth District during November, both as compared with the preceding month and also with the corresponding month of last year.

The statement issued by the collector shows receipts from the sale of cigar stamps amounting to $203,700.93 in November, 1911, while in October, 1911, it amounted to $215,720.31, and in November, 1910, $211,982.58. These figures show an output for the above periods as follows: November, 1911, 67,900,310; October, 1911, 71,906,770 and November, 1910, 70,660,860, by which is apparent a decrease for November as compared with October of 4,006,460, and in comparison with the previous year, of 2,760,550.

Manufacturers say there was not the protracted holiday demand this year which has been experienced in previous seasons. The demand for goods was quite sharp while it lasted but it did not last long. There are still a few factories which are kept busy in rushing out goods but the majority are operating with normal forces and are not pressed to get out more goods.

B. L. Grabosky, of the G. H. P. Cigar Company, Philadelphia, accompanied by a salesman—L. Walters—were visitors in Lancaster recently and have placed several of that firm's brands in this city. The "Goodina," which is a nickel leader, seems to have attracted local dealers and it is believed the brand will grow into much popularity here.

The "Blu-J" stogies from the factory of the Blue-J Tobacco Company, at Philadelphia, are being distributed here by Simon Shissler. The brand is taking quite well and repeat orders are beginning to come in.

Miss Irene Ethel Levy, daughter of Morris Levy, local manager for the United Cigar Manufacturers' Company, was married some days ago to Joseph Jacobs, of New York.

R. Schultze, one of the oldest cigar manufacturers in this city, died last week at the age of seventy-four years. With him was associated his son, Charles Schultze, and the business on Chestnut street east of N. Queen street, will no doubt go right on.

My attention has been called to a statement made in these columns last week to the effect that S. R. Kocher, a leaf tobacco packer at Wrightsville, had some fine 1909 tobacco, but which was inadvertent, and should have been 1907. Mr. Kocher informs me that he did not pack any 1909 Pennsylvania tobacco at all. The 1907 which he still has on hand he says is certainly well cured and would make fine stock for cigar manufacturers.

C. F. Steiner, of the Krull Cigar Company, at Akron, was a visitor in Philadelphia last week. Mr. Steiner ships large quantities of goods to the Quaker City. He manufactures the "Krull" five-cent cigars, sold exclusively by the distributing house of Charles A. Krull, at 13th and Arch streets, Philadelphia. Mr. Steiner was accompanied by his daughter.

David Weinreich, a son of Jos. Weinreich, prominent cigar manufacturer at Dayton, O., was in the Lancaster market during the last week looking over the leaf situation.

York Output Shows Decrease

Twenty-seven New Factories Opened in November—Receiver for Sechrist Affairs

YORK, PA., Dec. 14.

IT was rather a surprise to many when it was learned that the sale of cigar stamps at the York Internal Revenue Office, during November had fallen considerably below the sales of the preceding month. The larger manufacturers, however, say it is not a surprise to them because they bought during October the major portion of the stamps required for special shipments of holiday goods, and that during November their purchases were again only normal.

The sale of stamps during November amounted to $106,446.31, representing an output of 35,482,100; while during October the sales were $115,686.16, representing an output of 38,562.050. In November, of 1910, the sales amounted to $111,000, representing an output of 37,000.000. The comparisons therefore are as follows. November, 1910, 37,000,000; November, 1911, 35,482,100—decrease, 1,517,900. The comparison between October, 1911, and November, 1911, shows a decrease of 3,079,950 for November.

During November twenty-seven new factories for the manufacture of cigars were opened. This exceeds by three the number of new factories opened during October. Following is the list

Charles Pollacek, this city, 20 hands; Benjamin F. Hioner, Craley, four hands; Ellen Freed, Windsor, two hands; C. J. Ritz, Windsor, two hands; R. F. Flinchbaugh, Windsor, two hands; J. F. Smith, Windsor, two hands; G. M. Greenbolt, North York, five hands; H. C. Smith, Red Lion, two hands; Beck Tobacco company, this city, 20 hands; W. G. Altland, York R. F. D. No. 5, ten hands; Minnie E. Olewiler. Red Lion R. F. D. No. 3, two hands; Walter Smeltzer, Red Lion R. F. D. No. 3, three hands; Kurvin F. Grove, Springvale R. F. D. No. 1, three hands; H. C. Shenberger, Red Lion R. F. D. No. 2, two hands; Jeremiah Sechrist, Dallastown R. F. D. No. 1, five hands; Israel C. Zarfos, Windsor, five hands; Samuel O. Sheffer, Red Lion R. F. D. No. 3, two hands; Harry Keller, Wrightsville R. F. D. No. 1, four hands; Eli H. Kinseley, Springvale, three hands; C. M. Smith, Holtz, five hands; C. M. Stein, Red Lion, five hands; Joseph Kile, Dallastown, six hands; James O. Glatfelter, Felton, four hands; Adam Flinchbaugh, Felton R. F. D. No. 2, two hands; C. C. Gable, Windsor, 10 hands; N. B. Wehring, Windsor, 40 hands

George W. McGuigan, cigar manufacturer at Red Lion, has been appointed a receiver for E. S. Sechrist, cigar manufacturer, at Dallastown. The appointment was made by Judge Witmer, of the United States District Court for the Middle District of Pennsylvania, sitting at Scranton.

Eugene Gallagher, a prominent manufacturer of Columbus, O., has been here trying to re-open the Sechrist factory, but was not able to make much headway. They are large handlers of stogies and other products as well as manufacturers at Columbus, and if a factory were opened in Dallastown by them it would afford employment for a goodly number of hands. The firm name is Eugene Gallagher & Brother.

Walter Altland, of York, has removed to Pleasureville where he is engaging in the manufacture of cigars.

W. S. Nye, a prominent cigar broker, of Kansas City, was here visiting cigar factories which he represents in his territory.

Los Angeles Cheered by Prohibition's Fall

Cigar Dealers Pleased With Holiday Trade and Future Prospects

LOS ANGELES, CAL., December 8th.—Wholesale cigar dealers are busy and occupied largely with their holiday shipments and holiday trade this year is much larger than last year. Cigar dealers in front of saloons are all "wearing a happy smile" on account of the outcome of the Prohibition Ordinance being defeated 3 to 1.

J. C. Wood, of Berriman Bros., will be with us until after the holidays. He is booking some nice orders on "José Villa" for his distributor, M. A. Newmark & Co.

Al. Greenwood, general manager for the Klauber-Wangenheim Co., has just returned from San Francisco, after a brief stay.

C. C. Burr, better known as "Live Wire Burr," is going to do some specialty work for J. C. Wood for the interest of "José Villa" cigar, and expects to be at work at this for the next thirty days.

Klauber-Wangenheim Co. have been so busy filling their holiday orders, that their shipping force has been kept busy working nights for the past ten days. Their special holiday packages are the most complete and attractive packages ever placed with the trade in this territory. The San Diego trade of this firm is showing a splendid growth. The completion of the railroad to Yuma, Cal., connecting with the Southern Pacific at that point will give San Diego a direct line with the East, and Klauber-Wangenheim being the largest and oldest firm in this locality, are already reaping the benefits of the splendid growth of San Diego and tributary field.

Mr. Marx, the New Mexico and Arizona representative of Klauber-Wangenheim Co. has been sending in a fine batch of orders from his entire territory.

Isi Klingenstein, president of Kingsbaker-Klingenstein Co., is going to Del Mar, San Diego County, for a few days' rest. He advises us that business is good, and he will make a large showing this year. This firm are sole agents for "Webster," "The American," "Y-B" and "Cinco." Surbrug's products are increasing daily and will be a record-breaker this year.

Sam Friend, city salesman for Kingsbaker-Klingenstein Co., reports a big demand on the "Y-B" cigar all over his territory.

Mr. Max Roth is doing a splendid bit of work for the "New Bachelor" cigar, and reports good business on all the lines.

M. Samuels, of the Baer Cigar Co., is sending in some nice orders from Fresno.

L. C. Erdt is doing some fine work in the interest of the "Melachrino" cigarettes.

Alex Barker, proprietor of the cigar store at 625 Kearney street, San Francisco, arrived here today on a pleasure trip.

Cameron Trau, manager for Haas-Baruch & Co., reports an overwhelming demand for Xmas packages of their "Lovera," "Upmann's Bouquet" and "San Felice," and reports that their stock is about exhausted.

A. B. Greenwald Cigar Co. reports a steady demand on "Ruy Lopez."

Ed. Cohn, of the College Inn cigar store, has a very attractive "Lovera" window display.

Ed. G. Kookstratten Cigar Co. are displaying "Cinco" cigars in all their stores this week.

Sanchez y Haya cigars continue to be the leader with the Valrance & Woodsworth stores.

"Prudentials" and "El Gonzales" cigars, manufactured by Hilbronner & Jacobs, of Philadelphia, are proving big sellers with the Burke Cigar Co.

The Geo. W. Walker Cigar Company's wholesale department report cigars in 1/40 very popular. So far the demand for holiday goods has broken all records and they have back orders for over 50,000 "Alex Humboldt," but these will be filled within the next few days, as they have a large shipment coming. "Cobs," 3-4-5c. vest-pocket edition, is showing a big increase in sales and is proving the biggest success they have ever handled.

M. B.

Bank Cashier Enters Cigar Manufacturing

THE La Zoo Cigar Factory, at Kalamazoo, Mich., until recently conducted by F. F. McGlannon, has been purchased by James J. O'Meara, who has just resigned as cashier of the Home Savings Bank of Kalamazoo, with which institution he had been connected for 18 years.

Upon leaving that institution he was given a hearty send-off by his former associates, and by the directors of the bank he was presented with a handsome 17-jewel gold watch as a memento of their high esteem.

Mr. McGlannon is retiring from the business owing to failing health.

A portion of the new Clukey Block, on Silver street, Waterville, Me., has been leased by Robert H. Union, cigarist, who will remove from his former store in Lower Main street.

Record Breaking Business In Chicago

Every Branch of Trade Busy—What The Big Distributors Are Doing

CHICAGO, December 11th.

THE condition of business among the manufacturers, jobbers and retailers, is far ahead of last year at this time.

It seems as though this year is going to be one of the greatest holiday seasons ever experienced in this city. The past week retailers were the least bit slow in getting goods on their shelves, but are now stocking up, not so much in fancy packages, but in staple boxes.

The only fancy packages shown among the cigarette people are such as "Milo," "Condax," and several other leading cigarettes, which are beautifully put up and should be good sellers.

Victor Pollack, one of J. & B. Moos' crack salesmen, is to be congratulated, he being the proud father of an eight pound baby boy. ("Vic," the cigars are on you.)

S. H. Shapiro, representing Schinasi Bros., is busy taking orders for the famous "Natural Cigarettes." At one particular instance, his order book being filled, he entered an order on his cuff. A young lady behind the counter asked him to let her see the other cuff, and she likewise wrote an order (for a box of candy), to which he put his O. K.

George Smith is working Milwaukee this week. Samuel Hyman, his assistant, is doing very good work in his absence on "Melachrino" cigarettes. He has a great knack of putting out the new "Bull's Eye" signs, which are magnificent.

The leading cigar manufacturers of this city sent out a notice for a meeting, which was held at the Bismarck Hotel, Thursday, December 7th, to discuss the internal revenue law, pertaining to the collection of revenue for all cigars consumed on their premises by their employees, also for the two years' back tax, which seems very unjust. After a lengthy discussion they concluded to wait until after the first of the year, by which time the internal revenue office would give its decision, and another meeting will be held. Jake Benner, of Benner Bros., was appointed temporary president, and W. D. Castro was appointed secretary.

The Fromherz, Berlizheimer Co. reports business satisfactory on "La Espera" and other brands.

H. L. Harris has just returned from a trip through Iowa. Business could not be better, so he claims.

Earl Saey is covering Indiana.

D. W. Simmons has disposed of his stand in the Union Bank Building to Louis Arnovitz, a promising young man with lots of ambition. He will continue such brands as the "First Consul," "Elsetti," "Henry the Fourth," "Tadema" and "High Sovereign." Mr. Simmons has procured a store at Forty-third street and Indiana avenue, which is a very good location.

Sprague Warner & Co. report business way ahead of last year at this time; so far they have been unable to get enough "Straight Fives" or "El Toros." They are doing a nice business on "La Giralda" (Manila cigar), packed in cedar boxes, manufactured by E. M. Elam Co., of San Francisco. They have discontinued the "Gato 1871" brand. The account was turned over to Nathan Fox Cigar Co. (Chicago avenue) by the manufacturer.

They are placing on the market with results "D. Theocaridis", Egyptian cigarette, a novelty package, packed in hundreds and fifties, containing an assortment of plain, cork, straw and gold tipped.

W. F. Monroe Cigar Co. have adopted a clever plan to familiarize the patrons of their establishment with the names of the clerks on duty, by placing their names under a sign, marked "On Duty." The clerk on retiring removes his plate from the rack.

"The Frat" cigar, distributed by Geo. C. Knight, is selling very freely. Orders are not alone coming in from the city, but likewise from the country. The well-known Bill Bailey, one of Chicago's best cigar salesmen, is covering the city with big results. A Western retail cigar man, being attracted by the clean-cut display of "Frat" cigars, came in and made a purchase. The cigar "hit him right," as he left an order for 2500 to be shipped at once. It pays to trim, good-looking windows.

Best & Russell Co.'s Jackson Boulevard store: The trimmer is to be complimented on the beautiful window display of miscellaneous articles.

F. B. Khym, the "boy" who sold "Tom Keene," has severed his connection with Steele-Wedeles Co., and is now employed by Clarence Hirschhorn & Co. as city salesman.

E. A. Condax & Co. are going to distribute $50,000 worth of Persian rugs to the consumers of the "Condax Very Mild" cigarettes, through a certificate plan which is packed in each box.

Ernest Wood, manager of Albert Breitung's Masonic Temple stand, after a serious illness of a month, has returned to the fold.

Peter Krusing has opened a cigar store at No. 3859 Cottage Grove avenue. He was formerly proprietor of "The Kirby House," Milwaukee.

Out of Town Visitors.—Alexander Herbert, of Phillip Morris Co.; Gilbert Smith, of Y Penda & Alvarez Co.

A. B. THOMPSON.

W. H. Heiney, of Camtonville, Cal., has purchased from A. W. Gluckman, a cigar stand on Third street, near the Postoffice, at Maysville, Cal.

THE TOBACCO WORLD REGISTRATION BUREAU

The Tobacco World, established in 1881, has maintained a Bureau for the purpose of Registering and Publishing claims of the adoption of Trade-Marks and Brands for Cigars, Cigarettes, Smoking and Chewing Tobacco, and Snuff.

All Trade-Marks to be registered and published should be addressed to The Tobacco World Corporation, 102 South Twelfth Street, Philadelphia, accompanied by the necessary fee, unless special arrangements have been made.

No Responsibility assumed for errors or duplications.

☞ One Dollar for each title must accompany all applications. In case title or titles cannot be registered owing to prior registration, same will be returned immediately, less our usual charge for searching and return postage, or it will be credited if desired.

GENERAL DeLYTE:—23,397. For cigars. November 27, 1911, by D. Miller, Philadelphia.

NEWBURGER'S BACON:—23,398. For cigars, cigarettes, cheroots and snuff. November 27, 1911, by L. Newburger & Bro., Cincinnati.

MINNESOTA CLUB HOUSE:—23,399. For cigars. November 27, 1911, by Gust Peterson, St. Paul, Minn.

ROBERT WALSH:—23,400. For cigars. November 27, 1911, by Wm. H. McLaughlin, Lancaster, Pa.

BAM'S LONDRES:—23,401. For cigars. November 28, 1911, by Arch Bamberger, Owensboro, Ky.

1919:—23,402. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 28, 1911, by Mrs. L. M. Strauss, Argenta, Ark.

NUPROCESS:—23,403. For cigars. November 28, 1911, by Jos. Michl & Sons, Decatur, Ill.

EL CUBA RIO:—23,404. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 28, 1911, by Luckett, Luchs & Lipscomb, Philadelphia.

ALVA BOOSTER:—23,405. For cigars, cheroots, stogies and smoking tobacco. November 28, 1911, by Superia Cigar Mfg. Co., Detroit, Mich.

MASTER'S DEGREE:—23,406. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 28, 1911, by the Moehle Lithographic Co., Brooklyn, N. Y.

LA MALORA:—23,407. For cigars, cigarettes, cheroots, chewing and smoking tobacco. November 28, 1911, by American Lithographic Co., New York.

HIGH CREST:—23,408. For cigars, cigarettes, cheroots, chewing and smoking tobacco. November 28, 1911, by American Lithographic Co., New York.

EL MUNIDOR:—23,409. For cigars, cigarettes, cheroots, chewing and smoking tobacco. November 28, 1911, by American Lithographic Co., New York.

ORVILLE HARROLD:—23,410. For cigars, cigarettes, cheroots, chewing and smoking tobacco. November 28, 1911, by American Lithographic Co., New York.

FELICE LYNE:—23,411. For cigars, cigarettes, cheroots, chewing and smoking tobacco. November 28, 1911, by American Lithographic Co., New York.

KIRLEY:—23,412. For cigars and smoking tobacco. November 28, 1911, by E. C. Brelsford, Wilkes-Barre, Pa.

EL VELASCO:—23,413. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. November 28, 1911, by Three Friends Cigar Co., Chicago, Ill.

ACCLAMA:—23,414. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 1, 1911, by Moller, Kokeritz & Co., New York.

ABUNDAR:—23,415. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 1, 1911, by Moller, Kokeritz & Co., New York.

SMART SET:—23,418. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 1, 1911, by A. F. Buch, Bowling Green, O.

SAFE MARGIN:—23,419. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 1, 1911, by the Moehle Lithographic Co., Brooklyn, N. Y.

ORGAN PIPES:—23,420. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 1, 1911, by Sig. Strauss, New York.

EL COMANDO:—23,421. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 1, 1911, by H. C. Wireman, Hanover, Pa.

EL COMMANDO:—23,422. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 1, 1911, by H. C. Wireman, Hanover, Pa.

COMFY:—23,423. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 1, 1911, by Dixie Tobacco Co., Bedford City, Va.

EL VARO:—23,424. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 1, 1911, by Louis W. Keyer, Dayton, O.

DOME:—23,425. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 1, 1911, by Schafer & Platner, South Bend, Ind.

PALMER'S LUXURY:—23,426. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 2, 1911, by J. Ward Palmer Tobacco Co., Baltimore, Md.

INOT:—23,427. For cigars. December 2, 1911, by Wm. Rath & Co., Baltimore, Md.

JOHN P. GRACE:—23,428. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 2, 1911, by E. Randall Boone, Charleston, S. C.

CHOICE CROP:—23,429. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 2, 1911, by the Moehle Lithographic Co., Brooklyn, N. Y.

CHOICE PICK:—23,430. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 2, 1911, by the Moehle Lithographic Co., Brooklyn, N. Y.

BRIDE'S PUFFS:—23,431. For cigars. December 2, 1911, by Emanuel Mumbauer, Pennsburg, Pa.

TWO SMOKES:—23,432. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 2, 1911, by Emanuel Mumbauer, Pennsburg, Pa.

LA GRAPINA:—23,433. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 2, 1911, by Wm. Steiner, Sons & Co., New York.

TRYONA:—23,434. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 2, 1911, by Wm. Steiner, Sons & Co., New York.

STEEL KING:—23,435. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 2, 1911, by W. H. & L. Huck, Pittsburgh, Pa.

COKE KING:—For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 2, 1911, by W. H. & L. Huck, Pittsburgh, Pa.

BEAR IN MIND:—23,436. For cigars. December 2, 1911, by Merchants' Cigar Box Co., Dallastown, Pa.

EDWARD HOWARD:—23,437. For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 2, 1911, by Commercial Litho Co., New York.

COLTANO:—23,438. For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 2, 1911, by American Lithographic Co., New York.

SPENCER ARMS:—23,439. For cigars. December 2, 1911, by Glentworth Bros., Philadelphia.

HANDY ANDY:—23,440. For cigars, cigarettes, smoking tobacco. December 2, 1911, by the Moehle Lithographic Co., New York.

MISS JOLLY:—23,441. For cigars, cigarettes, cheroots and smoking tobacco. December 3, 1911, by the Moehle Lithographic Co., Brooklyn, N. Y.

SHERIFF:—23,442. For cigars, cigarettes and smoking tobacco. December 2, 1911, the Moehle Lithographic Co., New York.

LITTLE OS:—23,443. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 4, 1911, by Seidenberg & Co., New York.

PRECENTOR:—23,444. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 4, 1911, by the Moehle Lithographic Co., Brooklyn, N. Y.

RECITAL:—23,445. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 4, 1911, by the Moehle Lithographic Co., New York.

PORT HAVANA:—23,446. For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 4, 1911, by Santa Clara Cigar Mfg. Co., Brunswick, Ga.

PURITY CIGAR CO.:—23,447. For trade name for cigars registered December 5, 1911, by Harry Wax, Pittsburgh, Pa.

HONEST CROOKS:—23,448. For cigars. December 5, 1911, by Ajax Cigar Co., York, Pa.

ZELVA:—23,449. For cigars. December 5, 1911, by Max Levin, Chicago, Ill.

ALACHUA:—23,450. For cigars. December 5, 1911, by Alachua Cigar Factory, Gainesville, Fla.

MINNESOTA CROOKS:—23,451. For cigars, cigarettes and smoking tobacco. December 5, 1911, by C. J. Hansen, St. Paul, Minn.

EL COMPRAR:—23,452. For cigars. December 5, 1911, by Wm. Steiner, Sons & Co., New York.

LOS YELO:—23,453. For cigars. December 5, 1911, by Wm. Steiner, Sons & Co., New York.

ALTO GRADO:—23,454. For cigars. December 5, 1911, by Wm. Steiner, Sons & Co., N. Y.

VINADOSA:—23,455. For cigars. December 5, 1911, by Wm. Steiner, Sons & Co., New York.

PLAYBOY:—23,456. For cigars. December 5, 1911, by Wm. Steiner, Sons & Co., N. Y.

CIGAR BOND:—23,457. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 5, 1911, by Wm. Steiner, Sons & Co., N. Y.

ACTOR'S BOND:—23,458. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 5, 1911, by Wm. Steiner, Sons & Co., N. Y.

SPANISH BOND:—23,459. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 5, 1911, by Wm. Steiner, Sons & Co., New York.

CHATTEL, 23,460. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 5, 1911, by Wm. Steiner, Sons, & Co., New York.

BONDED RIGHTS:—23,461. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 5, 1911, by Wm. Steiner, Sons & Co., New York.

BONDED WINNER:—23,462. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 5, 1911, by Wm. Steiner, Sons & Co.

BONDED STOCK:—23,463. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 5, 1911, by Wm. Steiner, Sons & Co., New York.

BONDED CLUB:—23,464. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 5, 1911, by Wm. Steiner, Sons & Co., New York.

LEAGUE BOND:—23,465. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 5, 1911, by Wm. Steiner, Sons & Co., New York.

BUNTY:—23,466. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 5, 1911, by Wm. Steiner, Sons & Co., New York.

ESTATE:—23,467. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 5, 1911, by Wm. Steiner, Sons & Co., New York.

BONDED NOTES:—23,468. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 5, 1911, by Wm. Steiner, Sons & Co., New York.

NATIONAL BOND:—23,469. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 5, 1911. Wm. Steiner, Sons & Co., New York.

H. & H.:—23,470. For cigars. December 5, 1911. J. W. Levy, Philadelphia.

HARVARD CRIMSON:—23,471. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 6, 1911. Wm. Steiner, Sons & Co., New York.

PRINCETON ORANGE:—23,472. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 6, 1911. Wm. Steiner, Sons & Co., New York.

LA TAMARA:—23,473. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 6, 1911. Wm. Steiner, Sons & Co., New York.

HELMET CLUB:—23,474. For cigars, cigarettes, cheroots, stogies, chewing and smoking tobacco. December 6, 1911. O. A. Fisher & Co., Chicago, Ill.

OSCAR FRANKLIN:—23,475. For cigars. December 6, 1911. Oscar Agranove, Buffalo, N. Y.

LA VERTU:—23,476. For cigars. December 7, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

RAZELL:—23,477. For cigars. December 7, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

LA MORATA:—23,478. For cigars. December 7, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

CUROSA:—23,479. For cigars. December 7, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

GOV. HENRY DODGE:—23,480. For cigars. December 7, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

GOV. JAMES DUANE DOTY:—23,481. For cigars. December 7, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

LA SQUISITA:—23,482. For cigars and cigarettes. December 7, 1911. D. J. Heaton, Seneca, Ill.

KITTIE WILKES:—23,483. For cigars, cigarettes and smoking tobacco. December 7, 1911. Kraus & Co., Baltimore, Md.

FERNDELL:—23,484. For cigars, cigarettes, cheroots, chewing and smoking tobacco. December 7, 1911. Celestino Costello & Co., York, Pa.

COURTLY DAME:—23,485. For cigars. December 7, 1911. Weidman St. Louis Cigar Co., St. Louis, Mo.

EL DELO:—23,486. For cigars. December 7, 1911. Heywood, Strasser & Voigt Lithographing Co., New York.

TRIONETTES:—23,487. For cigars, cheroots and stogies. December 7, 1911. Zeugschmidt Cigar Co., Pittsburgh, Pa.

PITTSBURG BOOSTERS:—23,488. For cigars, cheroots and stogies. December 7, 1911. Zeugschmidt Cigar Co., Pittsburgh, Pa.

TRIPOLETTES:—23,489. For cigars, cheroots and stogies. December 7, 1911. Zeugschmidt Cigar Co., Pittsburgh, Pa.

ABU-SIMBEL:—23,490. For cigarettes, cheroots and cigars. December 7, 1911. Constantin N. Zervoudaki, New York.

EL KIBIR:—23,491. For cigarettes, cheroots and cigars. December 7, 1911. Constantin N. Zervoudaki, New York.

DARCONIA:—23,492. For cigars. December 7, 1911. National Lithographic Co., New York.

FOCO:—23,493. For cigars. December 7, 1911. National Lithographic Co., New York.

MELAGRO:—23,494. For cigars. December 7, 1911. National Lithographic Co., New York.

EL RUFO:—23,495. For cigars. December 7, 1911. National Lithographic Co., New York.

REFLEJOS:—23,496. For cigars. December 7, 1911. National Lithographic Co., New York.

ZORAIDA:—23,497. For cigars. December 7, 1911. National Lithographic Co., New York.

DON SIMON:—23,498. For cigars. December 7, 1911. National Lithographic Co., New York.

VOT:—23,499. For cigars, chewing and smoking tobacco. December 7, 1911. Dorr Cigar Factory, Augusta, Ga.

PHLOX:—23,500. For cigars, chewing and smoking tobacco. December 7, 1911. Dorr Cigar Factory, Augusta, Ga.

HAMPTON TERRACE:—23,501. For cigars, chewing and smoking tobacco. December 7, 1911. Dorr Cigar Factory, Augusta, Ga.

APCO:—23,502. For cigars, chewing and smoking tobacco. December 7, 1911. Dorr Cigar Factory, Augusta, Ga.

VELODROME:—23,503. For cigars, chewing and smoking tobacco. December 7, 1911. Dorr Cigar Factory, Augusta, Ga.

LAREDE:—23,504. For cigars, chewing and smoking tobacco. December 7, 1911. Dorr Cigar Factory, Augusta, Ga.

BANNER ISSUE.—23,505. Cigars, cigarettes, chewing and smoking tobacco. December 8, 1911, by The Moehle Lithographic Co., Brooklyn, N. Y.

LORD MALVIN.—23,506. Cigars, cigarettes, chewing and smoking tobacco. December 8, 1911, by The Moehle Lithographic Co., Brooklyn, N. Y.

RECORTES:—23,507. Cigars, cigarettes and cheroots. Registered December 8th, 1911, by M. B. Arndt, Philadelphia.

MEONIE.—23,508. Cigars, cigarettes and cheroots. December 9th, 1911, by Heywood, Strasser & Voigt Litho. Co., New York.

TRESKA.—23,509. Cigars, cigarettes and cheroots. December 9th, 1911, by Heywood, Strasser & Voigt Litho. Co., New York.

TAWNEE.—23,510. Cigars, cigarettes and cheroots. December 9th, 1911, by Heywood, Strasser & Voigt Litho. Co., New York.

ED DENA.—23,511. Cigars, cigarettes and cheroots. December 9th, 1911, by Heywood, Strasser & Voigt Litho. Co., New York.

JERROLD.—23,512. Cigars, cigarettes and cheroots. December 9th, 1911, by Heywood, Strasser & Voigt Litho. Co., New York.

JELBA.—23,513. Cigars, cigarettes and cheroots. December 9th, 1911, by Heywood, Strasser & Voigt Litho. Co., New York.

SOUTHERN BRIDE.—23,514. Cigars, cigarettes and cheroots. December 9th, 1911, by Heywood, Strasser & Voigt Litho. Co., New York.

FLAVOR BRIDE.—23,515. Cigars, cigarettes and cheroots. December 9th, 1911, by Heywood, Strasser & Voigt Litho. Co., New York.

BELLE ECLAT.—23,516. Cigars, cigarettes and cheroots. December 9th, 1911, by Heywood, Strasser & Voigt Litho. Co., New York.

LA BELLA LUNA.—23,517. Cigars, cigarettes and cheroots. December 9th, 1911, by Heywood, Strasser & Voigt Litho. Co., New York.

LA SINETA.—23,518. Cigars, cigarettes and cheroots. December 9th, 1911, by Wm. Steiner, Sons & Co., New York.

EL INTO.—23,519. Cigars, cigarettes and cheroots. December 9th, 1911, by Wm. Steiner, Sons & Co., New York.

AD. F.—23,520. Cigars, cigarettes, cheroots and stogies. December 9th, 1911, by A. D. Castle, Portland, Ind.

PINECREST.—23,521. Cigars, cigarettes and cheroots. December 9th, 1911, by the American Lithographic Co., New York.

LONDON ARMS.—23,522. Cigars, cigarettes and cheroots. December 9th, 1911, by the American Lithographic Co., New York.

MAY SMITH.—23,523. Cigars, cigarettes and cheroots. December 9th, 1911, by Wm. Steiner, Sons & Co., New York.

MONGOL.—23,524. Cigars, cigarettes and cheroots. December 9th, 1911, by E. Soter & Co., New York.

CANCELLATIONS.

LORD MELVIN.—23,392. Cigars, cigarettes and cheroots, registered Nov. 25th, 1911, by the Moehle Lithographic Co., Brooklyn, N. Y.

ESPOSA:—23,813. For cigars, etc. August 14, 1911. Kaufman, Pasbach & Voice, New York.

GENERAL OF GALICIA:—23,212. For cigars, etc. November 23, 1911. Oscar Agranove, Buffalo, N. Y.

TRYONA:—23,434. For cigars, etc. December 2, 1911. Wm. Steiner, Sons & Co., New York.

EDWARD EVERETT HALE:—23,335. For cigars, etc. November 15, 1911. C. B. Henschel Mfg. Co., Milwaukee, Wis.

LEAF TOBACCO MARKET

More Binder Stock Wanted in New York---Steady Trade Reported from Philadelphia---Buyers Still Picking Up Wisconsin Crops---Connecticut Tobacco Arriving Slowly at the Warehouses

NEW YORK.

NEW YORK CITY.

DURING the past fortnight there has been a continued demand for binder leaf and consequently several sales of Wisconsin tobacco, worthy of mention, were made. Packers declare the market is constantly growing scarcer of that class of goods, and Wisconsin will be unable to supply the required quantity. In view of the shortage in Wisconsin, Connecticut leaf has been re-sorted to make up for the deficiency.

Not only has there been a good demand for Connecticut that was suitable for binders but wrapper grades have been readily enough disposed of when desirable goods were offered. Offerings, however, were limited because packers feel that the market later will become still stronger, and they do not seem anxious to dispose of their goods at present.

There was probably less activity in Pennsylvania tobacco during the past two weeks than for some time, but the stocks of 1910 have been materially reduced by sales to manufacturers. A small lot of 1909 also changed hands last week, and the goods are quite satisfactory.

Only a moderate volume of business has been done in Sumatra tobacco owing to the scarcity of most desired colors, while there is available a good supply of very serviceable leaf in the more medium to darker shades. It is no longer even a question of price to obtain strictly light Sumatra. It is not here to be had, and those who are short in their supply will certainly have to accept other shades or do without it, as it can not be obtained.

The conditions in Havana have improved somewhat, but they are not yet what might be desired. The Cuban market is still upset by the reports of widespread damage to tobacco fields by the recent storms, the ill effect of which was less extensive than at first believed. American buyers are, however, awaiting further developments before entering extensively into operations there, although more buyers are arriving in Havana with each steamer. In New York, conditions do not show much change; prices remain about the same and withdrawals from bond are only moderate in quantities.

PENNSYLVANIA.

PHILADELPHIA.

LEAF tobacco does not appear to be moving in large quantities but the aggregate of sales made by local houses during the past fortnight show that there is more real activity than appears on the surface. One large importing and packing house reports there is not the snap to business that has been experienced at this season in former years, and yet other houses say there is quite as much doing as they could reasonably expect at present. The volume of the year's business promises to exceed in several instances at least, that of last year. Much depends yet on what the remaining two weeks will show. Indications, upon the whole, are favorable to showing a gain this year with most of the more active houses.

The activities which prevailed here for some weeks in 1910 Pennsylvania are quieting down, and transactions are being confined to smaller lots, to manufacturers. Local packers are not inclined to go into the market extensively at present figures, in acquiring additional lots of goods, although some admit that their stock is not as heavy as they would like it to be.

The 1909 Pennsylvania has not yet come fully into its own, but it is still predicted that it will, and that when a market does begin for the goods they will move very swiftly. This, however, remains to be seen.

Connecticut tobacco of desirable offerings finds a ready market here at reasonable prices. In fact, there are houses which would cheerfully replenish their stock of Connecticut if satisfactory opportunities presented themselves.

Sumatra tobaccos have been only in moderate demand, and the lack of more light colors in offerings has undoubtedly retarded the volume of business to a considerable extent.

There is no particular change in the condition of the Havana market. Former prices have been firmly maintained and offerings of desirable goods have found ready takers. The high prices prevailing in Havana at present has prompted some Philadelphia importers to defer their usual visits which occur about this time, until some time later.

LANCASTER.

The general report in the leaf trade here is that the market for leaf tobacco has now settled down to its usual quietness which generally immediately precedes and follows the holiday period. A large proportion of the 1910 has already passed out of original hands, and those packers are once again turning their attention to their holdings of 1910 leaf, of which they have not only not despaired, but the longer they have it the more they feel convinced that it will yet fill a need and prove very useful to the trade as soon as the 1910 is worked up, and which is likely to be ere long.

A careful survey of the market here reveals the fact that within the past two or three weeks there has been sold a far larger amount of 1909 goods than some dealers might imagine. The two years' curing which that tobacco has now had, can not help but have placed it in pretty good condition and some of it, too, has been re-handled in the bulk and re-packed, which is bringing out its best quality and it shows up remarkably good.

There has been some shipping of the 1911 crops but operations are by no means general yet. Reports of its condition are at such variance that only a personal inspection would enable the judge of tobacco to make a reasonably safe prediction. Packers are still a little fearful of damage done by pole sweat which has developed pretty generally throughout the growing district, but it is more pronounced in some locations and instances than in others. The leaves seem to be long, thin and flimsy.

Packers seem more determined than ever that they will not enter the field to buy actively until the crops have been stripped and can be thoroughly examined. Representatives of large interests say they have explicit instructions to stay out of the field until they can tell with reasonable certainty what the true characteristics of the crops are.

Growers are just as persistent in their claims that the tobacco is curing finely as they have ever been, and while they admit there is some pole sweat they say it is not sufficient to cause them uneasiness in the least. The color is good and uniform they say, and feel confident that it will bring prices equally as good as what they received last year.

WISCONSIN.

EDGERTON.

THERE is still some driving done in the country sections where buyers are picking up the remaining fractions of the year's crops. Prices are pretty well maintained considering that only the low grades remain unsold. Anything that promises a percentage of binder leaf is quickly picked up at prevailing prices. From the latest reports it is gathered that the prices ranged from 7½c. to 9½c.

It is only in some sections that farmers have been able to remove their crops from the poles, and those who have been able to do so are now engaged in stripping it and preparing for the market. A few crops have been delivered to warehouses here, but the quantities are not yet sufficient to warrant opening operations in the warehouses on an active scale.

In the market for old goods there is little change to note. Packers are receiving numerous inquiries for binders but sales have not been on a large scale lately. Shipments from warehouses during the past fortnight compare fairly well with last year.

NEW ENGLAND.

HARTFORD, CONN.

NOTWITHSTANDING several good damps which occurred throughout the Connecticut Valley tobacco region, deliveries seem to be still somewhat backward, indicating that growers could not have been able to take the fullest advantage of an opportunity to remove their crops from the poles and strip it for market. And yet there are evidences of preparations for another year's crop by breaking up the ground, and there is also considerable talk of some big extensions next year in both shade and open air grown leaf. Shade plantations will in all probability make the biggest gains in that direction. Packers are anticipating an increase of anywhere from 20 to 30 per cent. in the shade growing area.

Buying of the new crops is retarded by the fact that growers have been slow in getting their crops removed from the poles and stripped.

AMHERST, MASS.

There is still an occasional change in the ownership of tobacco land taking place. Recently John Watts, of this town, sold his tobacco land in Hadley to a New York concern.

OHIO.

DAYTON.

WORK is progressing slowly at the tobacco warehouses. There is also some selling of seed leaf at fair prices.

ARCANUM,

There is nothing particularly encouraging for the tobacco growers of this vicinity so far as the 1911 crops are concerned. Packers seem to be a little afraid of the crops because some of them were taken in pretty late, and there was poor curing weather during the entire fall. This renders the condition of the tobacco uncertain, and there is not likely to be much buying done until stripping begins, or such time as the real condition and character of the tobacco can be ascertained to a greater certainty.

BUSINESS OPPORTUNITIES

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29 Randolph Street, Chicago, Ill.
Correspondence with manufacturers of union-made; also non-union goods solicited. Reliable factories only are wanted. Cash trade.

MONROE ADLER,
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HARRY L. ROBY, Leaf Tobacco Broker
21 Emmet St, Dayton, Ohio.
Correspondence solicited. Will save you money on your purchases of Ohio tobacco. 2-15-e

N. D. ALEXANDER, Leaf Tobacco Broker
18 E. Chestnut St., Lancaster, Pa.
Correspondence solicited. Will save you money on your purchases of Pennsylvania tobaccos. 4-1-an.

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We furnish standard wrought pipe, second-hand, in first-class condition, all recut and furnished with perfect threads and couplings, random lengths, ready to set up, pipe suitable for all practical purposes. All sizes constantly on hand. All inquiries cheerfully answered.
MARINE METAL & SUPPLY CO.,
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Leaf Tobacco Broker, Dayton, Ohio
FOR SALE—Special lots of Spanish, Gebhart, Dutch, Pennsylvania, Wisconsin and Connecticut first quality tobacco at attractive prices. Write today for quotations and samples.

CARL RUGE & COMPANY
Leaf Tobacco Brokers, Dayton, Ohio
In daily touch with all the country as well as local packers. Samples and quotations cheerfully furnished. 12-1-ch.

HENRY A. FISCHEL, Tobacco Manufacturer
1636 North 11th St. and 1635 North Mervine St., Philadelphia.
Packing shorts for jobbing trade a specialty,
Will pay *net cash* for good clean cuttings. No deductions for alleged shortages, etc. 1-1-ch.

A FIRST-CLASS HUMIDOR wanted by leading Tampa cigar manufacturer for New York office; must have a capacity of 300,000 cigars, and be in sections which removal will not injure; glass windows and hardwood preferred. Submit specifications with reply. Address Manufacturer, Box 91, care Tobacco World. 12-15-c.

For Sale.

FOR SALE—Pure Dutch, Gebhardt or Zimmer Spanish scrap filler tobacco. These scraps are from old resweat wrapper B tobaccos—high quality, clean, dry and ready to work. Write for samples and prices. Horner Tobacco Company, 208 S. Ludlow St., Dayton, O. 3-1-ch.

FOR SALE
HAVANA
Table Shorts and Scraps. Price 45 cents per pound.
ALONZO B. PANDOZ COMPANY, 173-175 East 87th St., New York.

FOR SALE—Old established cigar box factory in Pennsylvania, doing paying business. Address Box 93, care Tobacco World. 11-15-a.

FOR SALE—Complete set of second-hand cigar store fixtures, in good condition. Same was taken in trade on a new outfit. The Cleveland Store Fixture Co., 4059 St. Clair Ave., Cleveland, Ohio. 5-15-tf.

FOR SALE—135,000 high grade clear Havana cigars, package goods (large size); also very fine cigar labels and registered titles. Address M. Gelula, 41 Fulton Street, New York City. 12-15-h.

Help Wanted.

WANTED—Large Philadelphia factory wants Superintendent capable of taking full charge of every detail of making hand and suction work. Must have thorough knowledge of handling and blending tobacco and producing high class work. Good salary to a brainy, keen man of exceptional ability. None other need apply. Address Factory, Box 90, care Tobacco World. 12-15-c.

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WANTED BY EXPERIENCED SALESMAN—Cigar salesman with experience desires to represent well known line of cigars in the Central Anthracite Coal region of Pennsylvania. Only well advertised and established brands will be considered. Commission or salary. Address Box 100, care Tobacco World. 9-15-tf.

The Frankfort Tobacco Co., of Frankfort, Ky., was recently incorporated by T. C. Geary, A. W. Macklin and G. W. Stallings.

The O'Flaherty Tobacco Co., of Kansas City, Mo., has been incorporated with a capital of $2,000 by Joseph S. O'Flaherty, Leo J. O'Flaherty and Mary D. O'Flaherty.

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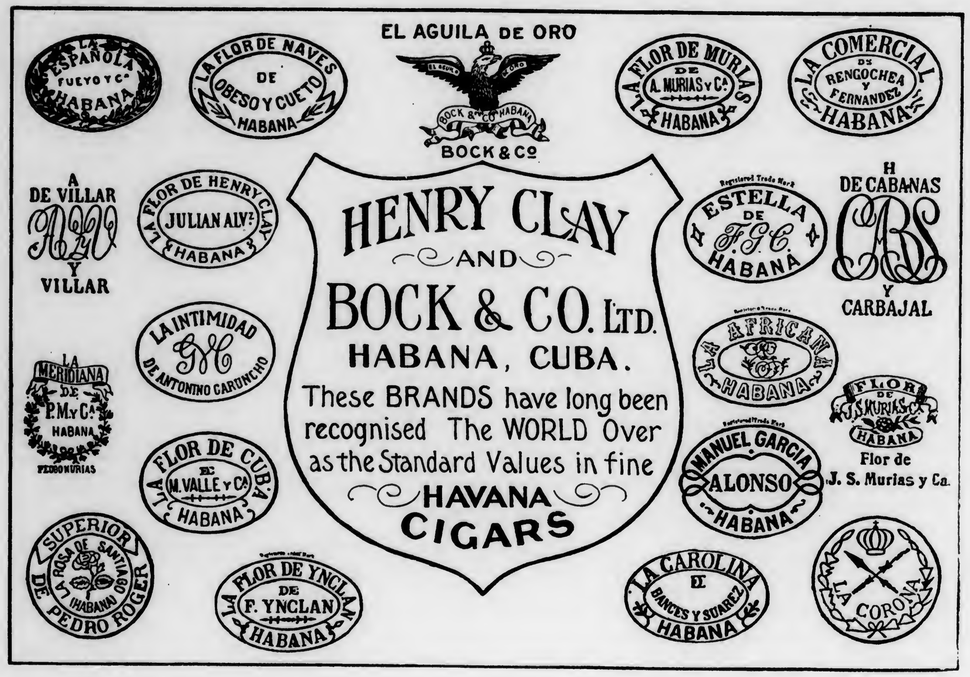
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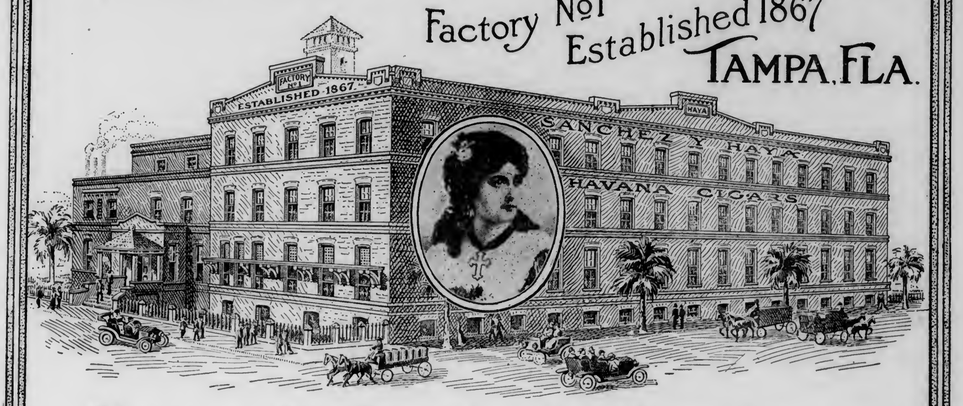
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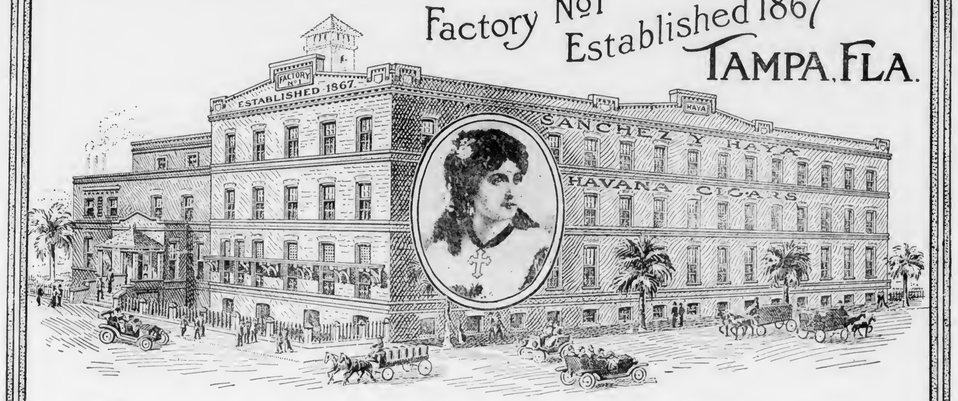
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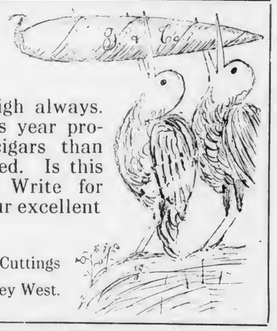
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